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FEMAP

**NOVEMBER 23-24, 1992
CIUDAD JUAREZ, MEXICO**

Prepared by

**Nora Quesada, FPLM II Project
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Anne Staunton, The Population Council**



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John Snow, Inc.

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Officials in charge of implementation: Program Development Coordinators

4. Assign a person with the responsibility for implementation and supervision of the following tasks:

- **Analyze data received from affiliates in order to assign shipments, and to provide feedback on consumption levels and reported stock-on-hand to the affiliates.**
- **Manage all shipments issued from the central warehouse and from El Paso to affiliates, including shipments to the Regional Distribution Centers in Irapuato and Chihuahua.**
- **Monitor the forms used in the physical inventories to be performed every six months at each affiliate warehouse or store.**
- **Monitor shipments programmed from A.I.D., to guarantee that they are received on time and in the correct amounts.**
- **Visit the warehouse in Zaragoza periodically (e.g., every six months) to observe storage conditions and to verify quantities in storage vs. quantities in the kardex.**
- **Guarantee that the Regional Distribution Centers (Chihuahua, Irapuato and any new ones to be opened) have (1) a kardex system and (2) detailed information on shipments issued to the different affiliates, following the expiration norms.**

Official in charge of implementation: Program Director

5. Request that the person in charge of the Zaragoza warehouse verify that the number of boxes picked up by any of the affiliates corresponds to the number of boxes specified in the issue voucher.

Official in charge of implementation: Program Development Coordinators

6. Establish a kardex system or inventory control card in the central warehouse in Ciudad Juarez, and other places where these do not already exist, to maintain a current register and necessary controls to avoid product losses.

Official in charge of implementation: Program Development Coordinators

7. In addition to the above, it is recommended that the Ciudad Juarez Center for Maternal and Child Health and Family Planning report stocks levels and consumption levels by their programs to the central office on a quarterly basis.

Official in charge of implementation: Program Development Coordinators

III. ACTIVITIES AND FINDINGS

A. VISIT TO THE CENTRAL WAREHOUSE

The central warehouse is located in Zaragoza, 30 minutes from Ciudad Juarez. The warehouse is expansive, and was originally intended to be used for storing products other than contraceptives.

All contraceptives are stored on wooden shelves. Generally, the physical condition of the warehouse meets the requirements for storing this kind of supply. The only recommendations made were to keep the boxes clean of dust and covered with plastic.

The following table shows the results of a physical inventory:

METHOD	PHYSICAL INVENTORY	KARDEX INVENTORY	EXPIRATION DATE
TCu-380A	200	200	06/92
	280	260	04/95
CONDOMS	238,800	228,000	04/96
CONCEPTROL	100,800	148,800	05/95
LO-FEMENAL	297,600	312,000	11/94

Because an inventory control system using cards or kardex has not been implemented to monitor warehouse supplies and to provide information on actual stock-on-hand, there is a difference between what is found in the physical inventory and what was recorded. Also, the person in charge of the warehouse has not received instructions to verify that the amounts of contraceptives picked up are the same as the amounts authorized.

During this visit, kardex cards for each product were opened (forms did exist but had not been used). The beginning balance was set to the levels found in the physical inventory. This will make the registering of available supplies easier, and will improve the control of incoming and outgoing shipments, as well as stocks-on-hand. Also, an issue voucher will be created to document all deliveries.

Taking into account only stocks on hand in the central warehouse, FEMAP has sufficient supplies for 1.87 months of condoms, 4.10 months of Lo-Femenal, 0.94 months of TCu-380As, and 3.34 months of Conceptrol vaginal foaming tablets.

From this it would appear that the system is about to run out of supplies. However, shipments of condoms, vaginal tablets and Lo-Femenal recently arrived in El Paso, and were immediately distributed to two of the Regional Centers, which will in turn distribute them to affiliates.

The situation is different for the TCu-380As. No shipment was programmed and there are no up-to-date data on stocks of TCu-380As at the affiliates. Notwithstanding this lack of data, it is not expected that there will be stock-outs of TCu-380As.

In analyzing this situation, it is important to emphasize that physical inventories should be performed in all the affiliates as of December 31, 1992. This will result in a baseline of the supply situation in the system, which in turn will enable distribution planning. There have been conversations with MEXFAM on the possibility of transferring TCu-380As that FEMAP may need, because their total needs for TCu-380As do not exceed 6,000 pieces. MEXFAM has available supplies which will expire between October of 1993 and April of 1994; preferably, those TCu-380As with the earlier expiration date will be transferred.

The most feasible arrangement would be that MEXFAM transfer the amounts needed to those affiliates nearest to each Logistic Center. However, there is no information on available stocks and real consumption levels for each affiliate. The decision on whether or not MEXFAM will supply the entire system is pending the physical inventories, and will depend on the proximity of the Logistic Centers that have oversupplies to those FEMAP affiliates which are stocked-out.

For now, a transfer of 600 TCu-380As has been planned to cover the needs of the local program in Monterrey, and the shipments mentioned in Annex B are planned. Transfers which MEXFAM could make to other affiliates are still pending the outcomes of the December inventories.

B. COLLABORATION WITH OTHER INSTITUTIONS

In the past, FEMAP had serious supply problems. This was due to the import and customs regulations discussed above. Because FEMAP did not have sufficient funds in their budget to pay customs duties, contraceptives could not be cleared through customs in time to supply affiliates.

During 1991 and the first six months of 1992 (for which reports have so far been provided) some affiliates used other supply sources in order not to interrupt the service delivery levels they had attained.

The main source of contraceptives was SSA, and in some isolated situations, FPIA and Pathfinder directly supplied those affiliates with which they were working under specific projects. Likewise, there have been transfers between affiliates that are in close geographic proximity.

While this level of collaboration between the institutions clearly benefits users, it is important that affiliates keep the central level in Ciudad Juarez informed about the amounts of supplies received from other sources and from other affiliates, to enable system-wide tracking and planning of contraceptives. Also, it is useful to know the percentage of contraceptives supplied by each source; these data enable planning of shipments based on the total availability of contraceptives in the system. For these reasons, the importance of continuing to collect these data has been emphasized.

C. COMPARISONS OF NEW AND CONTINUING USERS WITH REPORTED DISTRIBUTION

The following table is based on reported users from 23 affiliates, from January to December 1991. It includes only users reached through community based distribution (CBD) and through some doctors' offices.

METHOD	USERS	UNITS DISTRIBUTED	AVERAGE PER USER
LO-FEMENAL	199,189	981,489	4.9 cycles
CONDOMS	90,112	5,564,119	27.9 units
TCu-380A	3,932	3,346	0.85 units
VAGINAL FOAMING TABLETS	15,092	417,685	27.7 units

From the above data, we can see that (1) there is a low level of protection for Lo-Femenal users, (2) more new IUD users are reported than the number distributed, and (3) the users of vaginal foaming tablets and condoms received enough contraceptives to provide 2.5 months of protection, assuming that there is continual use (CYP conversion factor: 150 units).

On the other hand, the principal means used by affiliates for delivering services is through Community Based Distribution, so that condoms and pills provide the majority of couple years of protection (CYPs).

Comparing 1990, 1991 and the estimates for 1992, we can see that method mix has not changed significantly.

This suggests that the institution should more closely follow users who enter the system, to guarantee greater continuity of method use.

A letter from FEMAP is provided in Annex D, which explains differences between reported consumption levels and the number of users reported, and which justifies the apparently low levels of protection achieved.

D. PREPARATION OF CPTs FOR 1993-1995

For all methods, consumption is based on central level data. These include stocks reported by affiliates at the central level, and the quantities distributed to each component (supervisor, social worker, etc.).

These CPTs are considered provisional, pending the results of the physical inventories discussed above and the data for consumption levels for the period July-December 1992. A revision of these tables is planned for April 1993.

**ANNEX A:
LIST OF PERSONS CONTACTED**

1. A.I.D./MEXICO

Ms. Bonnie Osegueda, Program Officer

2. MEXFAM

Central Office, Mexico, D.F.:

Mr. Alfonso López Juárez, General Director

Mr. Roberto Ramirez, Internal Auditor

Ms. Teresa Bolaños, Store Administrator

3. FEMAP, CIUDAD JUAREZ

Mr. Jesús Servin, Program Director

Ms. Gloria Rodriguez, Program Assistant

Ms. Patricia Juárez, Program Assistant

**ANNEX B:
SHIPMENTS PROPOSED FOR 1993**

**ANNEX D:
LETTER FROM FEMAP**

FEMAP

Mexican Federation of Private Associations of Health and Community Development, A.C.

Ciudad Juarez, Chihuahua, January 19, 1993.

Bonnie del Prado de Osegueda
Program Coordinator
A.I.D./MEXICO
US Embassy
Paseo de la Reforma #305
Col. Cuauhtémoc
Mexico, D.F. 06500

Dear Bonnie:

In reference to the trip report by Nora Quesada, Paul Schenkel and Anne Staunton, I would like to make the following comments.

FEMAP currently has 45 affiliates providing services in 95 cities in Mexico, not 55 as is mentioned in the report.

In respect to inter-institutional collaboration, this has been practiced for a long time and, despite our insistence that our affiliates report transactions including loans and exchanges, these reports do not always come to FEMAP. This is because in the majority of cases, loans and exchanges are made under local agreements.

This is reflected in Table "C" in which an average consumption levels of oral contraceptives by users is calculated, taking into account only contraceptives provided by Central FEMAP and some, but not all, loans from other institutions. We have provided new instructions to our affiliates so that they can comply with this requirement. We hope this will happen.

With respect to the same table, which calculates average consumption levels by user by method, for condoms, the average use was 61.7 units, not 27.9 units as is indicated in the Table.

In respect to IUD's, as indicated to Nora Quesada, not all insertions are performed in our offices. Some are referred to other institutions, and the insertion is verified by the program's coordinators and social workers.

Lastly, I would like to mention that we have overcome the customs obstacles, and now we could supply the Regional Distribution Centers and each of the affiliate programs at the same time.

Thank you for your attention.

Sincerely,

LIC. JESUS SERVIN
PROGRAM DIRECTOR

01/22/93

13:14

Proposed Shipping Schedule for Mexico
Based on 1993 CPT's

Source: AID

Product	Approx. Ship Date	Receipt Date	Quantity
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Federacion Mexicana de Asoc. Privadas

52mm Non Colored Panther	03/16/93	05/15/93	2,700,000
52mm Non Colored Panther	08/16/93	10/15/93	2,832,000
52mm Non Colored Panther	03/16/94	05/15/94	2,700,000
52mm Non Colored Panther	08/16/94	10/15/94	3,000,000
Conceptrol Foaming Tablet	03/16/93	05/15/93	100,800
Conceptrol Foaming Tablet	08/16/93	10/15/93	110,400
Conceptrol Foaming Tablet	03/16/94	05/15/94	192,000
Conceptrol Foaming Tablet	08/16/94	10/15/94	168,000
Copper T, 380	03/16/93	05/15/93	2,600
Copper T, 380	08/16/93	10/15/93	2,400
Copper T, 380	03/16/94	05/15/94	2,000
Copper T, 380	08/16/94	10/15/94	2,000
Lo-Femenal, Blue Lady	03/16/93	05/15/93	300,000
Lo-Femenal, Blue Lady	08/16/93	10/15/93	277,200
Lo-Femenal, Blue Lady	03/16/94	05/15/94	500,400
Lo-Femenal, Blue Lady	08/16/94	10/15/94	586,800

**ANNEX C:
CONTRACEPTIVE PROCUREMENT TABLES, 1993-1995**

Country: Mexico Date: 02/09/93
 Recipient: Federacion Mexicana de Asoc. Privadas
 Product: 52mm Non Colored Panther Time: 10:23
 Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92
 Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate (1,000's)

	CY1991 Actual	CY1992 Actual	CY1993 Est	CY1994 Est	CY1995 Est
1. Beginning Stock	3,745.4	2,723.3	2,915.3	2,847.3	2,847.3
2. Estimated Consumption					
(a) Use/Sales/ Distribution	5,564.1	5,400.0	5,600.0	5,700.0	5,700.0
(b) Transfer/Loss/ Disposal	-1,104.0	-798.0			
3. New Supply					
(a) AID Shipments Received	2,628.0	4,674.0		NA	NA
(b) Future AID Shipments	NA				NA
(c) Shipments from Other Sources	810.0	120.0			NA
4. End of Yr Stock	2,723.3	2,915.3	-2,684.7	-2,852.7	NA
5. Desired End of Year Stock	NA	NA	2,850.0	2,850.0	NA
6. Net Situation					
(a) Quantity Needed	NA	NA	5,532.0	5,700.0	NA
(b) Surplus	NA	NA			NA
7. Amount to Schedule	NA	NA	5,532.0	5,700.0	NA

1993 Minimum stock (months): 3 Maximum stock (months): 6
 1994 Minimum stock (months): 3 Maximum stock (months): 6

Lead time (months): 2

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Country: Mexico Date: 02/09/93
Recipient: Federacion Mexicana de Asooc. Privadas
Product: 52mm Non Colored Panther Time: 10:23
Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92
Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE (2,310,000 UNITS) AND 26 AFFILIATES (1,435,461 UNITS). THIS REPRESENTS ONLY SULTAN AS PANTHER WAS AVAILABLE FOR THIS RECIPIENT ONLY AS OF 10/91. FEMAP DID NOT SEPARATE CONSUMPTION OF BOTH BRANDS.

2a. ESTIMATED USE

Year: 1991

TOTAL DISTRIBUTION REPORTED BY AFFILIATES, AS BEING ISSUED FROM CENTRAL WAREHOUSE. THIS REPRESENTS 34.3% OF THE TOTAL DISTRIBUTION REPORTED IN 1991.

2a. ESTIMATED USE

Year: 1992

TOTAL DISTRIBUTION REPORTED FROM JAN-JUN/92: 2,678,893 UNITS. A PROJECTION HAS BEEN DONE BASED ON THIS FIGURE. CONSUMPTION DATA IS NOT REPORTED TO CENTRAL OFFICE IN CD. JUAREZ, AND FIGURES ARE PROVISIONAL UNTIL PHYSICAL INVENTORIES ARE CONDUCTED AT ALL LEVELS AS OF 1~/32.

2a. ESTIMATED USE

Year: 1993

AN 3.7% INCREASE HAS BEEN ESTIMATED, BASED ON TOTAL DISTRIBUTION REPORTED IN 1992. THIS FIGURE IS PROVISIONAL UNTIL PHYSICAL INVENTORY FIGURES ARE AVAILABLE AND TOTAL CONSUMPTION IS ESTIMATED FROM THESE FIGURES.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1994.

Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: 52mm Non Colored Panther

Time: 10:23

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

2b. ESTIMATED LOSS

Year: 1991

AFFILIATES REPORTED THIS QUANTITY AS BEING RECEIVED FROM THE DGPF-SSA DURING 1991.

2b. ESTIMATED LOSS

Year: 1992

AFFILIATES REPORTED THIS QUANTITY AS BEING RECEIVED FROM THE DGPF-SSA DURING JAN-JUN/92.

3c. SHIPMENTS FROM OTHER SOURCES

Year: 1991

AFFILIATES REPORTED THAT THEY RECEIVED 660,000 UNITS DIRECTLY FROM FPIA, AND 150,000 FROM PATHFINDER. EXACT DATES WERE NOT MENTIONED.

3c. SHIPMENTS FROM OTHER SOURCES

Year: 1992

AFFILIATES REPORTED THIS QUANTITY AS BEING RECEIVED FROM OTHER SOURCES BETWEEN JAN-JUN/92. SOURCE WAS NOT SPECIFIED.

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16

Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Time: 10:23

Product: 52mm Non Colored Panther

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Known AID Shipments

NewVern ID	PO	Bill of Lading	Approximate Date Shipped	Quantity Shipped	Date Received	Quantity Received
3938/1	MWHS-0540	AMX	10/03/91	2,628,000	10/03/91	2,628,000
4745/1	MWHS-0880	AMX	07/21/92	2,622,000	07/23/92	2,622,000
3473/1	MWHS-0863	AMX	07/21/92	2,052,000	07/23/92	2,052,000

Total known AID shipments : 7,302,000.0

NB Any shipment with a BL number of NEW is a shipment entered in the field that CPSD does not know about.

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Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: 52mm Non Colored Panther

Time: 10:23

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
AID Shipping Schedule

Source	Quantity Desired	Approx. Ship Date	Date Needed
CPSD	2,700.0	03/16/93	05/15/93
CPSD	2,832.0	08/16/93	10/15/93
CPSD	2,700.0	03/16/94	05/15/94
CPSD	3,000.0	08/16/94	10/15/94

Total to order: 11,232,000

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18

Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: 52mm Non Colored Panther

Time: 10:25

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Shipments from Other Sources

Source	Quantity Received/ Desired	Date Received/ Desired
FPIA	660.0	03/15/91
PATH	150.0	03/15/91
UNKN	120.0	03/30/92

Total non AID shipments: 930,000

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19

Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: Copper T, 380

Time: 10:25

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate (1,000's)

	CY1991 Actual	CY1992 Actual	CY1993 Est	CY1994 Est	CY1995 Est
1. Beginning Stock	4.5	4.5	0.9	2.1	2.1
2. Estimated Consumption					
(a) Use/Sales/ Distribution	3.4	3.6	3.8	4.0	4.0
(b) Transfer/Loss/ Disposal					
3. New Supply					
(a) AID Shipments Received	2.0			NA	NA
(b) Future AID Shipments	NA				NA
(c) Shipments from Other Sources	1.4				NA
4. End of Yr Stock	4.5	0.9	-2.9	-1.9	NA
5. Desired End of Year Stock	NA	NA	2.0	2.0	NA
6. Net Situation					
(a) Quantity Needed	NA	NA	5.0	4.0	NA
(b) Surplus	NA	NA			NA
7. Amount to Schedule	NA	NA	5.0	4.0	NA

1993 Minimum stock (months): 3 Maximum stock (months): 6

1994 Minimum stock (months): 3 Maximum stock (months): 6

Lead time (months): 2



Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: Copper T, 380

Time: 10:25

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE (1,600) AND 26 AFFILIATES (2,910)

2a. ESTIMATED USE

Year: 1991

TOTAL NUMBER OF INSERTIONS REPORTED BY PHYSICIANS. THIS IS A MORE RELIABLE FIGURE, AS IUDs ARE INSERTED AT CLINICS ONLY.

2a. ESTIMATED USE

Year: 1992

TOTAL INSERTIONS REPORTED FROM JAN-JUN/92: 1,795 UNITS. A PROJECTION HAS BEEN DONE FOR THE REMAINING 6 MONTHS, BASED ON THIS FIGURE.

2a. ESTIMATED USE

Year: 1993

A 5% INCREASE HAS BEEN ESTIMATED, BASED ON PREVIOUS PERFORMANCE. THE CONSUMPTION OF THIS METHOD HAS BEEN LOW, BUT STABLE. HIGH INCREASE IN THE CONSUMPTION FOR THIS PRODUCT IS NOT EXPECTED.

2a. ESTIMATED USE

Year: 1994

SAME AS 1993.

2a. ESTIMATED USE

Year: 1995

SAME AS 1993.

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Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: Copper T, 380

Time: 10:25

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

3c. SHIPMENTS FROM OTHER SOURCES

Year: 1991

TOTAL QUANTITY RECEIVED FROM FPIA, ACCORDING TO REPORTS FROM
AFFILIATES.

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Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: Copper T, 380

Time: 10:25

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Known AID Shipments

NewVern ID	PO	Bill of Lading	Approximate Date Shipped	Quantity Shipped	Date Received	Quantity Received
3940/1	QA344	UPS	07/23/91	1,000	09/13/91	1,000
3923/1	QA375	ROADWAY	08/29/91	1,000	09/18/91	1,000

Total known AID shipments : 2,000.0

NB Any shipment with a BL number of NEW is a shipment entered in the field that CPSD does not know about.

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Country: Mexico
Recipient: Federacion Mexicana de Asoc. Privadas
Product: Copper T, 380
Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC
Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Date: 02/09/93

Time: 10:25

Prepared on: 11/24/92

Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
AID Shipping Schedule

Source	Quantity Desired	Approx. Ship Date	Date Needed
CPSD	2.6	03/16/93	05/15/93
CPSD	2.4	08/16/93	10/15/93
CPSD	2.0	03/16/94	05/15/94
CPSD	2.0	08/16/94	10/15/94

Total to order: 9,000

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24

Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: Copper T, 380

Time: 10:25

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Shipments from Other Sources

Source	Quantity Received/ Desired	Date Received/ Desired
FPIA	1.4	03/15/91

Total non AID shipments: 1,400

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25

Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asoc. Privadas

Product: Lo-Femenal, Blue Lady

Time: 10:26

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate (1,000's)

	CY1991 Actual	CY1992 Actual	CY1993 Est	CY1994 Est	CY1995 Est
1. Beginning Stock	1,780.4	1,013.2	1,000.0	542.7	543.7
2. Estimated Consumption					
(a) Use/Sales/ Distribution	981.4	900.0	1,034.5	1,086.2	1,086.2
(b) Transfer/Loss/ Disposal	-184.2	-117.6			
3. New Supply					
(a) AID Shipments Received		769.2		NA	NA
(b) Future AID Shipments	NA				NA
(c) Shipments from Other Sources	30.0				NA
4. End of Yr Stock	1,013.2	1,000.0	-34.5	-543.5	NA
5. Desired End of Year Stock	NA	NA	543.1	543.1	NA
6. Net Situation					
(a) Quantity Needed	NA	NA	577.2	1,087.2	NA
(b) Surplus	NA	NA			NA
7. Amount to Schedule	NA	NA	577.2	1,087.2	NA

1993 Minimum stock (months): 3 Maximum stock (months): 6
 1994 Minimum stock (months): 3 Maximum stock (months): 6

Lead time (months): 2

26

Country: Mexico Date: 02/09/93
Recipient: Federacion Mexicana de Asooc. Privadas
Product: Lo-Femenal, Blue Lady Time: 10:26
Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92
Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE (1,620,000 CYCLES) AND 26
AFFILIATES (160,472 CYCLES).

2a. ESTIMATED USE Year: 1991

DISTRIBUTION REPORTED BY EACH AFFILIATE, BASED ON ISSUES FROM
CENTRAL WAREHOUSE. CONSUMPTION DATA IS AVAILABLE. CPT IS PROVISIONAL
UNTIL PHYSICAL INVENTORIES ARE CONDUCTED AT ALL LEVELS ON 12/31/92.

2a. ESTIMATED USE Year: 1992

TOTAL DISTRIBUTION REPORTED JAN-JUN/92: 435,993 CYCLES. A PROJECTION
HAS BEEN DONE FOR THE REMAINING 6 MONTHS, BASED ON THIS FIGURE.
FIGURES ARE PROVISIONAL.

2a. ESTIMATED USE Year: 1993

PROJECTIONS DONE FOR 1992-1994 HAVE BEEN USED FOR 1993-1995, DUE TO
THE LACK OF REAL CONSUMPTION FIGURES, AND BASED ON DISTRIBUTION
REPORTED BETWEEN JAN-JUNE/92. FIGURES ARE PROVISIONAL AND WILL BE
REVIEWED ONCE PHYSICAL INVENTORY FIGURES ARE AVAILABLE.

2a. ESTIMATED USE Year: 1994

SAME AS 1993.

2a. ESTIMATED USE Year: 1995

SAME AS 1993.

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Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: Lo-Femenal, Blue Lady

Time: 10:26

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

2b. ESTIMATED LOSS

Year: 1991

AFFILIATES REPORTED A TOTAL OF 184,200 CYCLES AS BEING RECEIVED FROM THE DGPF-SSA (MOH) DURING 1991. THIS QUANTITY HAS BEEN ADDED TO THE PIPELINE. THIS REPRESENTS 18.7% OF TOTAL DISTRIBUTION REPORTED DURING 1991.

2b. ESTIMATED LOSS

Year: 1992

AFFILIATES REPORTED THIS QUANTITY AS BEING RECEIVED FROM DGPF-SSA FROM JAN-JUN/92.

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Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: Lo-Femenal, Blue Lady

Time: 10:26

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Known AID Shipments

NewVern ID	PO	Bill of Lading	Approximate Date Shipped	Quantity Shipped	Date Received	Quantity Received
4743/1	MWHS-0896	AMX	08/10/92	769,200	08/15/92	769,200

Total known AID shipments : 769,200.0

NB Any shipment with a BL number of NEW is a shipment entered in the field that CPSD does not know about.

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Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asoc. Privadas

Product: Lo-Femenal, Blue Lady

Time: 10:26

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
AID Shipping Schedule

Source	Quantity Desired	Approx. Ship Date	Date Needed
CPSD	300.0	03/16/93	05/15/93
CPSD	277.2	08/16/93	10/15/93
CPSD	500.4	03/16/94	05/15/94
CPSD	586.8	08/16/94	10/15/94

Total to order: 1,664,400

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Country: Mexico Date: 02/09/93
 Recipient: Federacion Mexicana de Asoc. Privadas
 Product: Lo-Femenal, Blue Lady Time: 10:26
 Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92
 Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
 Shipments from Other Sources

Source	Quantity Received/ Desired	Date Received/ Desired
PATH	30.0	02/15/91

Total non AID shipments: 30,000

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Country: Mexico Date: 02/09/93
 Recipient: Federacion Mexicana de Asoc. Privadas
 Product: Conceptrol Foaming Tablet Time: 10:26
 Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92
 Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate (1,000's)

	CY1991 Actual	CY1992 Actual	CY1993 Est	CY1994 Est	CY1995 Est
1. Beginning Stock	346.2	389.4	327.0	178.2	178.2
2. Estimated Consumption					
(a) Use/Sales/ Distribution	417.6	360.0	360.0	360.0	360.0
(b) Transfer/Loss/ Disposal		19.2			
3. New Supply					
(a) AID Shipments Received	268.8	230.4		NA	NA
(b) Future AID Shipments	NA				NA
(c) Shipments from Other Sources	192.0	86.4			NA
4. End of Yr Stock	389.4	327.0	-33.0	-181.8	NA
5. Desired End of Year Stock	NA	NA	180.0	180.0	NA
6. Net Situation					
(a) Quantity Needed	NA	NA	211.2	360.0	NA
(b) Surplus	NA	NA			NA
7. Amount to Schedule	NA	NA	211.2	360.0	NA

1993 Minimum stock (months): 3 Maximum stock (months): 6
 1994 Minimum stock (months): 3 Maximum stock (months): 6

Lead time (months): 2

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Country: Mexico Date: 02/09/93
Recipient: Federacion Mexicana de Asooc. Privadas
Product: Conzeptrol Foaming Tablet Time: 10:27
Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92
Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1991

BALANCE ON HAND AT CENTRAL WAREHOUSE (139,200 UNITS) AND AT CENTRAL WAREHOUSE OF 26 AFFILIATES (207,086).

2a. ESTIMATED USE

Year: 1991

TOTAL DISTRIBUTION REPORTED BY CENTRAL OFFICE OF 26 AFFILIATES. CONSUMPTION FIGURES ARE NOT COLLECTED AT AFFILIATES. THIS FIGURE IS PROVISIONAL UNTIL PHYSICAL INVENTORY FIGURES ARE ALL LEVELS ARE AVAILABLE AS OF 12/31/92.

2a. ESTIMATED USE

Year: 1992

TOTAL DISTRIBUTION REPORTED JAN-JUN/92: 181,320 UNITS. A PROJECTION HAS BEEN DONE BASED ON THIS FIGURE. HOWEVER, FIGURES ARE PROVISIONAL UNTIL PHYSICAL INVENTORY FIGURES ARE AVAILABLE AS OF 12/31/92.

2a. ESTIMATED USE

Year: 1993

SAME AS 1992.

2a. ESTIMATED USE

Year: 1994

SAME AS 1992

2a. ESTIMATED USE

Year: 1995

SAME AS 1992.

Country: Mexico
Recipient: Federacion Mexicana de Asooc. Privadas
Product: Conceptrol Foaming Tablet
Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC
Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Date: 02/09/93

Time: 10:27

Prepared on: 11/24/92

Modified on: 11/24/92

2b. ESTIMATED LOSS

Year: 1992

TOTAL QUANTITIES REPORTED EXPIRED BY AFFILIATES.

3c. SHIPMENTS FROM OTHER SOURCES

Year: 1992

TOTAL SHIPMENTS REPORTED BY AFFILIATES AS BEING RECEIVED FROM FPIA.
APPARENTLY, SHIPMENTS WERE RECEIVED TWO YEARS AGO IN BROWNSVILLE, BUT
ONLY IN FEB/92 THEY WERE ADDED TO STOCKS.

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Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asooc. Privadas

Product: Conceptrol Foaming Tablet

Time: 10:27

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Known AID Shipments

NewVern ID	PO	Bill of Lading	Approximate Date Shipped	Quantity Shipped	Date Received	Quantity Received
3922/1	QA337	ROADWAY	08/29/91	134,400	09/13/91	134,400
3939/1	QA504	ROADWAY	09/24/91	134,400	10/03/91	134,400
4744/1	MWHS-0879	AMX	07/21/92	230,400	07/23/92	230,400

Total known AID shipments : 499,200.0

NB Any shipment with a BL number of NEW is a shipment entered in the field that CPSD does not know about.

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Country: Mexico
 Recipient: Federacion Mexicana de Asooc. Privadas
 Product: Conceptrol Foaming Tablet
 Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC
 Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC
 Date: 02/09/93
 Time: 10:27
 Prepared on: 11/24/92
 Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
 AID Shipping Schedule

Source	Quantity Desired	Approx. Ship Date	Date Needed
CPSD	100.8	03/16/93	05/15/93
CPSD	110.4	08/16/93	10/15/93
CPSD	192.0	03/16/94	05/15/94
CPSD	168.0	08/16/94	10/15/94

Total to order: 571,200

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Country: Mexico

Date: 02/09/93

Recipient: Federacion Mexicana de Asoc. Privadas

Product: Conceptrol Foaming Tablet

Time: 10:27

Prepared by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Prepared on: 11/24/92

Modified by: Quesada-FPLM/Schenkel-CPSD/Staunton-PopC

Modified on: 11/24/92

CY1993 Contraceptive Requirements Estimate
Shipments from Other Sources

Source	Quantity Received/ Desired	Date Received/ Desired
FPIA	192.0	06/01/91
FPIA	86.4	03/15/92

Total non AID shipments: 278,400

37'