

PD-NIP-275

Submitted to:

AID/Office of Population
Family Planning Services Division
Rosslyn, Virginia

TRIP REPORT

JAMAICA

September 26 - October 7, 1992

Prepared by:

**Tennyson (Don) Levy
SOMARC/The Futures Group
One Thomas Circle, NW, 6th Floor
Washington, DC 20005**

Under Contract No: AID/DPE-3051-Z-00-8043-00

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I. BACKGROUND AND PURPOSE OF TRIP

In July, during a technical assistance visit to Jamaica, the framework for the management of condom logistics, procurement, distribution and promotion was discussed with the National STD/AIDS Prevention Program, the NFPB, USAID, Kingston and AIDSCAP. A draft plan was finalized and presented in August and comments were then received from Dr. Figueroa. FUTURES/SOMARC returned to Jamaica during the period September 26 to October 7, 1992 to supervise the implementation of the condom distribution and promotional activities, and to finalize condom logistics and procurement activities with the NFPB. The specific scope of work was as follows:

Coordinate with the NFPB, the distribution of condoms to all STD clinics and NGOs involved with STD/AIDS prevention activities;

Finalize a condom storage and distribution system in parish capitals to serve organizations outside of the capital area;

Finalize with Grace Kennedy, strategies to improve the sales and distribution of Panther condoms;

Collaborate with private sector condom importers to improve and expand condom access;

Supervise the development and implementation of a communication campaign for Panther condoms which will complement the national condom promotion campaign; and

Develop and implement promotional activities to enhance the distribution and sales of Panther condoms.

In executing the scope of work, FUTURES/SOMARC worked closely with the Epidemiology Unit of the Ministry of Health, the NFPB, ACOSTRAD, USAID, AIDSCAP, and representatives of various private sector organizations. (See Appendix A, Persons Contacted).

is it
help private
sector?

II. ACCOMPLISHMENTS

A. Expanding Condom Access in the Public Sector

1. Condom Distribution

The National Family Planning Board will immediately commence the direct supply of condoms to thirteen STD clinics islandwide.

Condom requirements for each clinic were confirmed with each clinic, specific delivery orders for each clinic were then executed by FUTURES, signed by Dr. Braithwaite, and passed to the NFPB.

The supplies requested constituted an opening stock of condoms, and a system was established for each clinic to reorder supplies on an as needed basis. The condom stocks will be consigned to a senior contact investigator in each clinic, who will be responsible for inventory controls, ordering and reporting.

Details of the orders placed for each clinic are as follows.

<u>CLINIC</u>	<u>VOLUME</u> (000s)	<u>CONTACT INVESTIGATOR</u>
Comprehensive Clinic	24	P. Gordon
Spanish Town	18	R. Isaacs
Morant Bay	12	P. Francis
Annotto Bay	6	P. Haywood
Pt. Antonio	18	W. Brown
St. Anns Bay	24	S. McLaughlin
Montego Bay	30	L. Hamilton
Santa Cruz	12	J. Taylor
Savanna-la-Mar	12	P. Hill-Beckford
Falmouth	12	C. Stupart
May Pen	18	M. Ricketts

Lucea	12	S. Miller
Mandeville	12	E. Watson
Grand Total	192	

means?

X ?

The NFPB is currently testing a "top-up" delivery system for contraceptive deliveries in Kingston and St. Andrew, Clarendon and St. Ann, and if successful, will expand this system islandwide. At such time, STD clinics will be supplied on the same "top-up" cycle as the family planning clinics.

An incentive plan for the service providers attached to each clinic is to be implemented. The clinic staff would be rewarded for achieving targets set for volume of condoms distributed (prorated by population in the clinic catchment area) record keeping and reporting and number of new condom users generated. The specific details are to be developed by Mr. Onroy Thomas, and implementation targeted for early '93.

*new
users*

At the STD workshop in May Pen on Friday October 2, 1992, all contact investigators, including those who will be responsible for condom logistics, were trained by FUTURES on the clinic ordering system, inventory control, condom use reporting, and condom storage. The forms to be utilized, developed by the NFPB and the Health Information Unit, were explained to the workshop participants.

There is also a need to decentralize condom distribution, in order to improve access to condoms by NGOs and other institutions operating outside of the capital area. The first choice was to approach the Jamaica Police Constabulary for their assistance.

Unfortunately, there has not yet been a response from the Commissioner of Police for assistance in providing condom storage facilities at selected police stations. In the interim, institutions like the Jamaica AIDS Society (JAS), Red Cross, and the Drug Abuse program, will be invited to access condoms directly from the NFPB warehouse in Kingston.

2. Condom Supplies and Logistics

Condom supplies and logistics for the public sector were discussed in a meeting between the EPI

Unit, NFPB, Jack Greaves, CDC logistics consultant, and FUTURES. Mr. Greaves advised that condom supplies donated by USAID, have been projected through 1996, and are reflected in the table below. Because there will be an annual 20% reduction in supply from AID, it was agreed that the STD/AIDS Prevention Program would assist the NFPB to fill the gap in condom requirements to serve both AIDS/STD and family planning needs. In this regard, it is anticipated that an additional 1.5 million condoms would be required by the third quarter of '93, and that the APP would approach other donors to supply this demand.

It was further agreed that additional logistics costs to be incurred by the NFPB in distributing condoms to STD clinics would be met by the AEP, and the NFPB was to provide a detailed break down of such costs.

Projected Condom Supplies to the NFPB

<u>Year Beginning</u>	<u>Public Sector</u>	<u>Social Marketing</u>	
	(000s)	(000s)	
January 1992	2,070	1,146	
January 1993	4,782	2,376	
January 1994	4,326	1,500	
January 1995	4,548	-----	} levels ?
January 1996	4,566	-----	

The private sector manager(s) of the social marketing program will assume responsibility for condom supplies as of 1995.

Based on current condom consumption levels, and anticipated increased demand as a result of the condom promotion campaign, the projections for USAID supply, supplemented with approximately 1.5 million condoms per year from other donors, should meet all public sector needs through 1996.

3. Service Provider Training

The immediate training objective, is to improve the skills of service providers in STD and Family Planning clinics to counsel and motivate their clients to use condoms frequently, consistently and correctly. AIDSCAP is developing a service provider training module and training of trainers (TOT) program, to train approximately seven senior contact investigators as well as NFPB trainers. The EPI Unit will then establish a schedule of training for all service providers in STD clinics and selected NGOs, to be conducted during the first six months of '93. The NFPB will incorporate "condom skills and use motivation" into the existing training portfolio for family planning service providers.

B. Expanding Condom Social Marketing

Attempts at convincing Desnoes & Geddes to distribute PANTHER condoms have not succeeded because D&G management is apparently not comfortable with "mixing" beer and condoms. Nevertheless, FUTURES has been successful in getting Wysinco, distributors of Carib Shandy, to distribute PANTHER to bars, night clubs, and other entertainment venues, as well as small shops, islandwide. An agreement to this effect has been reached between the NFPB and Wysinco, with the result that a first order of 43,200 condoms has been taken and distributed by Wysinco. It is anticipated that Wysinco would increase PANTHER distribution by approximately 300 thousand condoms over a 12-month period.

The following table reflects distribution of PANTHER condoms.

PERIOD	<u>1991</u>	<u>1992</u>
	(000s)	(000s)
January	154.7	306.7
February	126.1	112.2
March	203.8	122.6
April	197.2	98.2
May	136.5	118.9
June	164.7	135.2

July	110.6	206.4
August	209.6	193.2
September	127.0	143.9
October	160.6	-----
November	197.1	-----
December	<u>128.2</u>	-----
TOTAL	1,917.1	1,437.3

} results ?

C. Private Sector Distribution

As a follow up to the presentation made by the EPI Unit to the private sector condom distributors, prior to the launch of the advertising campaign, FUTURES has tried to determine if there has been any activities by these distributors to capitalize on the campaign now running. Specifically, how has distribution been increased, has there been an improvement in store displays of condoms, and will there be any supporting brand promotion by these distributors.

As of early October '92, three months after the launch of the national campaign, the private sector has not changed any of their condom marketing activities. It is therefore likely that any increase in condom consumption would be a direct result of the campaign, and not any additional efforts by the private sector.

D. Training Private Sector Personnel

Training in condom skills and condom use motivation for private sector personnel is also required. Training is specifically required for the sales force of Grace Kennedy, Wysinco, and other condom distributors, and the counter personnel in retail outlets, particularly pharmacies. Such training should be implemented during the first half of '93, utilizing the trainers from the public sector, but the required resources to provide this training are not yet identified. PATH, a sub-contractor on AIDSCAP, has the technical expertise to provide such training based on the involvement on the SOMARC II training activities. PATH is also providing technical assistance in the training of family

planning service providers under a separate AID project in Jamaica. It is recommended that resources be provided through AIDSCAP for PATH to conduct the training of private sector personnel.

E. Condom Promotion

A campaign has been developed with Dunlop Corbin Compton (DCC) to promote PANTHER condoms, using radio and print materials. The campaign will utilize the same strategy and theme "keep on keeping it on", as the national campaign. Production of the materials will be completed in November, and the radio spots should commence during the week of December 14, 1992 and run, in flights, through to October '93.

DCC has also been commissioned to develop two posters which will be offered to other condom distributors for use in promoting their brands. This would be a cooperative promotion, where the design and production costs of the posters would be provided by the project, and the print costs assumed by each participating condom distributor. FUTURES with assistance from DCC, will solicit the participation of private sector condom distributors.

FUTURES, at the request of Wysinco, planned to co-sponsor the annual musical concert promoted by Sting (a local production company), at the National Arena, December 26, and to include among its performers, the US based teenaged rap group "Kris-Kross". The promoters have now backed away from an association with condoms for fear it may adversely affect attendance.

Given a not dissimilar reaction from the management of Desnoes and Geddes, the National STD/AIDS Prevention Program must begin to effectively address the inhibitions of private sector decision makers in relation to condom issues specifically, and AIDS/STD activities in general.

F. Monitoring and Evaluation

The STD clinics will report, through the Family Planning clinics, monthly consumption of condoms, which will then be reflected in the statistics generated by the Health Information Unit. This system will allow for tracking separately, condom usage through both public sector service delivery points.

Institutions receiving condoms directly from the NFPB will have their usage reflected in the NFPB data. Since there may not be many such institutions, NFPB can, if required, disaggregate condom usage by institution, using the stock requisition forms maintained at the NFPB warehouse.

The social marketing program will continue to report monthly sales and distribution information, through the NFPB. The data will track the performance of Grace Kennedy and Wysinco separately.

The NFPB, through the USAID/Options project, is currently negotiating with STATIN to provide quarterly statistics on private sector importation of condoms, based on data generated by Customs.

SOMARC, through its technical assistance to the National STD/AIDS Prevention Program, will utilize rapid assessment small sample surveys to determine approximate measures of condom use (users, frequency, consistency, quantity, partners); condom access (where, how, and what cost); condom awareness, and condom skills.

Some of the above information may be augmented by focus group discussions. These surveys are scheduled in '93.

G. Program Resources

FUTURES, with funds provided by AID/RD/H/AIDS, and AIDSCAP, will provide technical assistance support and resources for in-country activities for the period August '92 to October '93. Projected in-country expenditures are as follows.

Marketing	\$10,000
Advertising and Promotion	\$55,000
Monitoring and Evaluation	\$25,000
Print Materials	<u>\$15,500</u>
TOTAL	\$105,500

In addition, resources are available to cover technical assistance and travel costs for the project period.

A letter contract has been executed between FHI/AIDSCAP and FUTURES to facilitate the commencement of in-country activities, with a sub-agreement for a total of approximately \$98 thousand expected to be finalized in December.

III. NEXT STEPS

Intercept

1. Based on the availability of transportation, the NFPB is to commence delivery of condoms to all STD clinics.
2. EPI Unit to inform NGOs participating in STD/AIDS prevention activities of the availability of condoms from the NFPB warehouse. NGOs will only be allowed condom supplies on presentation of a letter from EPI Unit.
3. NFPB and EPI Unit to agree on logistics cost to cover expansion of NFPB delivery services.
4. EPI Unit to canvas other international donors for approximately 1.5 million condoms needed by mid-1993.
5. EPI Unit and AIDSCAP to initiate TOT and training of STD clinic personnel.
6. Condom promotion campaign to be implemented by DCC.
7. Training of private sector personnel to be developed and resources identified.

Q.
who are they?

who pays?

NGOs?
dubito

parallel to existing campaigns?

APPENDIX A
PERSONS CONTACTED

APPENDIX A
PERSONS CONTACTED

USAID, KINGSTON

Mrs. Betsy Brown, Chief, HPN
Mrs. Grace-Ann Grey, Project Officer
Mr. Jack Greaves, Consultant, Logistics
Ms. Maureen Clyde, Country Manager, Options II
Ms. Betty Ravenholt, Consultant, Options II

MINISTRY OF HEALTH, EPIDEMIOLOGY UNIT

Dr. Peter Figueroa, PMO
Dr. Freddie Braithwaite, STD Advisor
Dr. Peter Weller, Project Officer
Ms. Catherine Little, Training Officer
Ms. Joyce Rhone, Counseling
Ms. Lovette Byfield, I.E.C
Ms. Audrey Wilson, NGO Co-ordinator
Mr. Onroy Thomas, Chief Contact Investigator
Mr. Paul Gordon, Senior Contact Investigator
Ms. Kristin Fox, Chief, Health Information

NATIONAL FAMILY PLANNING BOARD

Mrs. Beryl Chevannes, Executive Director
Mr. Lenox Dean, Deputy Director
Dr. Olivia McDonald, Medical Officer
Mrs. Janet Davis, Director, I.E.C
Mr. Eric Douglas, Marketing Manager, CSM
Mr. Augustus Davidson, NFPB Warehouse Manager

AIDSCAP

Ms. Catherine Brokenshire, Country Manager

Ms. Janet Hayman, Advertising Consultant

Ms. Primela Bartlett, Training Consultant

PRIVATE SECTOR

Mr. Rupert Gallimore, Sales Manager, Grace Kennedy

Mr. Deryck Penso, General Manager, Facey Commodity

Mr. Tony McGreggor, Sales Manager, Wyeth Pharmaceutials

Mrs. Maxine Wedderburn, Managing Director, Hope Enterprises

Mr. Lincoln Robinson, Communications Manager, ICWI Group

Mr. Bunny Levy, Managing Director, Bunny Levy & Assoc.

Mrs. Beryl Francis, Public Relations Consultant

Mr. William Mahfood, General Manager, Wysinco

Mrs. Stephanie McConnell, Sales Manager, Wysinco

Mr. Gregory McClure, Director Dunlop Corbin Compton

Ms. Joan Robb, Account Supervisor, DCC

APPENDIX B

Agenda, Residential Workshop for Contact Investigators and Clinical Personnel

Day 1 - October 1, 1992

CHECK-IN DAY

September, 30, 1992

- 2:00 - 6:00 p.m. - Check-In
&
Registration
- 6:00 - 8:00 p.m. - D I N N E R
- 8:00 - 9:00 p.m. - Ice Breaker
- Introduction and Outline
of Seminar -
O. Thomas
- 9:00 P.m. - B R E A K

- 8:30 - 9:00 a.m. - Registration Continues
- 9:00 - 10:00 a.m. - Opening Ceremony -
Dr. Robinson - Chairman
- 10:00 - 10:30 a.m. - B R E A K
- 10:30 - 10:45 a.m. - Outline of Day's
Activity -
V. Brown - Moderator
- 10:45 - 11:45 a.m. - HIV/AIDS/STD Epidemi-
ology National &
International -
Dr. J. P. Figueroa
- 11:45 - 12:30 p.m. - STD/HIV Epidemiology
Belize -
A Rep. Belize
- 12:30 - 12:00 p.m. - L U N C H
- 2:00 - 5:00 p.m. - National STD
Surveillance Programme
- Infectious Syphilis
- Genital Ulcer Diseases } **
- ** Role Play
Dr. A. Brathwaite
- 5:00 - 5:15 p.m. - B R E A K
- 5:15 - 5:45 p.m. - Paper Presentation
- 5:45 - 6:15 p.m. - Discussion/Questions
and Answers
- 6:15 - 7:00 p.m. - Small Group Assignments
O. Thomas
- 7:00 p.m. - D I N N E R

END OF DAY 1

Day 2 - October 2, 1992

- 8:30 - 8:45 a.m. - Review of Day 1 - L. Hamilton - Moderator
- 8:45 - 9:30 a.m. - Paper Presentation - } *Discussion Gordon Distribution*
- 9:30 - 10:30 a.m. - HIV/AIDS Care/Support - Dr. P. Weller
- 10:30 - 10:45 a.m. - Questions, Answers and Comments
- 10:45 - 11:00 a.m. - B R E A K
- 11:00 - 1:00 p.m. - Syphilis/HIV Care Management
 - a) 1/2 yr's Clinical Report - P. Gordon
 - b) 1/2 yr's Investigators' Report - O. Thomas
 - c) Interview Forms (DIA) - O. Thomas
 - d) Reports Forms/Contact Case Sheet - P. Gordon
 - e) Congenital Syphilis - Dr. A. Brathwaite
- 1:30 - 2:30 p.m. - L U N C H
- 2:30 - 3:15 p.m. - Drama (Role Play) - Ms. J. Black
- 3:15 - 5:00 p.m. - Group Assignment - Project Proposals
 - 1) Community Counsellors Project (S.E. & N.E. Parishes)
 - 2) Face to Face Intervention Project - STD Clinics (Southern Parishes)
 - 3) High Risk Group/Marginal Area Project (Cornwall Regional Parishes)
- 5:00 - 7:00 p.m. - Groups Presentation
- 7:30 - 8:30 p.m. - Video Presentation
- 8:30 p.m. - D I N N E R

END OF DAY 2

Day 3 - October 3, 1992

- 8:30 - 9:00 a.m. - Review of Day 2 -
R. McNichol - Moderator
- 9:00 - 10:00 a.m. - Review of Workshop
- Questions/Comments -
O. Thomas
- 10:00 - 10:30 a.m. - Evaluation
- 10:30 a.m. - CHECK OUT
LUNCH
DEPARTURE

OBJECTIVES

- 1) To provide update on STD/HIV.
- 2) To review National STD/HIV Surveillance Programme.
- 3) To review data collection analysis, study and research activities.
- 4) To provide update, and review Case Management Protocol.
- 5) To review Educational Counselling and Face-to-Face intervention strategies.
- 6) To provide update on Condom Promotion Programme, and review Case Management Protocol.
- 7) To identify Mini Face-to-Face Intervention Projects for groups at high risks, marginal areas and discuss funding through Epi Unit and NAC.
- 8) To explore for, and identify expertise within the group as future Resource Personnel.

APPENDIX C

Letter to Commissioner of Police



MINISTRY OF HEALTH

EPIDEMIOLOGY UNIT

30 - 34 HALF WAY TREE ROAD
KINGSTON 5

10 CALEDONIA AVE..
P.O. BOX 472
KINGSTON, JAMAICA.

ANY REPLY OR SUBSEQUENT REFERENCE
TO THIS COMMUNICATION SHOULD BE
ADDRESSED TO THE PERMANENT
SECRETARY AND THE FOLLOWING
REFERENCE QUOTED:-

No. _____

July 14 19 92

Mr. Roy Thompson
Commissioner of Police
Police Headquarters
Old Hope Road
KINGSTON 6

Dear Sir

Re: Assistance to the National STD/AIDS
Prevention Program

This is to confirm the discussions between yourself and Mr. Don Levy, Consultant to the Ministry of Health, Epidemiology Unit, regarding the possible assistance of the Police in meeting the objectives of the National HIV/STD Control Program.

As explained by Mr. Levy, a major educational program will be launched in August, with the intention of informing the public at large and targeted individuals in particular, about AIDS and other sexually transmitted diseases, and to motivate these groups of people to adapt the appropriate behaviour patterns that would minimize or eliminate the spread of HIV/AIDS and STD.

A major strategy in this educational program is to promote and encourage the use of condoms, and to make condoms more easily accessible, especially to health service providers in their outreach activities. It is in this regard that we are seeking the assistance of the police. Specifically, the objective is to decentralize the storage and distribution of condoms in order to better serve communities outside the Kingston corporate area. Although condoms are and will be available in all health clinics, these places are not open to public access on a 'round the clock' basis as are Police Stations. We are therefore seeking the assistance and collaboration of the police to store a quantity of condoms at one of the Stations in each parish except Kingston & St. Andrew. Specific organizations would then have access to these condoms on presentation of a letter or other appropriate means of identification. The condoms will be free of cost to all such organizations.

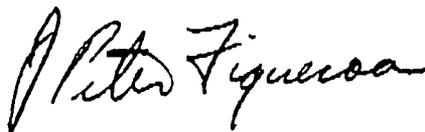
We would envisage delivering approximately one carton (containing 60 boxes of 100 condoms) per month to each station, and can increase that supply should the necessity arise. We would certainly encourage the officers based at that station to utilize those supplies as well.

Mr. Roy Thompson
Page 2
June 14, 1992

In addition to providing a needed service for the National HIV/STD Prevention Program, this could also be seen as an opportunity to strengthen the relationships between the police and the community.

We sincerely hope that you will find it possible to provide such assistance, and look forward to your reply.

Sincerely yours

A handwritten signature in cursive script that reads "J. Peter Figueroa". The signature is written in dark ink and is positioned above the typed name.

Dr. J. Peter Figueroa
PMO (EPIDEMIOLOGY)

APPENDIX D

Panther condoms sales: 1985 - 1992

JAMAICA CSM SALES: 1985 - 1992 7/15/92

PANTHER CONDONS

	1985	1986	1987	1988	1989	1990	1991	1992
JAN	131,040	66,240	121,680	133,128	228,816	216,504	154,728	297,504
FEB	177,688	220,176	111,456	138,960	310,392	108,576	126,072	112,176
MAR	116,208	92,592	141,840	122,248	229,464	214,056	203,760	122,616
APR	76,744	192,384	110,304	132,120	179,136	95,328	197,208	98,232
MAY	211,392	93,312	67,392	151,056	89,496	100,728	136,612	118,944
JUN	82,080	74,304	173,808	249,552	148,464	127,584	164,736	136,216
JUL	131,904	94,464	133,416	110,520	108,848	124,272	110,592	
AUG	126,424	234,432	118,612	152,496	167,328	103,824	209,692	
SEP	101,376	123,408	355,968	101,952	171,504	173,448	127,008	
OCT	52,848	141,840	109,872	97,660	139,968	151,488	160,632	
NOV	86,688	122,688	131,472	193,752	269,136	73,444	197,124	
DEC	89,568	89,568	93,600	157,104	96,768	303,264	129,888	
TOTALS	1,381,960	1,645,408	1,669,320	1,740,448	2,139,120	1,792,516	1,917,862	884,688

TOTAL PANTHER SALES, 1985 - June 1992: 13,071,312

PERLE ORALS

	1985	1986	1987	1988	1989	1990	1991	1992
JAN	38,628	45,216	49,896	66,888	66,816	66,016	44,460	53,640
FEB	52,932	38,664	31,116	39,444	37,764	31,788	40,860	33,372
MAR	28,368	28,872	33,192	56,700	40,644	46,360	30,852	41,208
APR	48,664	30,664	18,864	39,060	40,284	38,196	38,412	42,864
MAY	26,136	36,692	33,472	47,066	33,372	41,580	39,591	36,444
JUN	39,312	45,072	34,356	40,880	38,220	45,504	66,340	45,960
JUL	6,228	38,062	66,016	45,504	40,260	25,884	39,876	
AUG	62,364	37,404	44,316	23,796	34,812	64,440	68,520	
SEP	26,112	32,520	44,748	36,036	42,408	40,860	37,044	
OCT	36,628	43,740	45,180	31,428	38,448	40,212	55,656	
NOV	33,031	40,704	37,836	55,260	52,128	38,616	46,216	
DEC	26,136	34,740	24,272	33,732	50,256	67,216	49,392	
TOTALS	424,339	461,140	462,264	515,584	516,412	626,672	546,218	252,492

TOTAL PERLE SALES, 1985 - June 1992 3,693,121

211

APPENDIX E
Letter of Agreement with Wysinco

NATIONAL FAMILY PLANNING BOARD

5 SYLVAN AVENUE.
P.O. BOX 287.
KINGSTON 5, JAMAICA.

2nd October,19..

Ref. No.....

Mr. William Mahfood
Managing Director
WISYNCO Trading Limited
Twickenham Park
P.O. Box 378
Spanish Town

Dear Mr. Mahfood:

Re: Distribution of Panther Condoms

This is to confirm your discussions and agreement with Mr. Don Levy, Marketing Consultant to the National Family Planning Board, regarding the participation of your company as joint distributors for Panther condoms.

As discussed, the National Family Planning Board is seeking to expand distribution of Panther condoms into banks, hotels, night clubs, sport clubs, small shops and itinerant vendors islandwide. Because of the capabilities of WISYNCO, the National Family Planning Board has agreed to appoint your company to provide distribution sales and promotion services to the abovenamed outlets.

The National Family Planning Board agrees to sell Panther condoms to WISYNCO at J\$80 per gross, with the understanding that the eventual retail price to the consumer shall not exceed J\$3 per pack of three condoms. Kindly note that a price increase is presently being considered.

Delivery will be made to WISYNCO in a carton containing 10 gross condoms, made up of ~~30~~²⁰ dispenser boxes, each containing ~~48~~²⁴ packs of three condoms.

The National Family Planning Board further agrees to allow WISYNCO a credit period, not to exceed forty five (45) days, for the payment of goods, commencing with the date of receipt by WISYNCO of each order of Panther condoms.

WISYNCO agrees to submit an order to the National Family Planning Board for supplies of Panther, and on approval will collect each order from the National Family Planning Board's warehouse.

The National Family Planning Board will support the product through advertising and promotional activities in order to stimulate sales.

It is our understanding that WISYNCO will place an opening order for 30 cases (300 gross) Panther condoms, and we look forward to receiving that order in writing.

The National Family Planning Board is appreciative of the interest and collaboration of WISYNCO and looks forward to a mutually beneficial association.

Yours sincerely,

A handwritten signature in cursive script, appearing to read "B. Chevannes".

Beryl Chevannes (Mrs.)
EXECUTIVE DIRECTOR

APPENDIX F
Condom Baseline Data on Attitudes and Use

C O N D O M S

BARRIERS TO USE

Why people failed to use the condom with last sex partner?

TRUST	33%
(Feelings of trusting the partner prevented condom use)	
Use of Contraceptives	12%
Not like condom	10%
Condom unavailable	16%
Apathy	28%

#(COMMUNITY SURVEY 1992)

ACTUAL USE

Community Survey 1991 explored Actual Use in last sex act. Approximately 80% had had sex in the month before the questionnaire was fielded.

Persons who had two or more sex partners tended to use the condom more often, and more consistently.

CONDOM USE EVERYTIME:

	<u>1 Partner</u>	<u>2 Partners</u>	<u>3+ Partners</u>	<u>TOTAL</u>
1st Partner	27.7%	40.4%	37.5%	30.2%
2nd Partner	-	47.1%	46.5%	46.3%
3rd Partner	-	-	50.0%	50.0%
4th Partner	-	-	61.9%	61.9%
5th Partner	-	-	60.0%	60.0%

APPENDIX G
Panther Communication Materials

panther



GET IT ON



KEEP ON KEEPING IT ON



BLACK
TYPE
will be
bolder

PANTHA
PACKAGING
IN COLOUR

WHITE
BACKGROUND

COLOUR: CERISE

STICKER / DRIP MAT.

PANTHER RADIO COPY: 45 SECONDS

SFX: JINGLE MUSIC BED UNDER

MAN: Baby ... don't you think its time
we got really, really close...

GIRL: I want to, but...well,
what about, you know ... protection.

MAN: Listen, everything cool man,
I don't want anything to come between us.

SFX: (MUSIC STOPS ABRUPTLY)

GIRL: And I don't want....(Jingle cuts in)

JINGLE: Even though you know your lover,
Though you know there's no one else
Even though you're going to try forever-
You still should wear a condom
to protect yourself (music under)

ANNCR: PANTHER condoms

MAN: You serious about this, right.

GIRL: That's right, and you should be
serious about it too

ANNCR: PANTHER condoms,
safe ... strong ... protective
for people who take
no chances with life

JINGLE: You gotta keep it safe in all the love you give
'cause wearing a condom is the way to live

ANNCR: Play it safe.. wear PANTHER condoms .. always

JINGLE: Keep on keepin it on ...

PANTHER RADIO COPY: 30 SECONDS

JINGLE: You've got the love you've always wanted ...
(music under..)

ANNCR: And you want to keep that love safe and secure.
So why take chances with sex...with life.
Wear PANTHER condoms... always..
its the safer way to have sex

JINGLE: You've got to keep it safe in all the love you give
'Cause wearing a condom is the way to live.

ANNCR: PANTHER condoms...
Sure ... strong ... protective
for people who take
no chances with life...
PANTHER condoms

JINGLE: Keep on keeping it on

APPENDIX H
Health Information Data Form

ANTENATAL SERVICE

- 11. Total Antenatal Visits.....
- 12. Total No. of Women Receiving Antenatal Service at the H/C for the FIRST TIME this Pregnancy by Length of Pregnancy:
 - (A) 0 - 15 Weeks Pregnant.....
 - (B) 16 - 20 Weeks Pregnant.....
 - (C) 21 or More Weeks Pregnant.....
- 13. Total Number of Women Tested for Anaemia FOR THE FIRST TIME This Pregnancy, by Test Result:
 - (A) Hb Less than 9.....
 - (B) Hb 9 - 9.9.....
 - (C) Hb = to or Greater than 10.....
- 14. Total Number of Women Tested for VDRL for THE FIRST TIME This Pregnancy, by Test Result:
 - (A) VDRL positive.....
 - (B) VDRL negative.....
- 15. Number of Pregnant Women Completing or Identified as Fully Immunized Against Tetanus.....

POSTNATAL SERVICE

- 16. (A) Postnatal Visits by MOTHERS.....
- (B) Postnatal Visits by BABIES.....
- 17. Total Number of Mothers who Became NEW Family Planning Method Acceptors at Postnatal Visit.....
- 18. Total Number of Babies Seen at the Postnatal Visit who
 - (A) Were FULLY BREASTFED.....
 - (B) Were PARTLY/NOT BREASTFED.....

HOME VISITS

- 19. Number of Visits by Reasons:
 - (A) Child Health Visit.....
 - (B) Maternal Visit.....
 - (C) Other.....
- 20. Number of Home Deliveries by Outcome:
 - (A) Live Birth.....
 - (B) Stillbirth.....

FAMILY PLANNING SERVICES

- 30. (A) F.P. Visits by FEMALES.....
- (B) F.P. Visits by MALES.....
- 31. Total Number of NEW F.P. ACCEPTORS by METHOD:
 - (A) Pill.....
 - (B) Injection.....
 - (C) IUD.....
 - (D) Diaphragm.....
 - (E) Condom.....
 - (F) Spermicide.....
- 32. Total Number of NEW F.P. ACCEPTORS Under Age 20:.....
- 33. SUPPLIES Distributed to ALL F.P. Acceptors by Method:
 - (A) Pill Cycles.....
 - (B) No. of Injections.....
 - (C) IUD.....
 - (D) Diaphragm.....
 - (E) Condom.....
 - (F) Korsex (Diaphragm Cream).....
 - (G) Other Spermicides (NOT Korsex).....
- 34. Total No. Sterilization:
 - (A) Referrals.....
 - (B) Done.....

COMMENTS.....

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COMPLETED BY: Name: _____ Title: _____ Date: _____

APPROVED BY: Name: _____ Title: _____ Date: _____

RECEIVED BY: Parish: _____ Date: _____ MOH/HIU: _____ Date: _____

NOTICE: Complete Form in TRIPLICATE. Send ORIGINAL to M.O.H. HEALTH INFORMATION UNIT; First Copy to Parish Public Health Department; Retain Second Copy for Health Centre Records.