

Zambia Trip Report

1994 Contraceptive Procurement Tables

October 1993

Family Planning Logistics Management Project
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Acknowledgements

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List of Acronyms

AIDS	Acquired Immune Deficiency Syndrome
CPSD	Commodity and Program Support Division
CPT	Contraceptive Procurement Table
CSM	Contraceptive Social Marketing
DANIDA	Danish International Development Agency
DHS	Demographic and Health Surveys
FPLM	Family Planning Logistics Management
GRZ	Government of the Republic of Zambia
GPA	Global Programme on AIDS
HIV	Human Immunodeficiency Virus
HPN	Health, Population and Nutrition
IEC	Information, Education and Communication
JSI	John Snow, Inc.
LMIS	Logistics Management Information System
LMU	Logistics Management Unit
MCH/FP	Mother and Child Health/Family Planning
MISWG	Management Information System Working Group
MOH	Ministry of Health
MSL	Medical Stores Limited
NAPCP	National AIDS Prevention and Control Program
NORAD	Norwegian Agency for Development
ODA	Overseas Development Administration
PATH	Program for Appropriate Technology in Health
PPAZ	Planned Parenthood Association of Zambia
PSI	Population Services International
PSZ	Pharmaceutical Society of Zambia
SIDA	Swedish International Development Agency
UNFPA	United Nations Population Fund
USAID	United States Agency for International Development
WHO	World Health Organization

Summary and Recommendations

The Family Planning Logistics Management (FPLM) project has provided short-term technical assistance when requested to USAID/Lusaka since 1987 in the identification and design of family planning information systems, and in the organisation and presentation of training workshops. The last FPLM visit to Zambia was in 1991 to carry out an assessment of the logistics and information systems for family planning and HIV prevention.

This consultation was undertaken by FPLM at the request of USAID/Lusaka. The Scope of Work for this visit was to assist with the preparation of the 1994 Contraceptive Procurement Tables (CPTs) for the HIV/AIDS Prevention and Family Planning Services (FPS) projects. A copy of the 1994 CPTs is found in Attachment A.

In 1992, USAID/Lusaka signed a five-year bilateral agreement with the Government of the Republic of Zambia (GRZ) to grant US\$ 19,700,000 in project assistance for the HIV/AIDS Prevention project. This year, the Mission signed a second five-year bilateral agreement with GRZ to grant US\$ 20,000,000 in project assistance for the Family Planning Services project.

Previous USAID assistance has been limited by modest budgets and a shortage of staffing at the Mission as well as by the Brooke Amendment prohibition.

FPLM recommends that USAID/Lusaka consider taking three actions:

- 1. Identify candidates from the Mission and/or the social marketing programme to participate in the next FPLM Logistics Management Course and submit their names to CPSD.**
- 2. Promote the use of CPTs as a practical forecasting and monitoring tool for the management of contraceptive commodities in both private and public sector family planning and HIV/AIDS programmes.**
- 3. Schedule a follow-up visit by FPLM to prepare CPTs for the public sector programmes and to conduct a comprehensive review of the logistics and information systems for the public sector programmes.**

Population and HIV/AIDS in Zambia

The overall goal of the 1992 National Population Policy is to improve the standard of living and the quality of life for all Zambians. The targets set for the year 2000 are clearly ambitious;

- reduce the rate of population growth from the current 3.7 per cent per annum to 3.4 per cent per annum;
- reduce the total fertility rate from 7.2 at present to 6.0;
- reduce the infant mortality rate from 97 per 1000 live births to 65 per 1000 live births;
- make family planning services available, accessible and affordable to at least 30 per cent of all adults in need of such services.

The 1992 Demographic and Health Survey (DHS) indicates limited progress made towards these targets; the rate of population growth is at present 3.1 per cent per annum and the total fertility rate is 6.5 per cent per annum--still amongst the highest in the world. However, stronger measures to slow population growth will be required to address these areas of concern: the increase in infant mortality to 107 per 1000 live births and the large unmet need for family planning--current estimates indicate that 350,000 married women are in need of family planning services.

The total population of Zambia has increased from 3.5 million in 1963 to an estimated 8.6 million in 1993. Should this rate of growth continue unchecked, the population could double itself in 23 years. Even with declining levels of fertility, the population will continue to increase for many years because of population momentum--almost 50 per cent of the Zambian population is under 15 years of age. The need to slow population growth therefore becomes critical.

The present rate of HIV prevalence in Zambia is estimated to be amongst the highest in the world. HIV seropositivity is estimated to be 200,000 to 400,000 in the general population. The MOH worked closely with WHO/GPA to set up a Medium Term Plan for the prevention and control of HIV/AIDS. The GRZ initiated a National Prevention and Control Programme to carry out the activities proposed in the Medium Term Plan.

The GRZ is currently in the process of decentralizing the health sector from the central to district level where autonomous district health boards will be responsible for the management of the public health care system. How this action will influence the implementation of family planning and HIV/AIDS programmes is not yet known.

USAID Assistance

USAID supports two health and population projects in Zambia:

The HIV/AIDS Prevention project is a five-year bilateral agreement with the GRZ to grant US\$ 19,700,000 in assistance. This project aims to reduce the incidence of HIV transmission in target populations through activities in public health education, voluntary testing and control, condom social marketing, STD control, and policy and institutional strengthening.

In October 1992, USAID/Lusaka signed a cooperative agreement with Population Services International (PSI) for a five-year condom social marketing programme in collaboration with the Pharmaceutical Society of Zambia, a trade association for public and private sector pharmacists. PSZ has supplied contraceptives to retail outlets since 1985 with assistance from Family Planning International Assistance and Pathfinder.

The Family Planning Services project is a five-year bilateral agreement to grant US\$ 20,000,000 in assistance. This project aims to increase the demand for modern contraceptives with activities in contraceptive social marketing, information, education and communication, service delivery, policy and operations research, and project management and administration.

The contraceptive social marketing programme will promote the sale of contraceptives through informal and formal outlets including: traditional healers, private companies, private stores, restaurants, non-governmental organisations, pharmacies, and private health clinics. The project will concentrate distribution in urban areas and in areas along the railway line. These areas account for the highest population density--approximately 60 per cent of all Zambians live along this line.

Although no cooperative agreement has been signed with PSI to market contraceptives for FPS, the project intends to build on the existing social marketing infrastructure.

Other Donor Assistance

The British Overseas Development Agency (ODA) is another major source of external assistance to the GRZ family planning programmes. ODA has provided funding and technical assistance to the Planned Parenthood Association of Zambia (PPAZ) to develop a six-year strategic plan. Further assistance is planned to provide funding over the next five years to strengthen management capability and to develop and implement community-based distribution projects with PPAZ.

During the period from January 1995 through December 1999, ODA will provide approximately US\$ 6,000,000 to purchase contraceptives, to strengthen the management and logistics operations at Medical Stores Limited (MSL), and to train district level staff in logistics management in support of the GRZ family planning programme. A list of the estimated contraceptive needs for 1995-1999 is found in Attachment B.

Additionally, ODA will provide approximately US\$ 1,000,000 to fund an interim project to procure supplies of the most-needed contraceptives (i.e. orals, injectables, IUCDs, and foaming tablets) through UNFPA to assure adequate national stocks through December 1994. A list of the estimated needs of contraceptives for November 1993-December 1994 is found in Attachment C.

United Nations Fund for Population Activities (UNFPA) has come to the end of their Second Programme of Assistance 1988-1992 and discussions are underway on the 1994-1995 programme of assistance. UNFPA will provide limited supplies of Depo-Provera® valued at US\$ 30,000 and make funds available to the GRZ to meet 20 per cent of the contraceptive needs for the public sector.

The World Bank is willing to make a loan for a population programme, should the GRZ decide that additional support is needed in institutional development and capacity building, policy planning and development, service delivery and IEC. These activities are currently supported by USAID in the FPS project.

SIDA and **NORAD** have financed the procurement of contraceptives through UNFPA in past years. SIDA will now focus on health services and sexual education. NORAD will continue limited operational assistance to PPAZ.

DANIDA provides support to the MOH process of decentralisation with capacity building and institutional development at the district level.

FPLM Activities during this Consultation

Scope of Work

FPLM undertook a review of family planning and HIV/AIDS programme background documentation and held discussions with relevant personnel in-country to gain better understanding of the programme as a whole. Emphasis was placed on the CSM logistics system.

A CPT was prepared for each product. At the request of USAID/Lusaka, separate CPTs were prepared for condoms for the two projects, in order to differentiate the costs for each project. However, these draft CPTs were produced for use only in discussions concerning financial requirements with the Mission. One CPT for condoms--comprising the needs for both projects--was included in the set of CPTs sent to USAID/Washington for review and verification.

It is important to note that CPTs alone do not constitute an order and that USAID/Lusaka will need to forward a contraceptives Order Cable to CPSD.

The draft CPTs were sent to the FPLM project office at John Snow, Inc in Arlington, VA for review and recommendations by project staff. The project then forwarded the draft CPTs to CPSD for their review.

PSI/Zambia provided FPLM with the following information for both projects: product selection, order quantities, shipment schedules, maximum and minimum stock levels for each product.

CPTs for the HIV/AIDS Prevention project

PSI began programme sales for the HIV/AIDS Prevention project in late 1992. Total programme sales for the MAXIMUM brand condom from December 1992 through September 1993 are found in Attachment D.

FPLM worked with PSI to estimate the potential number of condom sales for 1994 through 1997, using a six-month average of the 1993 sales, adjusted for the lower sales level in July 1993. PSI set a 14-month maximum stock level with an 8-month minimum stock level for this project.

Condom stock levels will remain over the established maximum level in 1994; however, it is doubtful that there will be much, if any, product waste or expiration as PSI/PSZ has organised a responsive distribution system

based on efficient sales reporting. PSI has just begun a full-time advertising campaign to promote their brand, MAXIMUM. In addition, HIV/AIDS awareness appears to be increasing.

CPTs for the Family Planning Services project

PSI provided the information shown in Attachment E as the number of projected sales for this new project from mid-year 1994 through the end of 1998. The quantities given in Attachment E were accepted as estimated consumption for use in the CPTs. PSI again set a 14-month maximum stock level with an 8-month minimum stock level for this project.

Condoms will be introduced to the CSM component of the FPS project in mid-year 1994. Sufficient stocks of MAXIMUM brand condoms have been scheduled in the CPTs to arrive in-country by the end of May 1994.

Oral contraceptives will be introduced to the CSM project also in mid-year 1994. Sufficient stocks have been scheduled to arrive in-country by the end of May 1994.

FPLM substituted the brand, Norquest, in order to prepare the CPTs but it is not known which brand of oral contraceptives will be available from CPSD for the social marketing programmes as neither the prices nor the brands have been determined at this time.

Injectables will be introduced in mid-year 1995. Sufficient quantities of Depo-Provera® have been scheduled in the CPTs to arrive in-country by the end of May 1995.

Vaginal foaming tablets will be introduced in mid-year 1995. Sufficient stocks of Flower Logo® brand tablets have been scheduled in the CPTs to arrive in-country by the end of May 1995.

IUCDs will be introduced in mid-year 1996. Sufficient stocks of Copper-T 380 have been scheduled in the CPTs to arrive in-country by the end of May 1996.

Implants will be introduced in mid-year 1996. Sufficient stocks of NORPLANT® have been scheduled in the CPTs to arrive in-country for May 1996.

Review of Public Sector Logistics

The public sector family planning and HIV/AIDS prevention programmes have been constrained in distributing contraceptives to clients by inefficient logistics and information systems. One could easily infer that a significant contributing factor to low contraceptive prevalence for modern methods is the irregularity and shortages of contraceptive supplies. Logistical inefficiencies have been well-documented by the GRZ and donors in a series of reports and studies over the last six years.

These constraints can be characterized--but not limited to--overstocking and understocking and stock-outs at all levels of the logistics system; and include inadequate mechanisms for:

- forecasting contraceptive needs
- continuity of contraceptive procurement
- recording and reporting the allocation and dispensing of contraceptives
- aggregating service data
- ensuring reliable transport
- established and documented contraceptive logistics procedures.

At the central level, contraceptives are stored at Medical Stores Limited. MSL is an independently-operated organization completely owned by the MOH. The major client of the MSL is the MOH, which is often in arrears with payments for goods and services. An article in the Times of Zambia from 22 October stated that the government owes MSL as much as US\$ 6,000,000.

MSL is responsible for the proper storage of all supplies of essential drugs, medical materials, and contraceptive commodities for the public sector health programmes. MSL has an impressive infrastructure of offices and a large modern warehouse with organized reception and packaging areas and an on-site quality assurance laboratory, including a condom testing laboratory.

All supplies are stored according to pharmaceutical classification and not according to programme--which means that IUCDs are found next to other renewable surgical supplies (e.g., catgut) and condoms are stored with other consummable medical materials (e.g., gauze bandaging). Standard logistics procedures were in place and practiced, though quantities recorded on some stock cards (e.g., condoms) were counted according to packaging units instead of individual units.

MSL is also responsible for transporting supplies monthly to the district level from where the MOH transports them to health facilities.

This past year, the Logistics Management Unit was set up at MSL to manage supplies for the FP programme and the NAPCP, and to maintain the logistics management information system. There are currently two staff members, a project officer and an assistant. WHO provided four computers to the LMU. ODA proposes to enhance the technical skills level of the LMU through staff training and technical assistance in several areas of supplies management--e.g., handling, storage, quality assurance, procurement--and in management information systems.

CPT Exercise with the Logistics Management Unit

During discussions with donors, the NAPCP, and the LMU, it was not clear who would be responsible for funding and procuring condoms for future public sector needs. Consequently, FPLM prepared a CPT for public sector condoms using available data from the LMU in order to assess current stock status and to determine possible implications for the contraceptive social marketing programme.

From January through September 1993, MSL issued approximately 700,000 condoms per month from the central to the district level. However, little information was available about the stock status at the district level or lower because of inconsistent reporting.

MSL had approximately 9,000,000 condoms in stock-on-hand at the end of September 1993, representing roughly a 14-month supply for condom needs for both the public sector HIV/AIDS prevention and family planning programmes, assuming that there would be no sudden increases in consumption. The Project Officer at the LMU agreed with the FPLM suggestion to set maximum and minimum stock levels. However, this

suggestion would need to be first acknowledged, then established as policy, by the management at MSL.

The last shipments of condoms were received in July 1993 from SIDA. No additional information (e.g., product, quantity, donor, delivery date) concerning any future shipments was known at that time.

Even though this CPT was prepared using data limited to what was available centrally, this exercise with LMU provided a prime example of the potential use of CPTs as a forecasting and monitoring tool to donors, policymakers, and implementing partners.

Discussion of Recommendations

FPLM recommends that USAID/Lusaka should consider taking three actions.

- 1. Identify candidates from the Mission and/or the social marketing programme to participate in the next FPLM Logistics Management Course and submit their names to CPSD.**

The 1994 CPTs prepared during this visit should be reviewed at mid-year and updated annually for the duration of the HIV/AIDS Prevention and FPS projects.

FPLM recommends developing the capacity in-country to prepare CPTs and conduct CPT reviews to support:

- better supervision of the projects
- improved understanding of the many factors involved in the successful coordination of donors, policymakers, and implementing partners
- expanded knowledge and appreciation of the financial requirements, the logistics of procurement and the scheduling of shipments to ensure a well-supplied programme.

- 2. Promote the use of CPTs as a practical forecasting and monitoring tool for the management of contraceptive commodities in both private and public sector HIV/AIDS prevention and family planning programmes.**

The CPT presents an organised overview of how forecasted demand meets with identified supply over time and within specified stock size and financial parameters. This table provides those responsible for ensuring that the appropriate commodities are provided in sufficient quantities when and where needed--e.g., project managers, public health officials, donors--with information essential to decision-making.

3. Schedule a follow-up visit by FPLM to prepare CPTs for the public sector programmes and to conduct a comprehensive review of the logistics and information systems for the public sector programmes.

The FPS project aims to increase the use of modern contraceptives, and places an emphasis on the private sector through contraceptive social marketing to facilitate access to these contraceptives. However, any increase in the use of modern contraceptives will likely generate a corresponding increase in demand for these commodities through the public sector as well- where contraceptive commodities are provided at low or no cost.

USAID/Lusaka further anticipates that the CSM component of the FPS project will serve as a "back-up logistics system" to both the public and private sectors, and that the CSM will be able to fill occasional public sector gaps. Therefore, FPLM recommends that CPTs should be prepared for the public sector, even though USAID/Lusaka is not providing donated commodities to the public sector programmes at this time.

The FPS project will also provide management assistance to the MCH/FP unit of the MOH to improve collection and analysis of data and the overall functioning of the LMIS. The project is prepared to fund technical assistance to improve the supply chain in addition to--and in support of--the technical assistance to be provided by ODA. FPLM recommends that a comprehensive review of the LMIS be done to assist USAID/Lusaka with the planning of such future assistance.

Persons Contacted

USAID/Lusaka

Ms. Pamela J. Straley

FPS and HIV/AIDS Projects Manager

Mr. David Straley

Project Development Officer

PSI/Zambia

Mr. David J. Olson

Country Representative

Mr. David Mbao

Sales Director

Mr. Cloetus Chilufya

Warehouse Manager

PSI

Mr. Alex Brown

Director, Program Operations
(PSI/Washington, D.C.)

ODA

Ms. Sue Durston

Health and Education Planner

MOH

Dr. John Mbomena

MCH/FP Specialist

NAPCP

Mr. Paul Chungu

Condom Logistics Officer

Mr. Nicholas Phiri

IEC Liaison Officer

UNFPA

Ms. C.M. Lewanika

National Programme Officer

MSL

Ms. Harriet Kaluwe

MISWG Project Director

Mr. David J. Ndhlovu

Assistant QC Manager

World Bank

Norbert Mugwagwa

Population Specialist
(World Bank/Washington, D.C.)

Documents Reviewed

Assessment of Logistics and Information Systems for HIV Prevention and Family Planning: Zambia, Trip Report for JSI's Family Planning Logistics Management Project, (Clifford Olson, JSI/FPLM Consultant, Suzanne Thomas, JSI/FPLM, Dr. Tim Johnson, CDC/DRH), May-June 1991.

HIV/AIDS Prevention Project Zambia 611-0221, Project Paper, September 1992.

Mission Report Zambia, (Dr. O. Brasseur, WHO/GPA), April 1993.

On the Management of Condom Logistics: Zambia, (Marie Louise von Horn), NAPCP/MOH, Lusaka April 1993.

Proposal for Strengthening the Natural Family Planning Programme in Zambia 1995-1999, Overseas Development Agency, (Gerald Moore), September 1993.

Report of a Consultancy on a Programme of Assistance in the Health and Population Sector: Zambia, May 12-29, June 15-July 3, and September 15-29, 1993. Overseas Development Agency, (Gerald Moore).

Republic of Zambia, National Family Planning Programme 1992-2000, draft document, Ministry of Health, Lusaka, July 1992.

World Bank/Ministry of Health Population and Family Planning Project Proposal, Health and Nutrition Project Interim Emergency Programme 1993-1994, Planning Unit, January 1993.

World Population Data Sheet of the Population Reference Bureau, Inc., 1993.

Zambia Demographic and Health Survey 1992, (Kwesi Gaisie, Anne R. Cross, Geoffrey Nsemukila), March 1993.

Zambia Population Project Aide-Memoire, World Bank Mission March 8-19, 1993.

Attachment A

1994 CPTs

NEWCPT V2.1
Contraceptive Procurement Tables
Verification Checklist

Run Date: 12/03/93
Run Time: 10:09:24
Page: 1

1. Country Name: Zambia
2. CPT Year: 1994
3. Estimated budget requirements:
 - FY 1994 (OYB): \$475,087
 - FY 1995 (CP): \$704,772
 - FY 1996 (ABS): \$835,460
4. Reviewed by USAID:
 - Reviewer: David Straleys
 - Date: 10/19/93
5. Other field consultations:

6. Reviewed by FPLM:
 - Reviewer: Wildman/Lama
 - Date: 11/24/93
 - CPTest Reviewed: no
7. Reviewed by AID regional bureau officer:
 - Reviewer:
 - Date:
8. Reviewed by R&D/POP country backstop officer:
 - Reviewer:
 - Date:
9. Reviewed by R&D/POP/FPSD:
 - Reviewer:
 - Date:
10. Other CPSD consultations:

11. Approved by R&D/POP/CPSD:
 - Reviewer:
 - Date:

Zambia

Fiscal Year 1994 Operating Year Budget Needs

Product Code	Quantity Year 1	Quantity Year 2	Cost	Freight	Total
Pharmaceutical Society of Zambia (PSI)					
52NX	0	5,904,000	\$286,934	\$45,910	\$332,844
CT38	0	0	\$0	\$0	\$0
DEPO	0	16,700	\$15,782	\$2,525	\$18,307
NPLT	0	0	\$0	\$0	\$0
NRQS	195,600	189,600	\$102,848	\$16,456	\$119,304
VFTS	0	38,400	\$3,994	\$639	\$4,633
			\$409,558	\$65,529	\$475,087 TOTAL

 *
 * Total Commodity Costs : \$409,558 *
 * Total Estimated Freight Cost (16%) : \$65,529 *
 * Total OYB Financial Requirements : \$475,087 *
 *

NB For an explanation of the calculation methodology, contract periods and unit prices, please refer to the attachment listing the parameters used in the Financial Requirements Analysis.

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Zambia

Fiscal Year 1995 Congressional Presentation Projections

Product Code	Quantity	Cost	Freight	Total
Pharmaceutical Society of Zambia (PSI)				
52NX	9,762,000	\$497,862	\$79,658	\$577,520
CT38	600	\$719	\$115	\$834
DEPO	15,800	\$15,678	\$2,509	\$18,187
NPLT	800	\$20,392	\$3,263	\$23,655
NRQS	255,600	\$68,245	\$10,919	\$79,164
VFTS	43,200	\$4,666	\$746	\$5,412
		\$607,562	\$97,210	\$704,772 TOTAL

 *
 * Total Commodity Costs : \$607,562 *
 * Total Estimated Freight Cost (16%) : \$97,210 *
 * Total CP Financial Requirements : \$704,772 *
 *

NB For an explanation of the calculation methodology, contract periods and unit prices, please refer to the attachment listing the parameters used in the Financial Requirements Analysis.

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Zambia

Fiscal Year 1996 Annual Budget Submission Projections

Product Code	Quantity	Cost	Freight	Total
Pharmaceutical Society of Zambia (PSI)				
52NX	11,010,000	\$590,136	\$94,422	\$684,558
CT38	400	\$503	\$81	\$584
DEPO	20,800	\$21,672	\$3,467	\$25,139
NPLT	600	\$16,059	\$2,569	\$18,628
NRQS	321,600	\$85,867	\$13,739	\$99,606
VFTS	52,800	\$5,988	\$958	\$6,946
		\$720,224	\$115,236	\$835,460 TOTAL

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*****
*
* Total Commodity Costs : $720,224 *
* Total Estimated Freight Cost ( 16%) : $115,236 *
* Total ABS Financial Requirements : $835,460 *
*
*****

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NB For an explanation of the calculation methodology, contract periods and unit prices, please refer to the attachment listing the parameters used in the Financial Requirements Analysis.

PHARMACEUTICAL SOCIETY OF ZAMBIA

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Parameters Used in the Financial Requirements Analysis
 Prices are for a Single Unit of Product

Prod Code	Product	OYB Year 1 Price	OYB Year 2 Price	CP Year Price	ABS Year Price
52NX	52mm Non Colored, No Logo	0.0475	0.0486	0.0510	0.0536
CT38	Copper T, 380	1.0870	1.1414	1.1984	1.2583
DEPO	Depo-Provera (every 3 mos)	0.9000	0.9450	0.9923	1.0419
NPLT	Norplant	23.1200	24.2760	25.4898	26.7643
NRQS	Norquest, CSM	0.2670	0.2670	0.2670	0.2670
VFTS	Flower Foaming Tablet	0.1010	0.1040	0.1080	0.1134

Missions pay only for what they receive. If for some reason (shipment cancellation, etc.) you should receive less than you have paid for, you will be given a credit for the following financial year.

BEST AVAILABLE DOCUMENT

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NEWCPT V2.1
Proposed Shipping Schedule for Zambia
Based on 1994 CPT's

Run Date: 12/03/93
Run Time: 09:35:00
Page: 1

Supplier: AID

Product	Receipt Date	Quantity
Pharmaceutical Society of Zambia (PSI)		
52mm Non Colored, No Logo	03/31/95	1,740,000
52mm Non Colored, No Logo	06/30/95	1,740,000
52mm Non Colored, No Logo	09/30/95	2,424,000
* 52mm Non Colored, No Logo	1996	9,762,000
* 52mm Non Colored, No Logo	1997	11,010,000
* Copper T, 380	1996	600
* Copper T, 380	1997	400
Depo-Provera (every 3 mos)	05/31/95	8,700
Depo-Provera (every 3 mos)	10/31/95	8,000
* Depo-Provera (every 3 mos)	1996	15,800
* Depo-Provera (every 3 mos)	1997	20,800
Flower Foaming Tablet	05/31/95	19,200
Flower Foaming Tablet	10/31/95	19,200
* Flower Foaming Tablet	1996	43,200
* Flower Foaming Tablet	1997	52,800
* Norplant	1996	800
* Norplant	1997	600
Norquest, CSM	05/31/94	100,800
Norquest, CSM	10/31/94	94,800
Norquest, CSM	05/31/95	100,800
Norquest, CSM	10/31/95	88,800
* Norquest, CSM	1996	255,600
* Norquest, CSM	1997	321,600

This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: 52mm Non Colored, No Logo
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:13
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1992	1993	1994	1995	1996
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.0	1,558.0	9,295.0	10,527.0	9,681.0
2. Estimated Consumption					
(a) Sales/Distrib.	435.0	4,653.0	5,800.0	6,750.0	8,300.0
(b) Loss/Disposal					
(c) Transfer/Adjust.	7.0				
3. Add'l Contraceptives					
(a) Received	2,000.0	5,340.0		NA	NA
(b) Scheduled	NA	7,050.0	7,032.0		NA
4. End of Yr Stock	1,558.0	9,295.0	10,527.0	3,777.0	NA
5. Desired EOY Stock	NA	NA	7,875.0	9,683.3	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	2,652.0		NA
(b) Qty Needed	NA	NA		5,904.0	NA
7. Supply Shortfall	NA	NA			-1.3

1994 Minimum stock (months): 8
 Maximum stock (months): 14
 Desired stock (months): 14

1995 Minimum stock (months): 8
 Maximum stock (months): 14
 Desired stock (months): 14

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Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: 52mm Non Colored, No Logo
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:13
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1992

Program sales began in December 1992 with first shipments of 300 000 and 1 700 000 arriving in November 1992.

2a. ESTIMATED USE

Year: 1992

All use figures provided by PSI/Zambia. Please see trip report by P. Halpert and S. Martin Eerens for further information.

2c. TRANSFERS

Year: 1992

Adjustment of 7 000 made to equal the actual 1992 EOY physical inventory. See Oct-Dec 1992 Activity Report from PSI/Zambia.

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NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: 52mm Non Colored, No Logo
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:13
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 Shipments Shipped or Received from All Suppliers

Source	Quantity Received	Receipt date
CPSD	300,000	11/17/92
LOCAL	1,700,000	11/30/92
CPSD	1,860,000	01/29/93
CPSD	1,740,000	03/04/93
CPSD	1,740,000	06/24/93
CPSD	1,740,000	09/08/93
CPSD	1,740,000	09/17/93
CPSD	3,570,000	10/31/93
CPSD	1,740,000	03/31/94
CPSD	1,740,000	06/29/94
CPSD	1,740,000	09/28/94
CPSD	1,740,000	11/29/94
CPSD	72,000	11/30/94

Total shipments: 21,422,000

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NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: 52mm Non Colored, No Logo
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:14
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
CPSD	1,740,000	03/31/95
CPSD	1,740,000	06/30/95
CPSD	2,424,000	09/30/95
* CPSD	9,762,000	1996
* CPSD	11,010,000	1997

Total to order for 1994 and 1995: 5,904,000

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: 52mm Non Colored, No Logo
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:14
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1994	
Supplier Name	Quantity

Total (1994):	0.0
Quantity Needed (1994):	0.0
Supply Shortfall (1994):	0.0

1995	
Supplier Name	Quantity

AID	5,904,000.0

Total (1995):	5,904,000.0
Quantity Needed (1995):	5,904,000.0
Supply Shortfall (1995):	0.0

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Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: 52mm Non Colored, No Logo
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:14
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1996	
Supplier Name	Quantity

AID	9,762,000.0

Total (1996):	9,762,000.0
Quantity Needed (1996):	9,760,700.0
Supply Shortfall (1996):	-1,300.0

1997	
Supplier Name	Quantity

AID	11,010,000.0

Total (1997):	11,010,000.0
Quantity Needed (1997):	11,008,300.0
Supply Shortfall (1997):	-1,700.0

NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Copper T, 380
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:14
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1992	1993	1994	1995	1996
1. Beg. of Year Stock	0.0	0.0	0.0	0.0	0.0
2. Estimated Consumption					
(a) Sales/Distrib.					0.2
(b) Loss/Disposal					
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.0	0.0	0.0	0.0	NA
5. Desired EOY Stock	NA	NA		0.2	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA		0.2	NA
7. Supply Shortfall	NA	NA		0.2	

1994 Minimum stock (months): 8 1995 Minimum stock (months): 8
 Maximum stock (months): 14 Maximum stock (months): 14
 Desired stock (months): 14 Desired stock (months): 14

**** R&D/POP/CPSD records indicate that this product is not registered in country. Before ordering this product, USAID should cable R&D/POP/CPSD indicating that registration is either complete or not required. ****

**** R&D/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable R&D/POP/CPSD to confirm product availability before ordering. ****

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Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Copper T, 380
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:14
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1992

This is a new program.

2a. ESTIMATED USE

Year: 1996

All use figures provided by PSI/Zambia. Please see trip report by P. Halpert and S. Martin Eerens for further information.

3b. SHIPMENTS SCHEDULED

Year: 1995

This product is scheduled to be launched in mid 1996. PSI has requested delivery in-country in May 1996, therefore there is no real shortfall in 1995.

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NEWCPT V2.1

Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Copper T, 380
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:14
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Copper T, 380
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:15
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 Proposed Shipments from All Suppliers

Source	Quantity	Receipt Received Date
* CPSD	600	1996
* CPSD	400	1997
Total to order for 1994 and 1995:		0

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Copper T, 380
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:15
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1994	
Supplier Name	Quantity
Total (1994):	0.0
Quantity Needed (1994):	0.0
Supply Shortfall (1994):	0.0

1995	
Supplier Name	Quantity
Total (1995):	0.0
Quantity Needed (1995):	200.0
Supply Shortfall (1995):	200.0

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Copper T, 380
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:15
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1996	
Supplier Name	Quantity

AID	600.0

Total (1996):	600.0
Quantity Needed (1996):	600.0
Supply Shortfall (1996):	0.0

1997	
Supplier Name	Quantity

AID	400.0

Total (1997):	400.0
Quantity Needed (1997):	400.0
Supply Shortfall (1997):	0.0

NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Depo-Provera (every 3 mos)
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:15
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1992	1993	1994	1995	1996
1. Beg. of Year Stock	0.0	0.0	0.0	0.0	11.7
2. Estimated Consumption					
(a) Sales/Distrib.				5.0	10.0
(b) Loss/Disposal					
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.0	0.0	0.0	-5.0	NA
5. Desired EOY Stock	NA	NA	5.8	11.7	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	5.8	16.7	NA
7. Supply Shortfall	NA	NA	5.8		

1994 Minimum stock (months): 8 1995 Minimum stock (months): 8
 Maximum stock (months): 14 Maximum stock (months): 14
 Desired stock (months): 14 Desired stock (months): 14

**** R&D/POP/CPSD records indicate that this product is not ****
 **** registered in country. Before ordering this product, USAID ****
 **** should cable R&D/POP/CPSD indicating that registration is ****
 **** either complete or not required. ****

**** R&D/POP/CPSD records indicate that this recipient has never ****
 **** received this product before. USAID should cable R&D/POP/CPSD ****
 **** to confirm product availability before ordering. ****

Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Depo-Provera (every 3 mos)
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:15
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1992

This is a new Program. USAID-supplied Depo Provera currently has a shelf-life of 2 years. Consideration should be given to lowering the minimum and maximum levels to accurately reflect this situation.

2a. ESTIMATED USE

Year: 1995

All use figures provided by PSI/Zambia. Please see trip report by P. Halpert and S. Martin Eerens for further information.

3b. SHIPMENTS SCHEDULED

Year: 1994

This product is scheduled to be launched in mid 1995. PSI has requested delivery in May 1995, therefore there is no real shortfall in 1994.

Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Depo-Provera (every 3 mos)
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:15
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Depo-Provera (every 3 mos)
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:15
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
CPSD	8,700	05/31/95
CPSD	8,000	10/31/95
* CPSD	15,800	1996
* CPSD	20,800	1997
Total to order for 1994 and 1995:		16,700

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Depo-Provera (every 3 mos)
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:15
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1994	
Supplier Name	Quantity

Total (1994):	0.0
Quantity Needed (1994):	5,800.0
Supply Shortfall (1994):	5,800.0

1995	
Supplier Name	Quantity

AID	16,700.0

Total (1995):	16,700.0
Quantity Needed (1995):	16,700.0
Supply Shortfall (1995):	0.0

NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Depo-Provera (every 3 mos)
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:15
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1996	
Supplier Name	Quantity
AID	15,800.0

Total (1996):	15,800.0
Quantity Needed (1996):	15,800.0
Supply Shortfall (1996):	0.0

1997	
Supplier Name	Quantity
AID	20,800.0

Total (1997):	20,800.0
Quantity Needed (1997):	20,800.0
Supply Shortfall (1997):	0.0

NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Norplant
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:15
 Prepared on: 10/18/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1992	1993	1994	1995	1996
1. Beg. of Year Stock	0.0	0.0	0.0	0.0	0.0
2. Estimated Consumption					
(a) Sales/Distrib.					0.3
(b) Loss/Disposal					
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.0	0.0	0.0	0.0	NA
5. Desired EOY Stock	NA	NA		0.4	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA		0.4	NA
7. Supply Shortfall	NA	NA		0.4	0.1

1994 Minimum stock (months): 8	1995 Minimum stock (months): 8
Maximum stock (months): 14	Maximum stock (months): 14
Desired stock (months): 14	Desired stock (months): 14

**** R&D/POP/CPSD records indicate that this product is not registered in country. Before ordering this product, USAID should cable R&D/POP/CPSD indicating that registration is either complete or not required. ****

**** R&D/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable R&D/POP/CPSD to confirm product availability before ordering. ****

Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Norplant
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:15
Prepared on: 10/18/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1992

This is a new program with an approximate launch date in early 1996.

2a. ESTIMATED USE

Year: 1996

All use figures are provided by PSI/Zambia. Please see trip report by P. Halpert and S. Martin Eerens for further information.

3b. SHIPMENTS SCHEDULED

Year: 1995

This product is scheduled to be launched in mid 1996. PSI has requested delivery in May 1996, therefore there is no real shortfall in 1995.

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NEWCPT V2.1

Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Norplant
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:15
Prepared on: 10/18/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

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Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Norplant
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:16
 Prepared on: 10/18/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
* CPSD	800	1996
* CPSD	600	1997

Total to order for 1994 and 1995: 0

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Norplant
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:16
 Prepared on: 10/18/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1994	
Supplier Name	Quantity

Total (1994):	0.0
Quantity Needed (1994):	0.0
Supply Shortfall (1994):	0.0

1995	
Supplier Name	Quantity

Total (1995):	0.0
Quantity Needed (1995):	400.0
Supply Shortfall (1995):	400.0

NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Norplant
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:16
 Prepared on: 10/18/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1996	
Supplier Name	Quantity

AID	800.0

Total (1996):	800.0
Quantity Needed (1996):	900.0
Supply Shortfall (1996):	100.0

1997	
Supplier Name	Quantity

AID	600.0

Total (1997):	600.0
Quantity Needed (1997):	600.0
Supply Shortfall (1997):	0.0

NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Norquest, CSM
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:16
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1992	1993	1994	1995	1996
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.0	0.0	0.0	145.6	210.2
2. Estimated Consumption					
(a) Sales/Distrib.			50.0	125.0	180.0
(b) Loss/Disposal					
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.0	0.0	-50.0	20.6	NA
5. Desired EOY Stock	NA	NA	145.8	210.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	195.6	189.6	NA
7. Supply Shortfall	NA	NA			

1994 Minimum stock (months): 8
 Maximum stock (months): 14
 Desired stock (months): 14

1995 Minimum stock (months): 8
 Maximum stock (months): 14
 Desired stock (months): 14

**** R&D/POP/CPSD records indicate that this product is not registered in country. Before ordering this product, USAID should cable R&D/POP/CPSD indicating that registration is either complete or not required. ****

**** R&D/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable R&D/POP/CPSD to confirm product availability before ordering. ****

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NEWCPT V2.1

Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Norquest, CSM
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:16
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK

Year: 1992

1. Important: social marketing orals will be available from Wyeth in 1994. The brands and prices have not been finalized at this writing.
2. PSI would like a combined oral for social marketing for this new program. This CPT uses Norquest to represent Wyeth's SMC oral.

2a. ESTIMATED USE

Year: 1994

All use figures provided by PSI/Zambia. Please see trip report by P. Halpert and S. Martin Eerens for further information.

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Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Norquest, CSM
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:16
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

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Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Norquest, CSM
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:16
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
-----	-----	-----
CPSD	100,800	05/31/94
CPSD	94,800	10/31/94
CPSD	100,800	05/31/95
CPSD	88,800	10/31/95
* CPSD	255,600	1996
* CPSD	321,600	1997
Total to order for 1994 and 1995:	385,200	

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Norquest, CSM
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:17
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1994	
Supplier Name	Quantity

AID	195,600.0

Total (1994):	195,600.0
Quantity Needed (1994):	195,600.0
Supply Shortfall (1994):	0.0

1995	
Supplier Name	Quantity

AID	189,600.0

Total (1995):	189,600.0
Quantity Needed (1995):	189,600.0
Supply Shortfall (1995):	0.0

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Norquest, CSM
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:17
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1996	
Supplier Name	Quantity

AID	255,600.0

Total (1996):	255,600.0
Quantity Needed (1996):	255,600.0
Supply Shortfall (1996):	0.0

1997	
Supplier Name	Quantity

AID	321,600.0

Total (1997):	321,600.0
Quantity Needed (1997):	320,800.0
Supply Shortfall (1997):	-800.0

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Flower Foaming Tablet
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:17
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 All Numbers in 1,000's

	1992	1993	1994	1995	1996
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	0.0	0.0	0.0	0.0	28.4
2. Estimated Consumption					
(a) Sales/Distrib.				10.0	25.0
(b) Loss/Disposal					
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	0.0	0.0	0.0	-10.0	NA
5. Desired EOY Stock	NA	NA	11.7	29.2	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	9.6	38.4	NA
7. Supply Shortfall	NA	NA	9.6		-2.8

1994 Minimum stock (months): 8	1995 Minimum stock (months): 8
Maximum stock (months): 14	Maximum stock (months): 14
Desired stock (months): 14	Desired stock (months): 14

**** R&D/POP/CPSD records indicate that this product is not registered in country. Before ordering this product, USAID should cable R&D/POP/CPSD indicating that registration is either complete or not required. ****

**** R&D/POP/CPSD records indicate that this recipient has never received this product before. USAID should cable R&D/POP/CPSD to confirm product availability before ordering. ****

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NEWCPT V2.1

Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Flower Foaming Tablet
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:17
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Footnotes

1. BEGINNING STOCK Year: 1992

This is a new program beginning in 1995.

2a. ESTIMATED USE Year: 1995

All use figures provided by PSI/Zambia. Please see trip report by P. Halpert and S. Martin Eerens for further information.

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Country: Zambia
Recipient: Pharmaceutical Society of Zambia (PSI)
Product: Flower Foaming Tablet
Prepared by: Halpert/Martin Eerens
Modified by: Wildman

Date: 12/02/93
Time: 14:17
Prepared on: 10/19/93
Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
Shipments Shipped or Received from All Suppliers

Total shipments: 0

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NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Flower Foaming Tablet
 Prepared by: Halpert/Martin Berens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:17
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 Proposed Shipments from All Suppliers

Source	Quantity Received	Receipt Date
CPSD	19,200	05/31/95
CPSD	19,200	10/31/95
* CPSD	43,200	1996
* CPSD	52,800	1997

Total to order for 1994 and 1995: 38,400

* This shipment represents the aggregate amount that the supplier will provide of this product during the year and is not meant to indicate a specific shipment quantity or receive date.

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NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Flower Foaming Tablet
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:17
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1994	
Supplier Name	Quantity
Total (1994):	0.0
Quantity Needed (1994):	9,600.0
Supply Shortfall (1994):	9,600.0

1995	
Supplier Name	Quantity
AID	38,400.0
Total (1995):	38,400.0
Quantity Needed (1995):	38,400.0
Supply Shortfall (1995):	0.0

NEWCPT V2.1

Country: Zambia
 Recipient: Pharmaceutical Society of Zambia (PSI)
 Product: Flower Foaming Tablet
 Prepared by: Halpert/Martin Eerens
 Modified by: Wildman

Date: 12/02/93
 Time: 14:17
 Prepared on: 10/19/93
 Modified on: 12/02/93

1994 Contraceptive Requirements Estimate
 New Supply Summary

1996	
Supplier Name	Quantity

AID	43,200.0

Total (1996):	43,200.0
Quantity Needed (1996):	40,400.0
Supply Shortfall (1996):	-2,800.0

1997	
Supplier Name	Quantity

AID	52,800.0

Total (1997):	52,800.0
Quantity Needed (1997):	52,100.0
Supply Shortfall (1997):	-700.0

Attachment B

Estimated Contraceptive Needs 1995-1999

Zambia National Family Planning Programme
Estimated Contraceptive Needs 1995-1999

		1995	£	1996	£	1997	£	1998	£	1999	£	1995-1999	Total £
		cycles 000s	000s										
ORALS													
Microgyn	GRZ	1,200	264	1,260	290	1,320	317	1,400	350	1,500	390	6,680	1,611
	PPAZ	200	44	225	52	250	60	275	69	300	78	1,250	303
Eugynon	GRZ	580	128	600	138	620	149	630	158	630	164	3,060	737
	PPAZ	100	22	100	25	110	26	110	28	100	26	520	125
Neogynon	GRZ	120	26	120	28	100	24	100	25	100	26	540	129
	PPAZ	60	13	70	16	70	17	70	18	70	18	340	82
Nordette	GRZ	75	17	80	18	90	22	90	23	100	26	435	106
	PPAZ												
Microlut	GRZ	130	29	140	32	150	36	160	40	170	44	750	181
Microval	PPAZ	20	4	30	7	40	10	50	13	50	13	190	41
TOTAL		2,485	547	2,625	604	2,750	661	2,885	724	3,020	785	13,765	3,321

Zambia National Family Planning Programme Estimated Contraceptive Needs 1995-1999

	1995	£	1996	£	1997	£	1998	£	1999	£	1995-1999	Total £	
	units 000s	000s	units 000s	000s	units 000's	000s	units 000's	000s	units 000's	000s	units 000's	000s	
INJECTABLES Noristerat	GRZ	amps 100	80	amps 110	90	amps 120	102	amps 130	114	amps 140	127	amps 500	513
	PPAZ	40	32	40	33	50	43	50	44	60	55	240	207
TOTAL		140	112	150	123	170	145	180	158	200	182	740	720
FOAMING TABLETS	GRZ	tubes 10,000	14	tubes 10,000	14	tubes 10,000	15	tubes 8,000	12	tubes 8,000	12	tubes 8,000	67
	PPAZ	5,000	7	5,000	7	4,000	6	4,000	6	4,000	6	4,000	32
TOTAL		15,000	21	15,000	21	14,000	21	12,000	18	68,000	18	68,000	99
IUCDs	GRZ	units 7,000	5	units 8,000	6	units 10,000	7	units 11,000	8	units 12,000	9	units 48,000	35
	PPAZ	3,000	2	4,000	3	5,000	4	5,000	4	6,000	5	23,000	18
TOTAL		10,000	7	12,000	9	15,000	11	16,000	12	18,000	14	71,000	53
TOTAL ESTIMATED COST £000s			687		757		838		912		999		4,193

Calculations based on CIF Lusaka 1995 then 3% inflation per annum with orals @ £0.22/cycle, injectables @ £0.80/unit, foaming tablets @ £1.40/tube, IUCDs @ £0.70/unit.

Attachment C

Total Estimated Needs of Contraceptives
November 1993-December 1994

Total Estimated Needs of Contraceptives
(Orals, Injectables & IUCDs)

November 1993-December 1994
GRZ/PPAZ

	GRZ	PPAZ	Total	Est. cost
Microgynon (cycles)	1,100,000	150,000	1,250,000	250,000
Eugynon (cycles)	550,000	90,000	640,000	128,000
Neogynon (cycles)	110,000	70,000	180,000	36,000
Microlut (cycles)	120,000	25,000	145,000	29,000
Nordette (cycles)	75,000	-	75,000	15,000
Noristerat (amps)	80,000	20,000	100,000	90,000
IUCDs (units)	5,000	1,500	6,500	5,200

Total estimated cost including airfreight is £553,000.

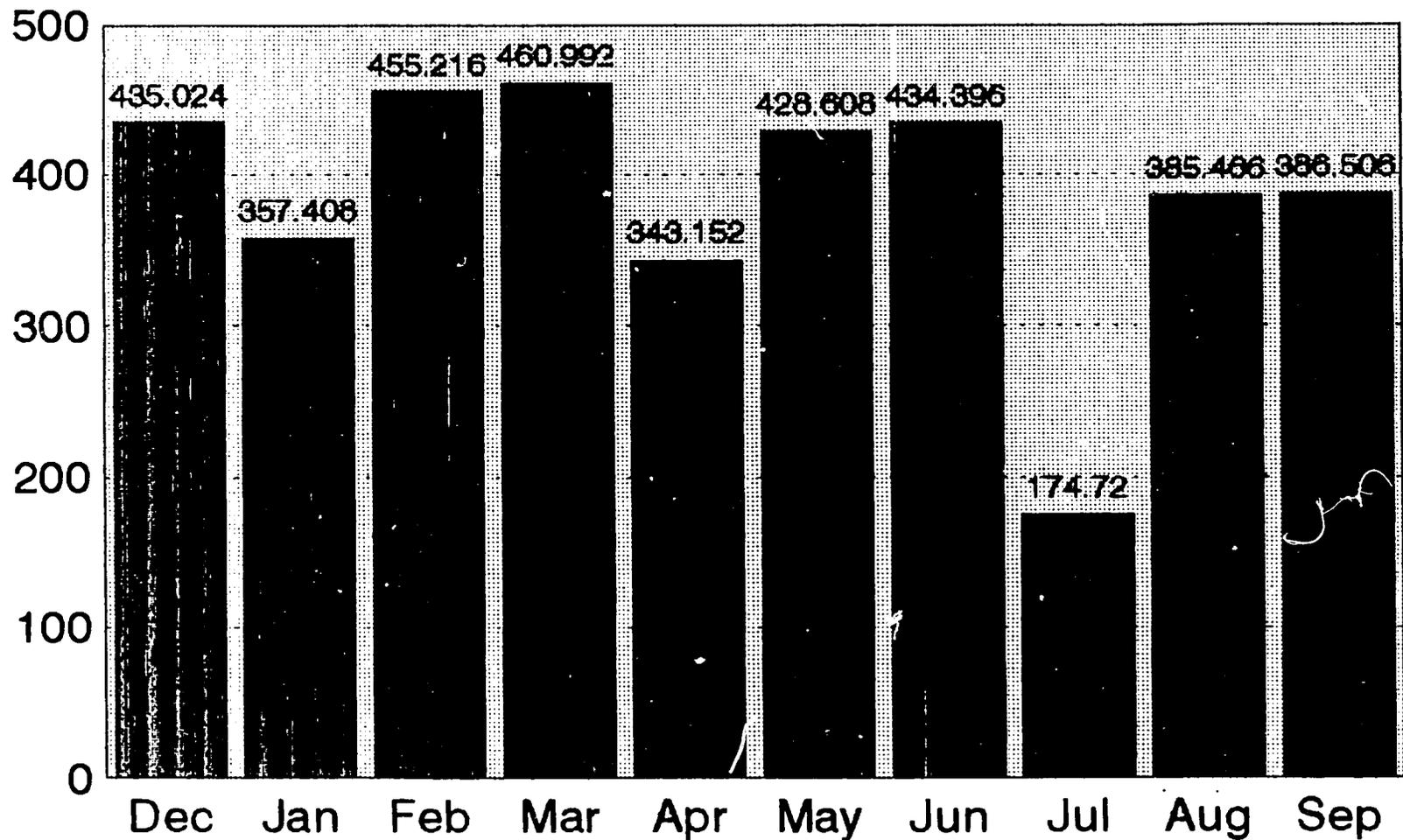
Calculations based on CIF Lusaka airfreight (UNFPA 1993-1994) with orals @ £0.20/cycle, injectables @ £0.90/amp, IUCDs @ £0.80/unit.

Attachment D

MAXIMUM Sales by Month
December 1992-September 1993

MAXIMUM SALES BY MONTH

Dec. 1992 through Sept. 1993



TOTAL SALES: 3,861,588

Attachment E
PSI Project Outputs

PSI Project Outputs

Projected Sales (units)	Year 1	Year 2	Year 3	Year 4	Year 5	Totals (units)
Condoms	500,000	650,000	800,000	900,000	1,000,000	3,850,000
Orals	50,000	125,000	180,000	220,000	250,000	825,000
Injectables	0	5,000	10,000	15,000	18,500	48,500
IUCDs	0	0	200	500	1,000	1,700
Norplant®	0	0	300	600	1,000	1,900
VFTs	0	10,000	25,000	50,000	75,000	160,000

Source: PSI/Zambia