

AGENCY FOR INTERNATIONAL DEVELOPMENT WASHINGTON, D. C. 20523 BIBLIOGRAPHIC INPUT SHEET	FOR AID USE ONLY
---	-------------------------

1. SUBJECT CLASSIFICATION	A. PRIMARY Science and Technology
	B. SECONDARY Industrial Development

2. TITLE AND SUBTITLE Provisional Keyword Index of the Small-Scale Industry Case Studies
--

3. AUTHOR(S) Data Center Staff
--

4. DOCUMENT DATE February 1975	5. NUMBER OF PAGES 29p.	6. ARC NUMBER ARC 338.012072-IG1
--	-----------------------------------	--

7. REFERENCE ORGANIZATION NAME AND ADDRESS Georgia Institute of Technology Engineering Experiment Station Atlanta, Georgia 30332
--

8. SUPPLEMENTARY NOTES (Sponsoring Organization, Publishers, Availability)
--

9. ABSTRACT

One of the continuing objectives of the Industrial Development Division under the U.S. Agency for International Development 211(d) grant program is to acquire case histories of small-scale industry, particularly those in developing countries. Case material was requested from various organizations in many countries, as well as located in published bibliographies and indexes. This work is the first effort of the International Development Data Center (IDDC) to abstract and index those case histories currently held in the IDDC collection.

The establishment of small-scale enterprises and their future success or failure are dependent upon a host of factors. Analysis of each case history or industry study isolated specific actions that actually occurred in the life of one or more business enterprises. Even the modest number of studies in this Index revealed certain recurrent themes or actions that affect the progress of small-scale industry.

These actions are represented in this Index by keywords or terms, each of which is defined as it relates to industrial development. Each case history title listed relates to one or more of these keywords or terms. Although the abstracts of these studies are not included in this publication, they are available at IDDC and will be included in the revision of this Index.

This compilation of a few studies will be expanded over the remaining life of the project in an attempt to produce a body of useful knowledge concerning small-scale industry.

10. CONTROL NUMBER PN-AAB-181	11. PRICE OF DOCUMENT
12. DESCRIPTORS Developing Countries, Bibliographies, Business Enterprises, Abstracts, Industrial Development	13. PROJECT NUMBER 931-11-995-990
	14. CONTRACT NUMBER AID/CM/TA/G-73-18
	15. TYPE OF DOCUMENT Research Study

Project B-414

PROVISIONAL KEYWORD INDEX OF THE
SMALL-SCALE INDUSTRY CASE STUDIES

Compiled by
International Development Data Center Staff

Industrial Development Division
ENGINEERING EXPERIMENT STATION
Georgia Institute of Technology
Atlanta, Georgia
February, 1975

Table of Contents

	<u>Page</u>
INTRODUCTION	i
LIST OF KEYWORDS AND SCOPE NOTES	1
LIST OF KEYWORDS AND CASE HISTORY TITLES	12

INTRODUCTION

One of the continuing objectives of the Industrial Development Division (IDD) under the U. S. Agency for International Development 211(d) grant program is to acquire case histories of small-scale industry, particularly those in developing countries. For this project, case material was requested from various organizations in many countries, as well as located in published bibliographies and indexes. This work is the first effort of the International Development Data Center (IDDC) (hence the title Provisional Keyword Index) to abstract and index those case histories currently held in the IDDC collection.

The establishment of small-scale enterprises and their future success or failure are dependent upon a host of factors. A study of these businesses probably will reveal actions that tend to be repeated. These actions may be the indications of success or failure for new business ventures. The analysis of each case history or industry study made by staff members of the International Development Branch isolates specific actions that actually occurred in the life of some business enterprise. Even the analysis of the modest number of studies in this Index identifies certain recurrent themes or actions that affect the progress of small-scale industry.

These actions are represented in this Index by keywords or terms. Each case history title listed relates to one or more of these keywords or terms. Although the abstracts of each study are not included in this publication, they are available at IDDC and will be included in the revision of this Index.

This compilation of a few studies will be expanded over the remaining life of the project in an attempt to produce a body of useful knowledge concerning small-scale industry. To acquire direction for their own ongoing efforts, persons involved in industrial development can refer to these studies concerning worldwide, small-scale industrial development.

Each publication selected for the project was read and abstracted by IDD staff members. Significant terms then were selected from the abstract as keywords. These keywords were reconciled with existing industrial development guides and thesauri used by IDDC. Scope notes were prepared from these sources for the majority of keywords to define their meaning in terms of this project.

An authority file of this information is maintained by IDDC.

Specific sources used:

- Source 1. United Nations Industrial Development Organization.
Thesaurus of Industrial Development Terms, No. 2. New York: United Nations, 1973.
- Source 2. Organization for Economic Co-operation and Development.
Macrothesaurus: A Basic List of Economic and Social Terms. English Edition. Paris: OECD, 1972.
- Source 3. Scharf, Traute. Dictionary of Development Banking. New York: Elsevier, 1972.
- Source 4. World Book Encyclopedia. Chicago: Field Enterprises, 1971.
- Source 5. Wagenveld, Linda M., and Richard Johnston. List of Subject Headings Used by the International Development Data Center. Atlanta: International Development Data Center, Georgia Institute of Technology, 1974.
- Source 6. The American College Dictionary. New York: Random House, 1964.

The Provisional Keyword Index is in two parts. The first section is an alphabetical list of the keywords and their scope notes. The second section is an alphabetical arrangement of the keywords and their related case history titles.

To locate pertinent studies, first examine the keyword-scope note section and identify those terms meeting the specific information needs. Next, refer to the keyword-case study title section and scan the titles listed under the relevant keywords. Each title is preceded by a location symbol. This symbol refers the user to the abstract as well as to the actual shelf location of the publication in the IDDC collection.

LIST OF KEYWORDS AND SCOPE NOTES

AUSTRALIA

AUTOMOBILE REPAIRING INDUSTRY

BANGLADESH

BOOKKEEPING

The systematic recording of business accounts

Source 3

BREAD INDUSTRY

BUSINESS OPPORTUNITIES

Economic situations entrepreneurs seize in anticipation of profit

CAPITAL FORMATION

The process of creating various types of productive assets

Source 3

CAPITAL INVESTMENT

Investment in capital goods, normally consisting of plant, machinery, and equipment

Source 2

CASTE SYSTEM

An hereditary division of any society into classes on the basis of occupation, color, wealth, or religion

Source 4

CHILE

COMPETITION

Businesses striving at the same time with each other for the same goal

Source 5

CONSULTANTS

Outside persons having diverse fields of experience providing technical, engineering, management, and development advice and information

Source 3

CONSUMER BUYING HABITS

Traditional buying patterns concerning accepted product characteristics not subject to substitution

COOPERATIVES

Organizations created by the combination of persons for purposes of production, purchase, or distribution for their joint benefit

Source 6

COSTS

All costs contributing to final product costs

CREDIT INSURANCE

Government programs to insure loans made by private banks to industrial firms

CULTURAL FACTORS

Inherent characteristics of a society that determine acceptance or rejection of possible changes

CUSTOMER SERVICE

The effort expended to provide customer satisfaction

DECISION MAKING

The whole range of activities involved in establishing policy and the analyses of alternative means of achieving a desired goal

Source 3

DELEGATION OF AUTHORITY

The authority conceded to subordinates at various levels for arriving at decisions and implementing them

Source 3

DELIVERY SCHEDULES

Procedures within distribution systems to deliver products or services in amounts needed and at proper time

DEMONSTRATION CENTER

Mobile or fixed workshops used to demonstrate various technologies

Source 1

DEVELOPMENT CENTERS

Area agencies in charge of industrial development

Source 1

DEVELOPMENT PLANNING

Planning by development groups of actions to be followed to achieve their development goals

DEVELOPMENT POLICY

The policies followed by development groups to achieve their development goals

DEVELOPMENT PROJECTS

Specific activities performed as a part of a development goal

DISTRIBUTION NETWORK

The distribution system of a particular product in a particular country

Source 2

DIVERSIFICATION

Process of enlarging the manufacturing activities of a firm into related products or services with a view normally to obtain economies of scale

Source 3

DOMESTIC MARKETS

Markets confined to one area or country

Source 1

ECONOMIC RETURN

Refers not only to the investment return, but also to the full range of economic benefits accruing from successful ventures

EDUCATION LEVELS

Educational achievements of individuals or groups

EMPLOYMENT GENERATION

Measures by which people secure employment through stimulation of existing industry and creation of new industry

ENGINEERING DESIGN

Use of standard engineering principles and practices in designing a product

Source 1

ENTREPRENEURS

The person or persons actively engaged in organizing and promoting a new project

Source 3

EQUIPMENT SUPPLIERS

Sellers of industrial equipment who also provide technical "advice"

ETHIOPIA

EXPORT PROMOTION

Actions performed by government agencies or other groups to increase sale of local products into world markets

FACTORY DISCIPLINE

Employee acceptance of industrial work situations often in conflict with traditional and cultural mores

FAILURES OF BUSINESSES

Narratives specifically describing factors and causes of failure

FAMILY OWNERSHIP

A firm owned, operated, and directed by a family

FARM MACHINERY INDUSTRY

FEASIBILITY STUDIES

A report containing a detailed examination of the inputs, economic, technical, financial, commercial, and organizational requirements of a project to determine its viability in principle

Source 3

FINANCIAL DATA RELIABILITY

Refers to accuracy of data and integrity of sources upon which financial decisions are made

FINANCING

Actions taken to secure funds to provide support to industry

FINANCING INSTITUTIONS

Institutions responsible for providing financial support to industry

FOREIGN EXCHANGE

Financial mechanism through which firms pay for purchases from foreign countries

FOUNDRY INDUSTRY

FREE TRADE ZONES

An earmarked geographic area where manufactured units are supplied with duty-free imports of inputs exclusively for being processed and exported

Source 3

FURNITURE INDUSTRY

GOVERNMENT LOANS

Loans from the public sector to support the private sector, especially the industrial sector

GOVERNMENT PURCHASING

Purchases by the public sector

HANDICRAFTS

Goods produced by manual skills

HUMAN RELATIONS

The relationship of individuals closely tied in their work, e.g., the manner in which instructions are given and received

Source 2

IMPORT RESTRICTIONS

Government edicts designed to lessen or restrict importation of certain goods

IMPORTS

Goods brought into a country from another country

IMPORT SUBSTITUTION

Process of substituting an imported product by indigenous production

Source 3

INDIA

INDUSTRIAL DEVELOPMENT

The creation of new industries and the expansion of existing industries in a community or region

INDUSTRIAL DEVELOPMENT AGENCY

Organizations supporting industrial development

INDUSTRIAL ESTATES

An industrial area with services

Source 2

INDUSTRIAL ESTATES FOR SMALL INDUSTRY

An industrial area with services designed especially for small industry

Source 2

INDUSTRIAL EXTENSION

Programs for bringing new developments and techniques to the attention of managers and entrepreneurs

Source 1

INDUSTRIAL INFRASTRUCTURE

The capacity of a community to support the needs of the industrial sector

INDUSTRIAL PLANNING

Government planning regarding existing industry and the establishment of new industry

Source 2

INDUSTRIAL RESEARCH

Development of new or improved production methods and products

Source 2

INDUSTRIALIZATION POLICY

Government policy regarding existing industry and the establishment of new industry

Source 2

INFORMATION CENTER

Organizations acquiring, storing, retrieving, and providing access to information

INSTALLMENT CREDIT

A marketing system to provide delivery of goods or services with deferred payments spaced over a period of time

Source 5

INTERNATIONAL ORGANIZATIONS

International organizations providing advice to development projects in the developing countries

INVESTORS

Individuals or organizations willing to provide financial support to entrepreneurs or for expansions

IRAN

IRELAND

JAPAN

KENYA

KOREA

KUWAIT

LABOR-INTENSIVE TECHNOLOGY

A process of production in which there is considerable use of labor in relation to the amount of capital equipment per unit of output

Source 3

LEATHER INDUSTRY

LOW-COST TECHNOLOGY

Technology using low-cost equipment and requiring unsophisticated techniques

MALAWI

MANAGEMENT

Supervision of and responsibility for the performance of others; allocation of labor and capital; decision making

Source 2

MANAGEMENT DEVELOPMENT

The ability of an organization to develop managerial skills through experience or training of a directed and calculated nature

MARKET DEVELOPMENT AND EXPANSION

Development and expansion of a market for goods or services based on market research of some degree

MARKET RESEARCH

The gathering, recording, and analyzing of data about problems relating to the sales and distribution of goods and services

Source 3

MARKETING

The sale and distribution of goods and services

MARKET INFORMATION

Knowledge upon which marketing decisions are made

MECHANIZATION

Application of advanced mechanisms to small-scale industry

MEDIUM-COST TECHNOLOGIES

Technologies using means of greater cost and requiring a more skilled technique than low-cost technologies but not yet reaching levels of advanced skills and technology

MENNONITES-MEDA

METALWORKING INDUSTRY

MIGRATION

The movement of people from one geographic area to another

NETHERLANDS

NIGERIA

ORDER QUANTITY

The number of items delivered to a buyer by industry

PACKAGING

Essentially a marketing function which attempts to increase values by appealing to aesthetic and emotional desires of purchaser by alteration of the strictly utilitarian wrapping or container

PAKISTAN

PARAGUAY

PAYMENTS

Money received for services provided or goods delivered

PHILIPPINES

PLANNING

The devising of a scheme of action to achieve a goal

POLITICAL ASPECTS

The effect governmental factors have on business actions

PRICE CONTROLS

The regulation of prices by government

PRICING

The determination of the sales price of a product

PRICING POLICY

Decisions concerning various pricing alternatives keeping in view their impact on profitability

Source 3

PRODUCT DEVELOPMENT

Measures taken to improve on existing or new products

PRODUCTION TECHNIQUES

Methods of work followed in the operation of equipment to produce goods

PROMOTION OF SMALL-SCALE INDUSTRIES

Use of various activities to create and develop small-scale industries

PURCHASING POWER

The economic capacity of a population to purchase goods and services

QUALITY CONTROL

The procedure of establishing acceptable standards with defined limits of variation in quality of material, size, weight, finish, or other characteristics for goods or services, and maintaining these services

Source 5

RAW MATERIAL

Material not yet changed by a process, by manufacture, or by preparation for consumption

Source 6

REGIONAL COOPERATION

Joint or coordinated action in the economic field among countries of the same region

Source 5

RESOURCE MOBILIZATION

The measures applied to accumulate and allocate the available resources to promote the productive uses of capital toward the development and growth of industrial activity.

Source 3

RURAL DEVELOPMENT

Programs and activities designed to improve life in rural areas

SAUDI ARABIA

SECONDARY EDUCATION

The stage of education which follows primary education and continues until student is qualified for higher education

Source 2

SECONDHAND EQUIPMENT

Previously owned and used equipment

SERVICE CENTERS

Centers established to provide specialized industrial services

SKILLED WORKERS

Workers who through experience or training or both have acquired a high degree of proficiency in the performance of their work

SPIN-OFF

Creation of a new enterprise by employees of an older enterprise

STANDARDIZATION

Establishment of characteristics in a manufacturing plant to reproduce a product identical in physical, dimensional, and other utilitarian qualities

Source 3

SUBCONTRACTING

A system whereby enterprises manufacturing composite products farm out orders for the supply of standardized components and parts to smaller manufacturing establishments

Source 3

SURVEYS

Collections of data on given topics or products

Source 3

TANZANIA

TECHNICAL ASSISTANCE

Aid to industrial firms other than financial, but with a greater emphasis on technological information

TECHNICAL INFORMATION

Scientific, engineering, and technological knowledge needed for the proper operation of industrial processes

TECHNOLOGICAL CHANGES

Changes in the state of technology as a whole or in a particular industrial branch

Source 2

TECHNOLOGY SELECTION

Refers to options of different technology available to decision makers, and often considers choice of labor-intensive or capital-intensive methods

TECHNOLOGY TRANSFER

The application of a technology not previously used by an industry in a given country

TEXTILES INDUSTRY

TOURISM

Commercial activities involved in attracting and serving tourists

Source 5

TRADITIONAL TECHNOLOGY

The accepted and unquestioned industrial process, usually unfettered by standardization

TRAINING

Activities to provide skills and knowledge of a specialized nature

Source 2

TURKEY

TRANSPORTATION

The movement of people and goods and their means of transport and regulation thereto

UGANDA

UJAMAA VILLAGE PROGRAMS

Rural development programs

UNIVERSITY EDUCATION

Higher education

VILLAGE PROGRAMS

Rural development programs

WOODWORKING INDUSTRY

LIST OF KEYWORDS AND CASE HISTORY TITLES

APPRENTICES

- 50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos State of Nigeria
- 50023 Biographical Sketches of African Entrepreneurs and Enterprises

AUSTRALIA

- S6352 A Scheme for Establishing a Small-Scale Foundry Industry

AUTOMOBILE REPAIRING INDUSTRY

- 50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

BANGLADESH

- L9250 The Choice of Technologies in Developing Countries

BOOKKEEPING

- 50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

BREAD INDUSTRY

- 50605 Bread Factory Inc.

BUSINESS OPPORTUNITIES

- 50023 Biographical Sketches of African Entrepreneurs and Enterprises

CAPITAL FORMATION

- 50621 Crafts, Small-Scale Industries and Industrial Education in Tanzania

CAPITAL INVESTMENT

- 50561 Hire-Purchase Loans for the Mechanization of Small-Scale Industries - The Experience of India
- 50605 Bread Factory Inc.

CASTE SYSTEM

- 50010 Roots of Change

CHILE

- 50605 Bread Factory Inc.

COMPETITION

50023 Biographical Sketches of African Entrepreneurs and Enterprises
M2660 Newcrete Products
50605 Excelsior Manufacturing Company

CONSULTANTS

50010 Roots of Change
50511 Domestic Marketing of Small Industry Products
50087 MEDA Projects

CONSUMER BUYING HABITS

50605 Bread Factory Inc.
M2660 How Denca Grew

COOPERATIVES

50023 Biographical Sketches of African Entrepreneurs and Enterprises

COSTS

HD2899 Manufacturing Problems in India
B28-GT

CREDIT INSURANCE

50010 Roots of Change

CULTURAL FACTORS

50010 Roots of Change
50023 Biographical Sketches of African Entrepreneurs and Enterprises

CUSTOMER SERVICE

M2660 Dearby's Engineering Works

DECISION MAKING

L9250 The Choice of Technology in Developing Countries

DELEGATION OF AUTHORITY

M2660 Newcrete Products

DELIVERY SCHEDULES

HD2899 Manufacturing Problems in India
B28-GT

50516 Role of Subcontracting in Small Industries Development in India

DEMONSTRATION CENTERS

50010 Roots of Change

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

50087 MEDA Projects

DEVELOPMENT CENTERS

50478 A Note on Institutions and Facilities for the Development of Small
Industries in West Pakistan

DEVELOPMENT PLANNING

50502 Development Strategy in Countries at Early Stages of Development

50490 Role of Small-Scale Industry in a Strategy for the Development
of the Least Developed Countries

HD2899 Manufacturing Problems in India
B28-GT

DEVELOPMENT POLICY

HD2899 Manufacturing Problems in India
B28-GT

DEVELOPMENT PROJECTS

50010 Roots of Change

DISTRIBUTION NETWORK

50605 Vora & Company

DIVERSIFICATION

50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos
State of Nigeria

M2660 Dearby's Engineering Works

S6352 An Example of a Successful Smaller Enterprise

50605 Excelsior Manufacturing Company

50010 Roots of Change

DOMESTIC MARKETS

- HD2899 Manufacturing Problems in India
B28-GT
- 50621 Crafts, Small-Scale Industries and Industrial Education in
Tanzania
- 50605 Excelsior Manufacturing Company
- 50010 Roots of Change
- 50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos
State of Nigeria
- 50511 Domestic Marketing of Small Industry Products

ECONOMIC RETURN

- L9250 The Choice of Technology in Developing Countries

EDUCATION LEVELS

- 50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos
State of Nigeria

EMPLOYMENT GENERATION

- L9250 The Choice of Technology in Developing Countries

ENGINEERING DESIGN

- 50010 Roots of Change

ENTREPRENEURS

- 50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos
State of Nigeria
- 50023 Biographical Sketches of African Entrepreneurs and Enterprises
- 50605 Selected Marketing Considerations for Small Business Managing
in Developing Countries
- 50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking
- 50621 Crafts, Small-Scale Industries and Industrial Education in
Tanzania
- M2660 Where There's a Will
- 50010 Roots of Change

EQUIPMENT SUPPLIERS

- 50447 Wood Mosaic Factory at Lamao, Bata'an/Philippines
- 50447 Spiral Welded Pipe Factory at Kuwait
- 50447 Match Factory at Riyadh/Saudi Arabia

ETHIOPIA

- 50546 Problems and Possibilities of Small-Scale Industry Extension and Development Finance with Special Reference to the Situation in East Africa

EXPORT PROMOTION

- 50598 The Development of Export-Oriented Industries - The Irish Experience
- 50599 Role of Industrial Free Zones - Case Studies in Asian Countries
- 50352 Leather Tanning and Leather Manufacturing. An Important Small-Scale Industry in India
- M2660 Suiting the Customer
- S6352 The Promotion and Development of Small-Scale Industries Through the Facilities of Industrial Estates in the Republic of Korea

FACTORY DISCIPLINE

- 50010 Roots of Change

FAILURES OF BUSINESSES

- 50087 MEDA Projects
- 50605 Bread Factory, Inc.
- 50447 Wood Mosaic Factory at Lamao, Bata'an/Philippines
- 50447 Spiral Welded Pipe Factory at Kuwait
- 50447 Match Factory at Riyadh/Saudi Arabia
- 50605 Excelsior Manufacturing Company
- 50621 Crafts, Small-Scale Industries and Industrial Education in Tanzania
- 50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos State of Nigeria

FAMILY OWNERSHIP

- 50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos State of Nigeria
- M2660 Suiting the Customer
- 50010 Roots of Change

FARM MACHINERY INDUSTRY

M2660 Duleek Engineering Works

FEASIBILITY STUDIES

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

50087 MEDA Projects

FINANCIAL DATA RELIABILITY

50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos State of Nigeria

FINANCING

50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos State of Nigeria

50010 Roots of Change

50023 Biographical Sketches of African Entrepreneurs and Enterprises

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

50561 Hire-Purchase Loans for the Mechanization of Small-Scale Industries - The Experience of India

M2660 Duleek Engineering Works

50546 Problems and Possibilities of Small-Scale Industry Extension and Development Finance with Special Reference to the Situation in East Africa

50023 Biographical Sketches of African Entrepreneurs and Enterprises

M2660 Where There's a Will

M2660 Dearby's Engineering Works

FINANCING INSTITUTIONS

50546 Problems and Possibilities of Small-Scale Industry Extension and Development Finance with Special Reference to the Situation in East Africa

FOREIGN EXCHANGE

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

FOUNDRY INDUSTRY

S6352 A Scheme for Establishing a Small-Scale Foundry Industry

FREE TRADE ZONES

50599 Role of Industrial Free Zones - Case Studies in Asian Countries

FURNITURE INDUSTRY

M2660 Where There's a Will

GOVERNMENT LOANS

50023 Biographical Sketches of African Entrepreneurs and Enterprises

GOVERNMENT PURCHASING

50511 Domestic Marketing of Small Industry Products

HANDICRAFTS

50010 Roots of Change

50023 Biographical Sketches of African Entrepreneurs and Enterprises

50478 A Note on Institutions and Facilities for the Development of
Small Industries in West Pakistan

50621 Crafts, Small-Scale Industries and Industrial Education in
Tanzania

HUMAN RELATIONS

50516 Role of Subcontracting in Small Industries Development in India

IMPORT RESTRICTION

50511 Domestic Marketing of Small Industry Products

IMPORTS

HD2899 Manufacturing Problems in India
B28-GT

50352 Leather Tanning and Leather Manufacturing. An Important Small-
Scale Industry in India

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

IMPORT SUBSTITUTION

50511 Domestic Marketing of Small Industry Products

INDIA

HD2899 Manufacturing Problems in India
B28-GT

50010 Roots of Change

56352 A Scheme for Establishing a Small-Scale Foundry Industry

- 50561 Hire-Purchase Loans for the Mechanization of Small-Scale Industries - The Experience of India
- 50516 Role of Subcontracting in Small Industries Development in India
- 50605 Vora & Company
- 50605 Excelsior Manufacturing Company

INDUSTRIAL DEVELOPMENT

- 50460 Industrialization in Kenya - A Case Study
- 50010 Roots of Change

INDUSTRIAL DEVELOPMENT AGENCIES

- 50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking
- 50010 Roots of Change

INDUSTRIAL ESTATES

- 50010 Roots of Change
- 50478 A Note on Institutions and Facilities for the Development of Small Industries in West Pakistan
- S6352 Leather Tanning and Leather Manufacturing. An Important Small-Scale Industry in India
- S6352 The Promotion and Development of Small-Scale Industries Through the Facilities of Industrial Estates in the Republic of Korea

INDUSTRIAL ESTATES FOR SMALL-SCALE INDUSTRY

- 50473 A Brief Description and Evaluation of Pakistan's Experience in Small Industries Development

INDUSTRIAL EXTENSION

- 50546 Problems and Possibilities of Small-Scale Industry Extension and Development Finance with Special Reference to the Situation in East Africa
- 50478 A Note on Institutions and Facilities for the Development of Small Industries in West Pakistan
- 50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking
- 50621 Crafts, Small-Scale Industries and Industrial Education in Tanzania

INDUSTRIAL INFRASTRUCTURE

- HD2899 Manufacturing Problems in India
- B2C-GT

INDUSTRIAL PLANNING

50490 Role of Small-Scale Industry in a Strategy for the Development of
 the Least Developed Countries

INDUSTRIALIZATION POLICY

HD2899 Manufacturing Problems in India
B28-GT

INDUSTRIAL RESEARCH

50010 Roots of Change

INFORMATION CENTERS

50010 Roots of Change

INSTALLMENT CREDIT

50561 Hire-Purchase Loans for the Mechanization of Small-Scale Indus-
 tries - The Experience of India

INTERNATIONAL ORGANIZATIONS

50605 Bread Factory, Inc.

INVESTORS

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

IRAN

S6352 A Brief Discussion on the Merging of Small Industries in Iran

IRELAND

50598 The Development of Export-Oriented Industries - The Irish
 Experience

M2660 Suiting the Customer

M2660 Selling the Shannon Abroad

M2660 Where There's a Will

M2660 Duleek Engineering Works

M2660 West End Knitwear

M2660 Derby's Engineering Works

M2660 Newcrete Products

INVESTORS

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

JAPAN

S6352 An Example of a Successful Smaller Enterprise

KENYA

50546 Problems and Possibilities of Small-Scale Industry Extension and Development Finance with Special Reference to the Situation in East Africa

50460 Rural Industrialization in Kenya - A Case Study

KOREA

S6352 The Promotion and Development of Small-Scale Industries Through the Facilities of Industrial Estates in the Republic of Korea

KUWAIT

50447 Spiral Welded Pipe Factory at Kuwait

LABOR-INTENSIVE TECHNOLOGY

50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos State of Nigeria

LEATHER INDUSTRY

50010 Roots of Change

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

LOW-COST TECHNOLOGY

L9250 The Choice of Technology in Developing Countries

MALAWI

50546 Problems and Possibilities of Small-Scale Industry Extension and Development Finance with Special Reference to the Situation in East Africa

MANAGEMENT

50021 Woodworking, Metalworking, Auto Repairs, Textiles, and Leatherworking

M2660 Selling the Shannon Abroad

M2660 Newcrete Products

S6352 An Example of a Successful Smaller Enterprise

50605 Vora & Company
HD2899 Manufacturing Problems in India
B28-GT

MANAGEMENT DEVELOPMENT

M2660 Dearby's Engineering Works
M2660 West End Knitwear

MARKET DEVELOPMENT AND EXPANSION

M2660 How Denca Grew
M2660 Where There's a Will
M2660 Newcrete Products
S6352 An Example of a Successful Smaller Enterprise
50605 Vora & Company

MARKET RESEARCH

M2660 How Denca Grew

MARKETING

50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos
 State of Nigeria
50511 Domestic Marketing of Small Industry Products
50605 Selected Marketing Considerations for Small Business Managing in
 Developing Countries
50087 MEDA Projects
50510 Domestic Marketing of Small Industry Products in Turkey
M2660 Suiting the Customer
M2660 Selling the Shannon Abroad
M2660 West End Knitwear
50605 Vora & Company
50605 Excelsior Manufacturing Company

MARKET INFORMATION

50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos
 State of Nigeria
50510 Domestic Marketing of Small Industry Products in Turkey

MECHANIZATION

50561 Hire-Purchase Loans for the Mechanization of Small-Scale Industries -
 The Experience of India

MEDIUM-COST TECHNOLOGY

L9250 The Choice of Technology in Developing Countries

MENNONITES - MEDA

50087 MEDA Projects

METALWORKING INDUSTRY

50021 Woodworking, Metalworking, Auto Repairs, Textiles, and Leatherworking

50516 Role of Subcontracting in Small Industries Development in India

MIGRATION

50087 MEDA Projects

NETHERLANDS

M2660 How Denca Grew

NIGERIA

50622 Small-Scale Industries, Mid-Western State, Kwara State and Lagos State of Nigeria

50511 Domestic Marketing of Small Industry Products

50021 Woodworking, Metalworking, Auto Repairs, Textiles and Leatherworking

ORDER QUANTITY

M2660 How Denca Grew

PACKAGING

50605 Vora & Company

PAKISTAN

50478 A Note on Institutions and Facilities for the Development of Small Industries in West Pakistan

50473 A Brief Description and Evaluation of Pakistan's Experience in Small Industries Development

PARAGUAY

50087 MEDA Projects

PAYMENTS

50516 Role of Subcontracting in Small Industries Development in India

PHILIPPINES

50447 Wood Mosaic Factory at Lamao, Bata'an/Philippines

PLANNING

M2660 Selling the Shannon Abroad

M2660 Newcrete Products

POLITICAL ASPECT

50021 Woodworking, Metalworking, Auto Repairs, Textiles, and Leatherworking

PRICE CONTROLS

50511 Domestic Marketing of Small Industry Products

PRICING

50516 Role of Subcontracting in Small Industries Development in India

50447 Spiral Welded Pipe Factory at Kuwait

50605 Bread Factory, Inc.

PRICE POLICY

50510 Domestic Marketing of Small Industry Products in Turkey

PRODUCT DEVELOPMENT

M2660 Duleek Engineering Works

M2660 Newcrete Products

PRODUCTION TECHNIQUES

50021 Woodworking, Metalworking, Auto Repairs, Textiles, and Leatherworking

M2660 West End Knitwear

PROMOTION OF SMALL-SCALE INDUSTRIES

S6352 The Promotion and Development of Small-Scale Industries Through the Facilities of Industrial Estates in the Republic of Korea

PURCHASING POWER

50621 Crafts, Small-Scale Industries and Industrial Education in Tanzania

QUALITY CONTROL

HD2899 Manufacturing Problems in India

B28-GT

50511 Domestic Marketing of Small Industry Products

M2660 Where There's a Will
M2660 Duleek Engineering Works
M2660 Dearby's Engineering Works
M2660 Newcrete Products
50447 Wood Mosaic Factory at Lamao, Bata'an/Philippines
50447 Spiral Welded Pipe Factory at Kuwait
50516 Role of Subcontracting in Small Industries Development in India
50010 Roots of Change

RAW MATERIAL

50621 Crafts, Small-Scale Industries and Industrial Education in Tanzania

REGIONAL COOPERATION

50546 Problems and Possibilities of Small-Scale Industry Extension and Development Finance with Special Reference to the Situation in East Africa

RESOURCE MOBILIZATION

50473 A Brief Description and Evaluation of Pakistan's Experience in Small Industries Development
50502 Development Strategy in Countries at Early Stages of Development

RURAL DEVELOPMENT

S9330 The UJAMAA Village Program in Tanzania: New Forms of Rural Development

SAUDI ARABIA

50447 Match Factory at Riyadh/Saudi Arabia

SECONDARY EDUCATION

50010 Roots of Change

SECONDHAND EQUIPMENT

50087 MEDA Project

SERVICE CENTERS

50478 A Note on Institutions and Facilities for the Development of Small Industries in West Pakistan
50352 Leather Tanning and Leather Manufacturing. An Important Small-Scale Industry in India

SKILLED WORKERS

50621 Crafts, Small-Scale Industries and Industrial Education in Tanzania

SPIN-OFF

HD2899 Manufacturing Problems in India
B28-GT

STANDARDIZATION

50511 Domestic Marketing of Small Industry Products

SUBCONTRACTORS

HD2899 Manufacturing Problems in India
B28-GT

50023 Biographical Sketches of African Entrepreneurs and Enterprises

50520 Subcontracting - An Analysis of International Experiences
(26 countries)

50516 Role of Subcontracting in Small Industries Development in India

S6352 An Example of a Successful Smaller Enterprise

50510 Domestic Marketing of Small Industry Products in Turkey

SURVEYS

50510 Domestic Marketing of Small Industry Products in Turkey

TANZANIA

50546 Problems and Possibilities of Small-Scale Industry Extension and
Development Finance with Special Reference to the Situation in
East Africa

50621 Crafts, Small-Scale Industries and Industrial Education in Tanzania

S9330 The UJAMAA Village Program in Tanzania: New Forms of Rural Develop-
ment

TECHNICAL ASSISTANCE

50511 Domestic Marketing of Small Industry Products

50352 Leather Tanning and Leather Manufacturing. An Important Small-
Scale Industry

S9330 The UJAMAA Village Program in Tanzania: New Forms of Rural Develop-
ment

50447 Wood Mosaic Factory at Lamao, Bata'an/Philippines

50447 Match Factory at Riyadh/Saudi Arabia

TECHNICAL INFORMATION

M2660 Dearby's Engineering Works

TECHNOLOGICAL CHANGES

S6352 An Example of a Successful Smaller Enterprise

TECHNOLOGY SELECTION

L9250 The Choice of Technology in Developing Countries

TECHNOLOGY TRANSFER

HD2899 Manufacturing Problems in India
B28-GT

50605 Bread Factory, Inc.

50447 Wood Mosaic Factory at Lamao, Bata'an/Philippines

TEXTILE INDUSTRY

50021 Woodworking, Metalworking, Auto Repair, Textiles, and Leatherworking

TOURISM

M2660 Selling the Shannon Abroad

TRADITIONAL TECHNOLOGY

50010 Roots of Change

TRAINING

50546 Problems and Possibilities of Small-Scale Industry Extension and
Development Finance with Special Reference to the Situation in
East Africa

50010 Roots of Change

50023 Biographical Sketches of African Entrepreneurs and Enterprises

50021 Woodworking, Metalworking, Auto Repair, Textiles and Leatherworking

M2660 West End Knitwear

M2660 Dearby's Engineering Works

TRANSPORTATION

50087 MEDA Project

50605 Vora & Company

50621 Crafts, Small-Scale Industries and Industrial Education in Tanzania

TURKEY

50510 Domestic Marketing of Small Industry Products in Turkey

UGANDA

- 50546 Problems and Possibilities of Small-Scale Industry Extension and
Development: Finance with Special Reference to the Situation in
East Africa

UJAMAA VILLAGE PROGRAM

- S9330 The UJAMAA Village Program in Tanzania: New Forms of Rural Develop-
ment

UNIVERSITY EDUCATION

- 50010 Roots of Change

VILLAGE PROGRAMS

- S9330 The UJAMAA Village Program in Tanzania: New Forms of Rural Develop-
ment

WOODWORKING INDUSTRY

- 50021 Woodworking, Metalworking, Auto Repair, Textiles and Leatherworking