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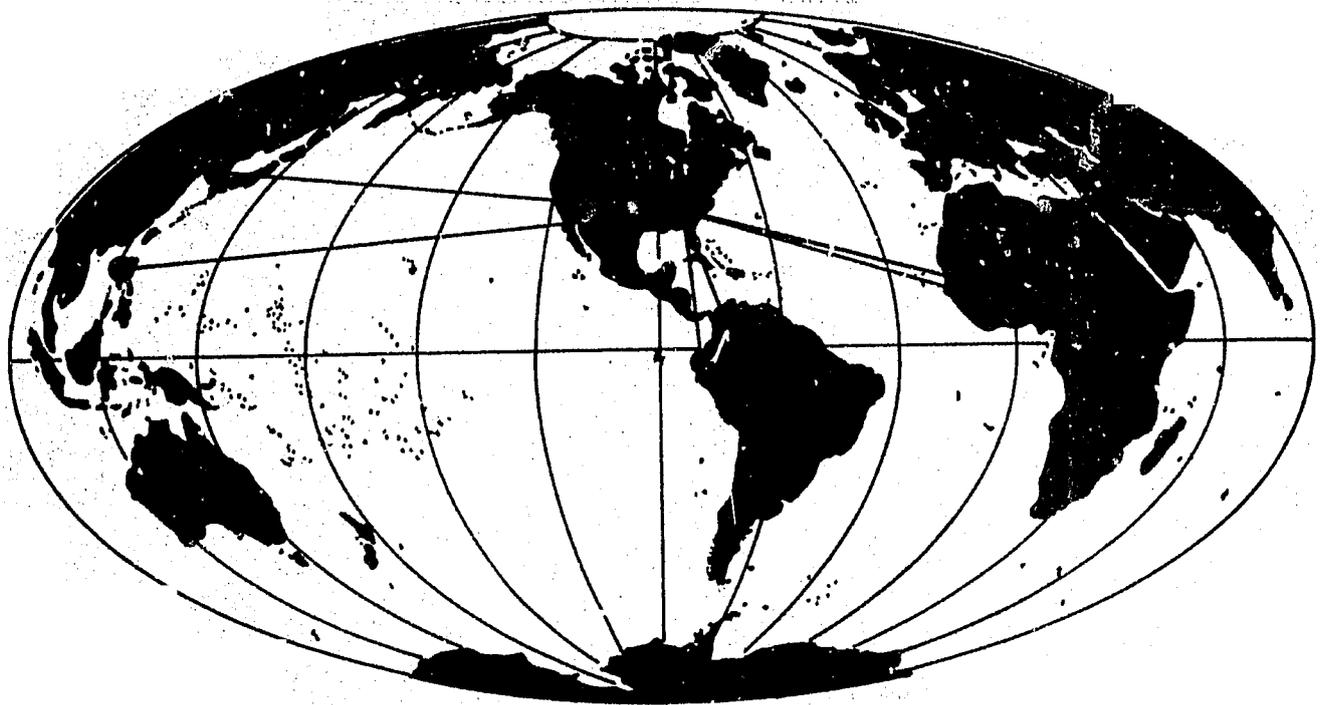
9. ABSTRACT

This directory of 31 organizations in 18 countries, plus 16 individual consultants in 10 countries, was compiled by the Economic Development Laboratory of the Georgia Institute of Technology from responses to a questionnaire mailed to readers of EDL's Small Industry Development Network Newsletter. It lists organizations and individuals experienced and currently interested in assisting, on a contract basis, the development of small rural industries in developing countries. The entry for each organization lists its name, address, phone, cable name, name of person to contact, geographic areas of interest, staff size, language capabilities, representative project experience, and fields of capability. Similar information is listed for the 16 individual consultants. This publication was designed as a pilot project for a more comprehensive directory. "Small rural industries" was defined as agro-industrial establishments of 20 or fewer employees; "assistance" was defined as a systems approach to aspects of technical and managerial assistance.

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EMPLOYMENT GENERATION THROUGH STIMULATION OF SMALL INDUSTRIES



**DIRECTORY OF CONSULTANTS
TO SMALL RURAL INDUSTRIES**

**GEORGIA INSTITUTE OF TECHNOLOGY
ATLANTA, GEORGIA**

DIRECTORY OF CONSULTANTS TO SMALL RURAL INDUSTRIES
Kay Ellen Auciello and Richard Johnston, compilers
October 1975 47 p.

Georgia Institute of Technology
Engineering Experiment Station
Economic Development Laboratory
Atlanta, Georgia 30332

This compilation of 48 international individuals and organizations interested and experienced in assisting, on a contract basis, the development of small rural industries in developing countries was gathered from responses to a questionnaire designed by the compilers. "Small rural industries" were defined as agro-industrial establishments of 20 or fewer employees and "assistance" as a systems approach to aspects of technical and managerial assistance. Each listing includes information on address, telephone and cable, principal contact, professional staff size, language capability, project experience, and fields of capability. This publication was designed as a pilot project for a more comprehensive directory.

Project B-414

DIRECTORY OF CONSULTANTS
TO SMALL RURAL INDUSTRIES

Compiled by
Kay Ellen Auciello
and
Richard Johnston

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funding provided by the U. S. Agency for
International Development under a 211(d) grant.*

Economic Development Laboratory
ENGINEERING EXPERIMENT STATION
Georgia Institute of Technology
Atlanta, Georgia
October 1975

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INTRODUCTION

The Directory of Consultants to Small Rural Industries is the first attempt of the Economic Development Laboratory (EDL), formerly the Industrial Development Division (IDD), of the Engineering Experiment Station at the Georgia Institute of Technology to compile a listing of experienced individuals and organizations currently interested and experienced in assisting, on a contract basis, the development of small rural industries in developing countries.

For this purpose, "small rural industries" are defined as agro-industrial establishments of 20 or fewer employees and "assistance" as a systems approach to aspects of technical and managerial assistance.

A questionnaire outlining the appropriate information needed was mailed to readers of IDD's Small Industry Development Network Newsletter. Those individuals and organizations who responded with sufficient data are included in this publication.

The Directory is divided into two sections, Organizations and Individuals. Each entry is arranged alphabetically by the country in which its headquarters are located. Editing of replies occurred primarily in the section referring to project experience. Each entry was limited to five representative projects.

It is hoped that this first listing of small-scale industry consultants will generate interest in the compilation of a more complete directory. Your comments are invited.

CONSULTANT LISTINGS: ORGANIZATIONS

CANADA

FEROCEM INTERNATIONAL CO., LTD.
1105 Normandy Cres.
Ottawa K2R 5A3, Ontario, Canada
Telephone: (613) 224-5-55 Cable: Ferocem Ottawa

Contact: Dr. G. W. Bigg.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 6.

Language Capabilities: German, Dutch, English, Hindustani, Japanese, Malay (Indonesian), French.

Representative Project Experience:

1972/74 - Chittagong, Bangladesh; Ferro-cement Boatyard; boatyard development; CHF/CIDA funded, \$300,000.

1973/75 - Trengganu, Malaysia; Ferro-cement Training Program; small-scale industry development (watertanks, cattle trough, boats); locally funded, \$20,000.

Fields of Capability: Ferro-cement technology, industry, design and development.

COLOMBIA

FUNDACION PARA EL FOMENTO DE LA INVESTIGACION CIENTIFICA Y TECNOLOGICA
Carrera 11A, No. 69-75 or
Apartado Aereo No. 27872
Bogota, Colombia
Telephone: 55-15-23/55-16-03 Cable: Ficitec A.A. 27872

Contact: Ing. Guillermo Llinas.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 12.

Language Capabilities: English, Spanish.

Representative Project Experience:

1971 - Cauca; Empaques del Cauca; technological process; \$50,000.

1973 - Ibaque; Enciso; agriculture machinery; \$150,000.

1973 - Valle; Covalle; garment industry; \$300,000.

1973 - Cucuta; Cucuta y Otras Ciudades Intermedias; village technology;
\$1,000,000.

1974 - Caldas; Fanal; accounting systems; \$150,000.

Fields of Capability: Production administration, finance, accounting, marketing, machine design, production techniques, technical information.

COSTA RICA

INSTITUTO NACIONAL DE FOMENTO Y ASESORIA MUNICIPAL
P. O. Box 1439
San Jose, Costa Rica
Telephone: 22-96-50/23-37-77 Cable: IFAM

Contact: Dr. Oscar Padilla-Sellen.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 30.

Language Capabilities: Spanish, English, French.

Representative Project Experience:

1967 - Costa Rica; National Institute of Learning; \$10,000,000.

1973 - San Isidro; Regional Development of the Valle de El General.

1974/75 - 20 Plans of Local Development in rural areas (General Director).

1975 - Coordination of the National Program for Rural Industries (with other national agencies).

Fields of Capability: Coordination and general management of projects.

ECUADOR

CENTRO DE DESARROLLO INDUSTRIAL DEL ECUADOR (CENDES)

P. O. Box 5833

Guayaquil, Ecuador

Telephone: 307628 Cable: CENDES-Guayaquil

Contact: Dr. Victor Martinez - Servicio de Informacion Tecnica.

Will Work in the Following Areas: Latin America.

Professional Staff Size: 7.

Language Capabilities: Spanish, English.

Representative Project Experience: Experience in the development of information dissemination activities for small industry and implementation of industrial data bank for promotion activities, feasibility studies and industrial development programs.

Fields of Capability: Food technology, chemical industry, industrialization of agricultural projects.

ENGLAND

INTERMEDIATE TECHNOLOGY DEVELOPMENT GROUP, LTD.
Parnell House
25 Wilton Road, Victoria
London, SW1V 1JS, England
Telephone: 828-5791/4 Cable: IT/DEV London S W1

Contact: D. H. Frost.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 100.

Language Capabilities: English, French, Spanish, major African languages.

Representative Project Experience:

1971/73 - Nigeria; research into establishment of light industry/production training capability and setting up of prototype workshop.

1974 - Pakistan; techno-economic feasibility study of mini-plants for a wide range of products.

1974 - Guyana; survey and report on development of small industries using natural resources/waste products.

1974 - Tanzania; survey and recommendations on possibilities for small industry development.

1975 - Sudan; establishment of ferro-cement boat building production and training programme.

Fields of Capability: Agriculture, building, chemistry and chemical engineering, co-operatives, forestry and forest products, power, textiles, food technology, grass manufacture, ferro-cement, production training.

OVERSEAS DEVELOPMENT GROUP
University of East Anglia
Norwich, NR4 7TJ, England
Telephone: (0603) 57880 Cable: ODG UEA NORWICH

Contact: The Director.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 24

Language Capabilities: English, African languages.

(continued)

ENGLAND (continued)

Representative Project Experience:

1969/71 - Malaysia; Jahor Tenggara Regional Master Plan.

1970/72 - Kenya; research on data collection and applied research priorities for improved agricultural planning procedures.

1970/72 - Saudi Arabia; Western Regional Plan.

1972 - Papua, New Guinea; UNDP/IBRD Mission on Strategies for the Next Development Programme.

1973 - ODA-financed research programme on the impact of road construction on income distribution in Nepal.

Fields of Capability: Development planning, management, finance, regional development, rural development programmes, natural resources use planning, population policies, education and manpower planning, development of industry, tourism, transport, project identification, appraisal and evaluation.

FRANCE

SOCIETE D'AIDE TECHNIQUE ET DE COOPERATION (SATEC)

110 rue de l'Universite

75007 Paris, France

Telephone: 551-49-79 Cable: Cresag Paris Telex: 20-339-F

Contact: J. L. Fabre.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 25.

Language Capabilities: French, English.

Representative Project Experience:

1963/70 - Algeria; Promotion of Small and Medium-Scale Industry.

1967/75 - Cameroon; Development of Small-Scale Industry; \$750,000 per year.

1973/75 - Chad; Bureau de Promotion Industrielle du Tchad; UNIDO/PNUD.

1974/75 - Dahomey; Development of Small-Scale Industry; \$75,000 per year.

1974/75 - Niger; Development of Small-Scale Industry; \$75,000 per year.

Fields of Capability: Agricultural and agro-industrial development (stock breeding, irrigated areas, etc.); promotion of small and medium-sized industrial firms (especially in the fields of food products, building materials and staple goods); development of sea fishing.

GHANA

TECHNOLOGY CONSULTANCY CENTRE
University of Science and Technology
Private Mail Bag
Kumasi, Ghana
Telephone: 5351, Ext. 308 Cable: KUMASITECH

Contact: Dr. B. A. Ntim.

Will Work in the Following Areas: Africa, Asia.

Language Capabilities: English.

Representative Project Experience:

1972 - Ghana; soap manufacture; 100 tons/year; \$50,000.

1974 - Ghana; plain cloth weaving on a broadloom; \$10,000.

1974 - Ghana; bolts and nuts manufacture; 30,000 sets; \$30,000.

Fields of Capability: Bar soap production, production management, fish smoking.

HONDURAS

CENTRO COOPERATIVO TECNICO INDUSTRIAL
Apartado Postal #703
Tegucigalpa, Honduras
Telephone: 22-40 50 22-91 91 Cable: CENTEC

Contact: Dorcas G. de Gonzalez, Director.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 27.

Language Capabilities: Spanish, English.

Representative Project Experience: Much experience on varied investment levels in the following areas: sugarcane industrialization, sisal, ceramics, wood furniture, dry flowers, tinware, saddlery, gold or silver work, fibers or textile work. Various project locations.

Fields of Capability: Mechanical engineering, business administration, industrial engineering, chemical engineering.

INDIA

APPROPRIATE TECHNOLOGY DEVELOPMENT UNIT

Gandhian Institute of Studies

P. O. Box 116

Rajghat, Varanasi, U. P., India

Telephone: Office-62182 Residence-52513 Cable: STUDIES

Contact: M. M. Hoda, Head.

Will Work in the Following Areas: Africa, Asia, Latin America.

Will Not Work in the Following Countries: China, Pakistan, Israel, Spain, Portugal.

Professional Staff Size: 5.

Language Capabilities: English, Hindi.

Representative Project Experience:

1972/75 - India; Development of Appropriate Technologies for Rural Areas; collection of information, preparation of directory, research, collaboration with universities, IIT and research institutions.

Fields of Capability: Rural and small unit technologies, e.g., agro-tools, agro-processing, basic village industries, food preservation, irrigation and water management, soil conservation, material handling and transport, decentralized sources of power and energy, health and hygiene, community living and culture, education and training, building and construction, business and management.

SRI M. K. GARG

C-10/1, River Bank Colony

Lucknow, India

Telephone: 26969 Cable: GARG, C-10/1, River Bank Colony, Lucknow

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 4.

Language Capabilities: English.

Representative Project Experience:

1942/74 - Khurja (Bulandshahr), Chinhath (Lucknow), Phoolpur (Allahabad); manufacture of white-wares or tablewares on cottage scale; about Rs. 10 Lakhs.

1957 - Manufacture of direct consumption sugar on small scale, i.e., mini sugar technology; from one pilot project unit started at Ghosi dist. Azamgarh (India),

(continued)

INDIA (continued)

this technology has expanded into 2,000 units in India in various states; still carrying on consultancy work throughout India.

1962/66 - Lucknow; Development of Bio-gas for Rural Areas; research carried out for increasing the efficiency of these plants with a budget of about Rs. 1 Lakh.

1962/67 - Lucknow; development of bullock-driven water lift device and agricultural implements; Rs. 1 Lakh.

1966/72 - Mohanlalganj dist. Lucknow; manufacture of portland cement on small scale; Rs. 20 Lakhs.

M. S. IYENGAR & ASSOCIATES (P) LTD.
D. II/4, N.P.L. Quarters
Dr. K. S. Krishnan Road
New Delhi - 110060, India
Telephone: 584018 Cable: IYCON

Contact: Dr. M. S. Iyengar.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 10.

Language Capabilities: English.

Representative Project Experience:

1964/73 - Design and development of various industrial processes for rural areas; \$3 million.

Fields of Capability: Feasibility studies, project design and engineering, commissioning of plants, training of personnel for the following fields: agro-industries, cement, paper, building materials, chemicals, pharmaceuticals, medicinal plants, food processing.

IRELAND

IRISH MANAGEMENT INSTITUTE
Sandyford Road
Dublin 14, Ireland
Telephone: 983911

Contact: Gerald F. Smyth.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 6.

Language Capabilities: English, Spanish.

Representative Project Experience:

1970/75 - Ireland; developing managers in small firms.

1970/75 - Ireland; training potential entrepreneurs.

1970/75 - Nairobi, Kenya; training entrepreneurs.

1970/75 - Ireland and Africa; in-company development work.

Fields of Capability: Food and co-operatives, distributive trades, transport, engineering, printing, construction.

KILKENNY DESIGN WORKSHOPS
Castle Yard
Kilkenny, Ireland
Telephone: 056-22118

Contact: W. H. Walsh, Executive Chairman.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 12.

Language Capabilities: English, French, Spanish.

Representative Project Experience:

1973 - Colombia; industrial design.

Involved in establishing 10 small manufacturers who have branched off from the workshops into the surrounding district; they include jewellers and silver-smiths, pottery, graphic studio, candlemaking, stone cutting and polishing.

Fields of Capability: Small skill-dependent industries with design content, export and marketing.

KOREA

TECHNO-ECONOMICS GROUP

Korea Institute of Science and Technology

39-1, Hawolkkok-dong, Sungbuk-ku

Seoul, Korea

Telephone: 97-8801 Cable: KISTROK Telex: KISTROK K27380

Contact: Seong Jae Yu.

Will Work in the Following Areas: Asia, Latin America.

Will Not Work in the Following Countries: Communist countries.

Professional Staff Size: 20.

Language Capabilities: English, Korean.

Representative Project Experience:

1973 - Taejon, Korea; feasibility study on the processing of chestnuts; \$20,000.

1974 - Korea; feasibility study on making sweet potatoes into feedstuff; \$6,000.

1975 - Western Sumatra; feasibility study on the fermentation of cassava as alcohol in Indonesia; \$8,000.

Fields of Capability: Production management, marketing management and survey, financial analysis and feasibility study, product mix and selection, diagnosis and guidance on management, plant site selection and layout.

MEXICO

CENTRO DE INVESTIGACIONES Y ASISTENCIA TECHNOLOGICA DEL ESTADO DE OAXACA
Carlos Ma. Bustamante Esq. con Burgoa (interior)
Oaxaca, Mexico
Telephone: 6-30-55

Contact: Ing. Joaquin Enrique Gomez Alvarez.

Language Capabilities: Spanish, English.

Representative Project Experience:

1975 - Oaxaca, Mexico; Small Canning Plant; agro-industrial; \$2,800,000.

Fields of Capability: Engineering services - food technology, chemical engineering, mechanical and electrical engineering; laboratory services - mineralogy, microbiology, bromatology, edafology; information services - basic data center.

CENTRO NACIONAL DE PRODUCTIVIDAD
Nazas 23-902
Mexico 5, D. F., Mexico
Telephone: 535-10-40 Cable: CENAPRO

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 8.

Language Capabilities: Spanish, English.

Representative Project Experience:

1973 - Tlaxcala; Plan Tlaxcala; potential for different levels for rural industries.

Many programs referring to industry potential.

Fields of Capability: Food technology administration, rural industry planning, farm management.

NIGERIA

DEPARTMENT OF MARKETING
University of Nigeria
Enugu, Nigeria
Telephone: 3081, Ext. 12

Contact: Dr. J. O. Onah.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 4.

Language Capabilities: English.

Representative Project Experience:

1973 - Nigeria; Management Practice in Developing Countries; \$10,000.

1974 - Nigeria; Marketing Management Cases; \$5,000.

1974 - Nigeria; A Survey of Management Development and Training; \$20,000.

1975 - Nigeria; Petrol Marketing; \$20,000.

Fields of Capability: Marketing management, food marketing, marketing research, agricultural marketing, public relations, advertising.

PERU

CENTRO NATIONAL DE PRODUCTIVIDAD (CENIP)
Jr. Zepita 423 - 5 Piso
Lima, Peru
Telephone: 3100070 Cable: P. O. Box 5442

Contact: Ing. Paolo de Lorenzi Sussana, Jefe General.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 6.

Language Capabilities: Spanish.

Representative Project Experience:

1973 - Lima; industrial activities of the country in urban and rural areas, model of rural industrialization, effects of rural industrialization on the available manpower, migration and rural industrialization, rural and agrarian industrialization; the region of Valle de Ica, political and legislative measures for the promotion of rural industrialization.

Fields of Capability: Productivity studies of industrial sectors and agricultural technical assistance, finance.

PHILIPPINES

DEPARTMENT OF AGRICULTURAL ENGINEERING
International Rice Research Institute (IRRI)
P. O. Box 933
Manila, Philippines
Cable: Ricefound, Manila Telex: 7425365 via ITT 2456 via RCA

Contact: A. U. Khan.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 3.

Representative Project Experience:

1967/present - Los Banos, Laguna, Philippines; IRRI Machinery Development Project; development of small farm machines for local manufacture in the LDC.

Fields of Capability: Agricultural machinery design, development and production.

UNITED STATES

ACCION INTERNATIONAL TECNICA (AITEC)
10C Mount Auburn Street
Cambridge, Massachusetts 02138
Telephone: (617) 492-4930 Cable: ACCIONUSACAMBRIDGEMASS

Contact: John C. Hammock.

Will Work in the Following Areas: Africa, Latin America.

Professional Staff Size: 8 plus approximately 10 short-term consultants.

Language Capabilities: Spanish, English.

Representative Project Experience:

1969/present - Venezuela; Centro de Estudios Sociales; manpower training for small business employees; \$20,000.

1970/72 - Colombia; ACCION en Colombia; small business/cooperative development; \$40,000.

1973/present - Guayas Basin, Ecuador; Agribusiness Development; establishment of wholesale marketing and transportation system; rationalization of food production/distribution system; promotion of rural cooperatives; \$240,000.

1973/present - Recife, Brazil; Uniao Nordestina de Assistencia a Pequenas Organizacoes (UNO); promotion of micro-industries through extension of credit and technical assistance; \$200,000.

1975/present - Colombia; FICITEC; technical assistance to FICITEC in training and evaluation components of small business development; \$63,000.

Fields of Capability: Production management, manpower training, marketing, transportation systems, supervised credit, evaluation, cooperativism, applied research, appropriate technology. Provides technical assistance and serves a resource broker/coordinator function to rationalize the maximum use of available resources.

DEVELOPING WORLD INDUSTRY AND TECHNOLOGY
919 18th Street, N. W., Suite 800
Washington, D. C. 20006
Telephone: (202) 296-4680 Cable: DEWIT

Contact: Dr. Jack Baranson.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 3.

(continued)

UNITED STATES (continued)

Language Capabilities: English, Spanish, Portuguese, French.

Representative Project Experience:

The following projects were performed during 1972/74.

Sao Paulo, Brazil; National Academy of Sciences; advise USAID Mission on a proposed scheme for utilizing a technology fund in support of economic development.

Washington, D. C., U.S.A.; National Academy of Sciences, Board on Science and Technology for International Development; need and feasibility for an International Industrialization Institute for the benefit of developing countries, appropriate technologies for developing economies, and the role of financial institutions in technological support of economic development.

Rio de Janeiro, Brazil; Government of Brazil, Ministry of Planning, Studies and Projects Agency (FINEP); role of state enterprises in advancement of domestic capital goods industry.

Karachi, Pakistan; World Bank Economic Survey Mission to Pakistan; role of technology in industrial sector development.

Mexico City, Mexico; Mexican Government, National Council of Science and Technology (CONACYT); formulating policy studies in the technology transfer field.

Fields of Capability: Technology acquisition policy and planning, industrial technology, export promotion, zone management systems, industrial investment, sector development programs.

DEVELOPMENT ALTERNATIVES, INC.
1823 Jefferson Place, N. W.
Washington, D. C. 20036
Telephone: (202) 833-8140 Cable: DEVALT

Contact: Donald R. Mickelwait, President.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 8.

Language Capabilities: English, Spanish, French, Thai, Lao.

Representative Project Experience:

1974/75 - 12 countries in Africa and Latin America; Research on Determinants of Local Involvement; examination of 81 rural projects and sub-projects (AID).

(continued)

UNITED STATES (continued)

1973/76 - Latin America; Information Systems; design of information systems (allocation, monitoring, evaluation) for rural industry projects.

Fields of Capability: Project design, project organization, project planning, project implementation and local involvement. Information systems to support and improve rural industrial projects.

ECONOMIC DEVELOPMENT LABORATORY
(INDUSTRIAL DEVELOPMENT DIVISION)
Engineering Experiment Station
Georgia Institute of Technology
Atlanta, Georgia 30332
Telephone: (404) 894-3800 Cable: ENGEXPSTAT

Contact: Ross W. Hammond, Director.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 44 (175 total in Engineering Experiment Station).

Language Capabilities: English, Spanish, Portuguese, Chinese.

Representative Project Experience:

1970/71 - Venezuela; Technical Assistance to the University of Carabobo; assistance in developing economic development programs; \$51,207.

1971/73 - Paraguay; Regional Development Program for Paraguay (USAID); assistance in establishing regional programs of industrial development in small communities in Paraguay; \$98,000.

1965/present - Atlanta, Ga, U.S.A.; Industrial Development Internship Program (USAID); 12-week international training course for Latin Americans; trained 120 people to date; \$144,000.

1973/present - Brazil, Korea, Ecuador, Nigeria, Philippines; Employment Generation Through Stimulation of Small-Scale Industry; applied research, education and training, conferences and seminars, assistance to counterpart institutions; \$800,000/5 years.

1974/present - Korea, Brazil, Nigeria (1975); A Program of Small Industry Development (USAID); technical assistance in establishing and implementing small-scale industry development; \$850,000/5 years.

Fields of Capability: Adaptive technology, audiovisual productions, community and area development, engineering, feasibility studies, housing, information systems, land utilization, manpower resources, market analysis, production control, quality control, technical assistance to industry, training programs, transportation, water resources.

UNITED STATES (continued)

MISSISSIPPI RESEARCH AND DEVELOPMENT CENTER
Post Office Drawer 2470
Jackson, Mississippi 39205
Telephone: (601) 982-6464 Telex: 810 966-2615

Contact: Wade H. McKoy, Assistant Director.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 115.

Language Capabilities: English, Spanish, French, German, Arabic, Greek, Gaelic.

Representative Project Experience:

1973 - Madison County, MS, U.S.A.; Market Information for Pottery Operation; cash flow and financial analysis, marketing information and location assistance provided to individual; help in obtaining loan; \$1,500.

1973/74 - Prairie, MS, U.S.A.; New Venture - Plant to Produce Electrolytic Chromium Metal; prepared feasibility study and gave financial assistance to individual to assist in securing needed capital for new venture; \$6,330.

1974 - Charleston, MS, U.S.A.; Expansion - Cotton Gin; financial planning and loan assistance for replacement gin; cash flow and financial analysis given to assist in application for Farmers Home Administration loan; \$2,400.

1974/75 - Blue Springs, MS, U.S.A.; Expansion - Furniture Plant; furnished plant layout and material flow analysis for expansion of existing upholstered furniture plant; \$2,200.

1974/75 - Olive Branch, MS, U.S.A.; New Venture - Manufacture of Automated Carton Sealers; individual requested assistance in obtaining loan to purchase building in which to manufacture automated carton sealers; provided feasibility study and assisted the individual with loan applications; \$2,370.

Fields of Capability: Financial management, wood processing industries, food processing, brick and concrete products, furniture manufacture, plastics, production management, marketing research, film industry, purchasing, government procurement, marketing management, product development.

UNITED STATES (continued)

PARTNERSHIP FOR PRODUCTIVITY

P. O. Box 170

Annandale, Virginia 22003

Telephone: (703) 256-3444 Cable: PARTPROD (Wash. D.C.)

Contact: David H. Scull, President.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 8.

Language Capabilities: Various.

Representative Project Experience:

1970/present - Kakamega, Kenya; varied rural small business; \$125,000.

1973/present - Yekepa, Liberia; varied rural small business; \$150,000.

Fields of Capability: Programs deal with general, across-the-board management problems. Various staff members have specialized skills in certain industries, changing from time to time. Most of available staff is in Africa at any given time, and especially suited for relatively brief consulting service elsewhere in Africa.

SAVE THE CHILDREN FEDERATION

48 Wilton Road

Westport, Connecticut 06880

Telephone: 226-7272 Cable: SAVCHILD

Contact: David L. Guyer, Executive Director.

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: Various.

Representative Project Experience:

1932/present - Community self-help programs in various countries.

Fields of Capability: Food technology, agriculture, nutrition education, cooperatives (including food and crafts).

UNITED STATES (continued)

SEATON INTERNATIONAL TRADE CORPORATION
801 Wisconsin Street
Neodesha, Kansas 66757
Telephone: (316) 325-2402 Cable: SEATEX

Contact: Frederick D. Seaton, President

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 2.

Language Capabilities: English, Portuguese, Spanish, Russian, French.

Representative Project Experience:

1964/65 - Brazil; School Construction; design, plan and construction of two elementary schools by local groups using cinva-ram brick; \$15,000.

Fields of Capability: Milling, baking, grain storage and handling, accounting, foundry organization, welding, production management.

RALPH STONE AND COMPANY, ENGINEERS
10954 Santa Monica Boulevard
Los Angeles, California 90025
Telephone: 478-1501

Contact: Richard Kahle, Vice President.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 35.

Representative Project Experience:

1948 - Shaoyang, China; Demonstration Fertilizer Plant; designed, helped construct compost and chemical plant; \$200,000.

1948 - Shaoyang, China; Meat Packing; designed, helped construct; \$250,000.

1951 - Valle de Cauca, Colombia; Sugar Mill; designed pollution control equipment; \$350,000.

1973 - Costa Rica; Industrial Waste Plant; designed and supervised construction; \$900,000.

1968 - Costa Rica; Dye Plant; designed, supervised construction, \$450,000.

Fields of Capability: Food technology, textiles, fertilizers, steam power, water and waste treatment, meat packing, dyeing, fisheries, iron and steel, petrochemicals, housing.

UNITED STATES (continued)

SYSTEM PLANNING CORPORATION
1500 Wilson Blvd.
Arlington, Virginia 22209
Telephone: (703) 527-6709

Contact: Dr. Robert A. Summers.

Will Work in the Following Areas: Africa, Asia, Latin America.

Will Not Work in the Following Countries: Soviet bloc.

Professional Staff Size: 5 (in this general area).

Language Capabilities: English, French, Spanish, German.

Representative Project Experience:

1974 - Bolivia, Kenya, Botswana, Thailand; Economic Evaluation of the Utility of ERTS Data for Developing Countries, for AID; case studies and assessment.

1975 - Chile, Bolivia, Lesotho; Grant-supported Pilot Projects for ERTS Data Utilization in Developing Countries, for AID; administer and monitor grants, provide technical assistance.

1975 - Geological Evaluation of ERTS Imagery of Rwanda, for AID, Rwanda; image interpretation, on-site correlation.

Fields of Capability: Application of satellite imagery to natural resources management, economic evaluations, geology-mineral resources, hydrology-water resources, multidisciplinary studies.

VOLUNTEERS IN TECHNICAL ASSISTANCE (VITA)
3706 Rhode Island Ave.
Mount Rainier, Maryland 20822
Telephone: (301) 277-7000

Contact: Dr. Michael P. Greene.

Will Work in the Following Areas: Africa, Asia, Latin America.

Professional Staff Size: 5,000 volunteers, 17 staff.

Language Capabilities: English, French, Spanish, others.

Representative Project Experience:

Numerous technical projects worldwide.

1975/present - Small-Scale Lime and Cement Production; Solar-Powered Ice Maker.

Fields of Capability: All technical fields. Consultation principally by mail.

CONSULTANT LISTINGS: INDIVIDUALS

CANADA

J. CHANDER
National Research Council of Canada, M-55
Ottawa KIA 053, Canada
Telephone: (613) 993-1753

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English.

Representative Project Experience:

1973 - Bolivia; Technical Information; Organization of American States.

1974 - Guatemala; Metallurgy; Organization of American States.

1974 - Honduras; Metal Working; Organization of American States.

1974 - El Salvador, Costa Rica; Technical Assistance; Organization of American States.

Fields of Capability: Metal working and forming, foundry, forging, technical information, metal industries.

GEORGE H. CLEMENT
Information Sciences
International Development Research Centre
Box 8500
Ottawa K1G 3H9, Canada
Telephone: (613) 996-2321 Cable: RECENTRE Telex: 053-3753

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English, Spanish, French, Malay (Indonesia).

Representative Project Experience:

1968/70 - Chile; Institute of Food; F.A.O. Project, formation of I.F.S.T., project manager.

1972 - Iran; I.L.O. Project, survey, pre-project.

1973 - Southeast Asia; Technonet-Asia (I.D.R.C.); transfer of technology to small-scale industries; \$1,180,000.

1973/74 - Latin America; Pilot Project for Transfer of Technology (PPTT); Joint O.A.S./I.D.R.C. Project.

1975 - Indonesia; Institute of Food Technology; World Bank Project; \$3,000,000.

Fields of Capability: Food technology, production management, technology transfer, information services.

DENMARK

FREDE HVELPLUND

Handelshojskolen i Arhus Fuglesangsalle 4

8210 Arhus V, Denmark

Telephone: (06)139144

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English, French, Spanish, German.

Representative Project Experience:

1970 - Turkey; feasibility studies for industries in Turkey; \$2,000.

1972 - India Gujarat; appropriate technology; study at a dairy in Ahmadabad; \$2,000.

1973 - Quebec; work on a handbook in appropriate technology; Brace Research Institute in Quebec; \$4,000.

Fields of Capability: Adaptive technology.

ENGLAND

DR. DAVID GIBBON
School of Development Studies
University of East Anglia
Norwich, England
Telephone: Norwich 56161, Ext. 254

Will Work in the Following Areas: Africa, Asia, Latin America.

Representative Project Experience:

1971/74 - Botswana; Dryland Farming Research Project; crop-water relation, farming systems, farm workshop, production of cullwater implements for minimum tillage system using animal draft.

Fields of Capability: Development of appropriate technology in cullwater systems.

JOAN LEE
28 Kingswood Road
London SW2, England
Telephone: London 727-8532

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: French, German, Maghreb Arabic.

Representative Project Experience:

1966/67 - Moknine, Tunisia; Furniture and Signpainting Workshop; manufacture of simple furniture and signs, and training in the basic skills.

1974 - London; Journal of Appropriate Technology; planning and publishing of new magazine to spread information on technologies adapted to rural situations.

Fields of Capability: Design and production of simple furniture, basic carpentry, calligraphy, newspaper and magazine publishing using stencils or hand-made blocks, sewing, community development.

ETHIOPIA

GITINET WOLDE GIORGIS

P. O. Box 1900

Addis Ababa, Ethiopia

Telephone: Office - 151188, Residence - 158395 Cable: AIDBANK

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: Amharic, English, French.

Representative Project Experience:

1969/72 - Ethiopia; assisting small-scale industries in preparing feasibility studies.

1973/74 - Ethiopia; Small-Scale Industry Fund; initiating, organizing and drafting a special small-scale industry loan fund to be administered by my division; \$300,000.

Fields of Capability: Feasibility studies and production management.

GHANA

DR. DAVID ARDAYFIO
Faculty of Engineering
University of Science and Technology
Kumasi, Ghana

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English.

Representative Project Experience:

1973/75 - Kumasi, Ghana; Development and Design of Medium Technology of Hand-Operated Agricultural Implements, Food-Processing Equipment; adaption of technology to rural or village level manufacturing, using locally available materials and skill.

Fields of Capability: Agriculture implements, food processing equipment.

LIBERIA

GEORGE P. BUTLER
Partnership for Productivity Foundation
c/o LAMCO - YEKEPA
Roberts International Airport, Liberia
Telephone: Lamco Yekep 267 Cable: PFP-Lamco-Yekepa-Liberia
Telex: LAMCO-Liberia

Will Work in the Following Areas: Africa, Asia, Latin America.

Representative Project Experience:

1962/67 - 3 regions of Nigeria; Small Industry Development Program; Ford Foundation; assist in development of Nigerian entrepreneurship; \$150,000.

1967/68 - Ethiopia; Attract Overseas Investors; USAID; conduct feasibility studies; \$40,000.

1969 - Zaire; Feasibility Studies (2 U. S. corporations); conduct feasibility studies for 2 U. S. private corporations; \$35,000.

1971/73 - Kakamega, Western Kenya; PFP/Kenya; Small Enterprise Development.

1973/present - Nimha County, Liberia; PFP/Liberia; small-enterprise development in and around mining concession.

Fields of Capability: Mechanical repairs, heavy equipment operation and maintenance, all building trades at non-sophisticated levels; management training-conducting courses, seminars; banking, managing loan funds; administering to needs of development staff; African government relations; plant layout; some agriculture, especially rice, maize and poultry; irrigation layout surveying; some food processing (i.e., rice, maize and flour milling); general feasibility study and economic planning.

PHILIPPINES

BHAVANI DHUNGANA
5 Mayaman, U. P. Village
Quezon City, Philippines

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English.

Representative Project Experience:

Nepal; Industrial Estates Development.

Nepal; Project Analysis and Management.

Nepal; Tax Policies for Promotion of Small-Scale Industries.

Fields of Capability: Industrial estates, management, industrial promotion, project analysis.

HERMINIA ROSALES-FAJARDO
University of the Philippines
Institute for Small-Scale Industries
Virata Hall, Diliman
Quezon City, Philippines
Telephone: 99-70-76 to 79 Cable: INSMACIND

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English, Spanish.

Representative Project Experience:

1970/73 - Philippines; project evaluation of miscellaneous industrial projects in the rural areas.

1971/72 - Davao City; Coco-charcoal Project.

1972/74 - Novaliches, Rizal; Construction Brick and Tile Project.

1974/75 - Marikina, Rizal; Shoe Industry.

1975/present - Rizal, Batangas, Laguna, Quezon, Mindoro, Palawan; Economic Development Plan (1976-80 for Region IV Philippines).

Fields of Capability: Production management, project preparation and development, extension services, quality control, small-scale industries.

SRI LANKA

D. DON SEKARAGE
Technical Services Manager
Building Material Corporation
Chartered Bank Building, First Floor
Colombo 1, Sri Lanka
Telephone: 27939, 26701, 26702

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English, Sinhala, Tamil.

Representative Project Experience:

1959/64 - Ceylon and abroad; training; apprenticeship, engineering, various fields related to industry.

1967 - Ceylon; Industrial Development Board; development of small-scale industries in mostly rural sectors in Ceylon.

1974 - Divisional Development Programme; implementation of light engineering unit.

1974 - 76 Pilot Projects (mostly tools and implements); draft and implement small-scale industrial projects. Each provides employment for 30 to 50 personnel.

Fields of Capability: Production management, mechanical engineering, industrial projects (tools and implements), technical training.

UNITED STATES

FRANKLIN J. AHIMAZ
Assistant Dean of Engineering
Cornell University
180 Uris Hall
Ithaca, New York 14850
Telephone: (607) 272-3834 or 256-6484

Will Work in the Following Areas: Africa, Asia, Latin America.

Representative Project Experience:

1946/66 - Selection of sites for small-scale hydro-power generation for small-scale industries in the rural area, Afghanistan.

1964/66 - Afghanistan; a rural brick-making plant for building out-patient wards for the Medical Ambulance Program in rural Afghanistan.

1969/71 - Industrial park study for Kahil that was later funded by Asian Development Bank.

1969/71 - Afghanistan; centrifugal pump manufacturing at Jaugalak in Afghanistan.

Fields of Capability: Hydraulic machinery selection and installation, pumping machinery selection, manufacture and testing, training programs for unskilled workers from rural areas.

MARIO J. DEL FA
906 C. Eagle Heights
Madison, Wisconsin 53705
Telephone: (608) 231-2167

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English, Spanish, Italian.

Representative Project Experience:

1963/64 - Argentina; ADECAR; packing plants owned by local livestock producers; Federal project created, funded and supervised by the Argentine Meat Board; total budget, m\$n. 800,000,000, only m\$n. 45,000,000 of which was spent in the two-year period.

Fields of Capability: Marketing, legal structure of firms.

UNITED STATES (continued)

THEODORE G. MARKOW
4229 Everett Street
Kensington, Maryland 20795
Telephone: (301) 933-5991

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English, Spanish, French.

Representative Project Experience:

1964/67 - Technical responsibility for planning and implementation of AID's Latin American regional projects in support of private enterprise/industrial development.

1968/71 - Asuncion, Paraguay; USAID Mission; private-enterprise development program in cooperation with the government of Paraguay and the Paraguayan private sector, including management development, investment and export promotion; advisor to the subsecretary of industry and commerce on area economic development.

1971/73 - Washington, D. C.; training programs in the field of business and public administration and industrial processes and techniques for groups of businessmen and individuals from developing countries.

1973/75 - Washington, D. C.; planning, coordination and direction of the development and operation of worldwide commercial contraceptive activities of the Office of Population.

Fields of Capability: Organization, coordination and supervision of industrial, commercial and management training program; financial and technological advisory services to industry; area economic development; management investment and export promotion.

DR. C. C. MURRAY
Emeritus: Regents' Professor, Dean of Agriculture, University of Georgia
and Director of International Affairs, University System of Georgia
236 Westview Drive
Athens, Georgia 30601
Telephone: (404) 543-6214

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English.

(continued)

UNITED STATES (continued)

Representative Project Experience:

1968 - Indonesia; Workshop on Food; NAS project.

1968 - Washington, D. C.; Advisor to Evaluation Panel for Overseas Personnel.

1968 - Consultant to AID; member of research review teams in Afghanistan and Pakistan; made surveys in Cambodia, Vietnam and Bangladesh.

Fields of Capability: Production and processing of food crops, feed grains, forage, livestock and poultry.

RAYMOND J. PENN

114 Vaughn Court

Madison, Wisconsin 53705

Telephone: (608) 263-4790 or Cable: LANTENCEN Telex: 910-286-2778
233-2070 (University of Wisconsin,
for Land Tenure Center)

Will Work in the Following Areas: Africa, Asia, Latin America.

Language Capabilities: English, Spanish.

Representative Project Experience:

1966 - AID mission to Dominican Republic to evaluate rural development program; "Agrarian Reform in the Dominican Republic: The Views of Four Consultants," Land Tenure Center Paper No. 42.

1970 - Served as member of a United Nations Development Programme team asked to evaluate agricultural development plans and potential in northern Malawi.

1972 - Assisted AID in evaluation of Lesotho's joint credit proposal to the International Development Association and the Agency for International Development; in Lesotho in March, consultations continuing.

1972 - Consulted in Venezuela with officials of Simon Bolivar University and FUDECO on land resource research program.

1973 - Agricultural member of an OAS team on employment opportunities in Jamaica.

Fields of Capability: Land economics, land-use planning, land tenure, natural resources, agricultural development.

UNITED STATES (continued)

J. L. SANDERS

College of Engineering

The University of Wisconsin-Madison

Madison, Wisconsin 53706

Telephone: (608) 263-2191 or 263-1612 Telex: UWMECHENGR MDS 910-286-2749

Language Capabilities: English, Spanish.

Representative Project Experience:

1966/68 - Mexico; Consultation to Industry in Northern Mexico; variety of topics.

1970/72 - Arizona; Consultation to Cattle Feeding Firm; optional feeding and buying strategies.

Fields of Capability: Applications of operative research and decision theory to agricultural decision problems.

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