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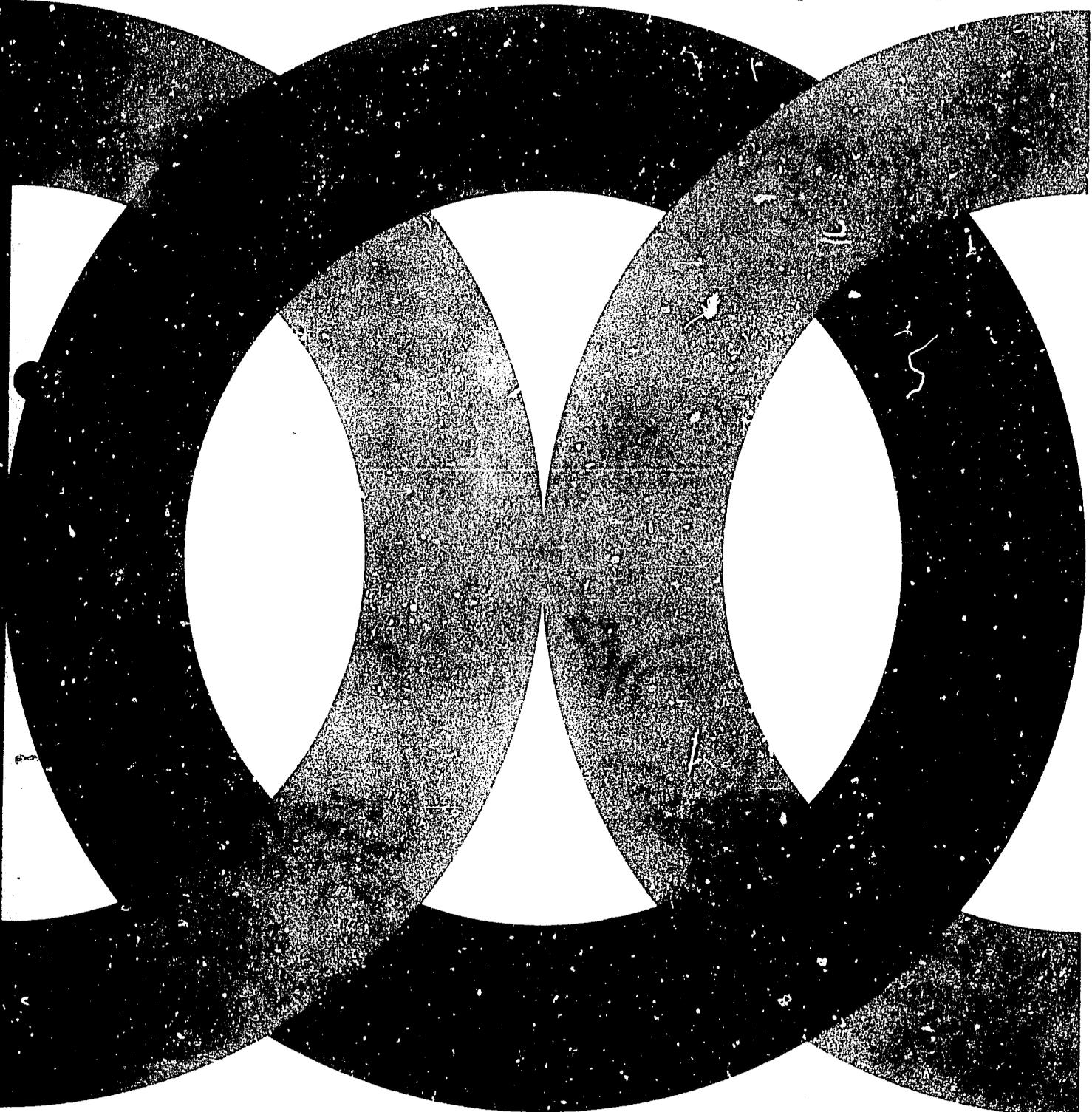
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Small and Medium Industry Development



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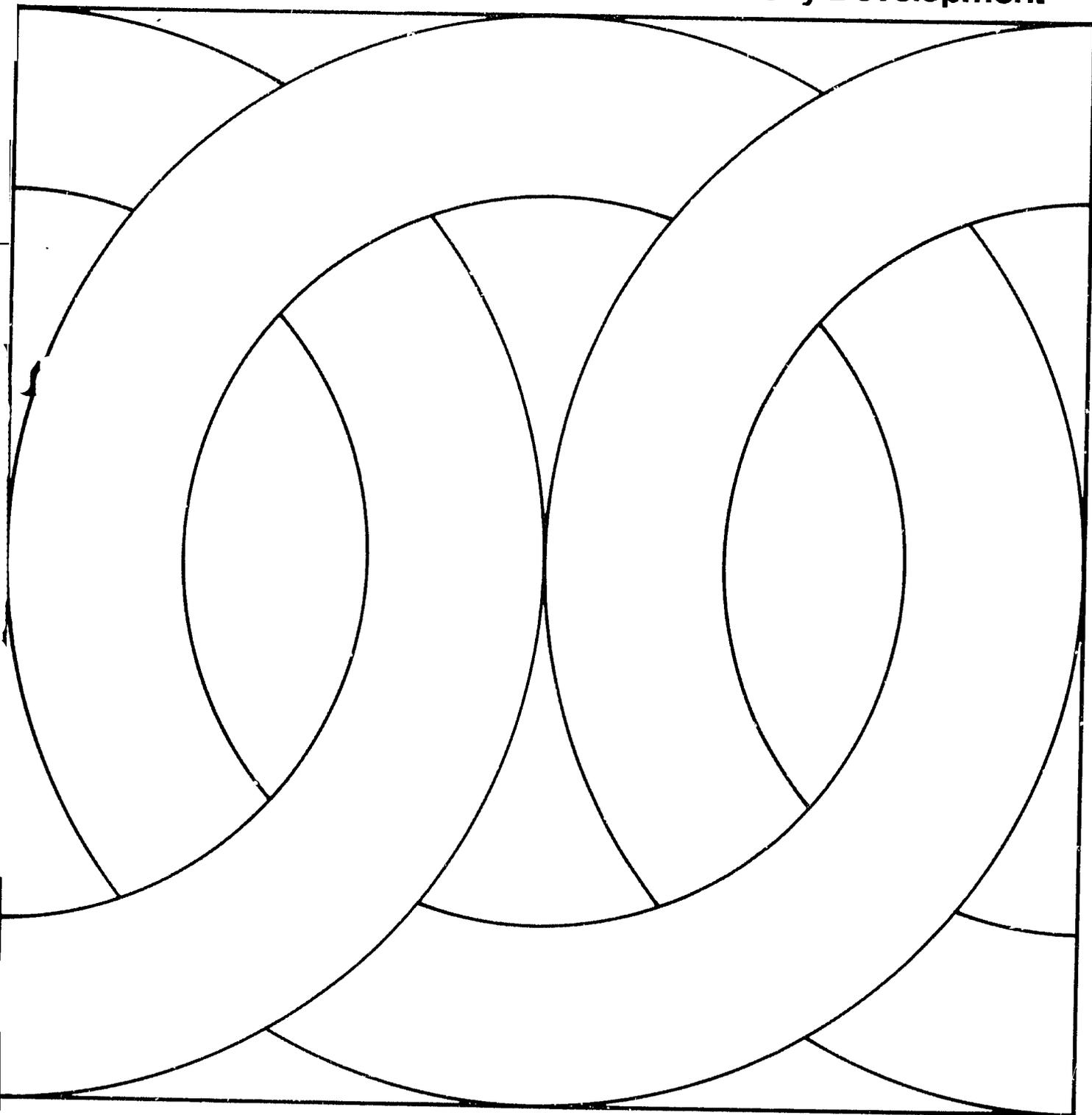


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INTRODUCTION

Foreword

This bibliography was prepared to make available relatively current and significant information selected from documents on small and medium industry projects of the Agency for International Development.

Literally thousands of reports and studies, books and pamphlets, were examined and an effort was made to select those of significance to the current AID program. With increased attention being given to projects to provide employment in less developed countries, the documents annotated in this bibliography should provide interesting and valuable background and guidelines for planning new projects and for evaluating and upgrading established and continuing projects.

Even though AID materials sometimes seemed so extensive and unwieldy that it was difficult to eliminate enough material to reduce the bibliography to workable size, considerable research was done in evaluating materials from outside sources. United Nations and International Organization documents related to this study were examined, and many are used (some without annotation) in this bibliography. Also, the field of general literature has been reviewed and many current and pertinent items included.

Acknowledgements

Mr. Virgil Poling, an industry advisor who worked for the Agency for International Development in Morocco, Nigeria, and Korea, was assigned in February 1970 to the Programming Systems Division of the Bureau of Program Policy and Coordination to prepare a bibliography dealing with small and medium industry development. Between assignments in Africa, Southeast Asia, and Greece, Mr. Poling worked on the bibliography in Washington. Before his retirement in April 1973, he completed the basic research, a final draft, and the outline for indexing the bibliography.

The Technical Information Staff, DM/ISD/RDM, did the final indexing and editing, while keeping in touch with Mr. Poling.

Special thanks for cooperation and assistance go to Miss Edna Falbo and her staff of ARC who made the documents available for this bibliography. Also country desks and, in many cases, individual A.I.D. employees were helpful, providing reports and other materials for study.

Thanks go, also, to R.S. Hadsell, the first editor of the AID Bibliography Series, for his guidance and assistance.

How To Use This Bibliography

To find a topic of particular interest, the first point of reference should be the Table of Contents. Listed below each topic heading in the Table of Contents are the item numbers of bibliographic listings relevant to that topic. Additional information about the subjects covered in individual publications is provided in the annotations which are included as a part of each listing.

The index headings in the bibliography have been made as comprehensive as possible to aid users in finding the specific information, directly related to the geographic location which he is seeking. If the technician is interested in pinpointing specific information related to a specific country, for instance, he can check the Classified Subject Index and the Geographic Index to limit his research to those documents specifically related to the Country and the information he is seeking. (e.g., Feasibility Studies Index item 250 is concerned with Electrical Appliances. Item 250 is also listed in the Geographical Index under Thailand. Thus, there is a Feasibility Study on manufacturing electrical appliances in Thailand.)

How To Obtain Documents

Loans

AID/Washington Personnel: AID personnel in Washington may borrow materials by addressing a 2-Way Memo to the AID Reference Center* or to the State Department Library stating the appropriate reference number and title of the document requested. Loans will generally not exceed five days.

USAID Personnel: AID personnel at Missions may borrow materials by following the same procedure described above. Loans to Mission personnel will be for 30 working days, including transmission time. Requests from participating agency and AID contractor personnel associated with a Mission should be made through the appropriate AID project officer.

Others: AID Reference Center (ARC) materials are primarily for AID staff, but they may be used in the Center by others.

Retention Copies

Staff members of AID and other international organizations working in the technical assistance field should make requests for retention copies directly to the originating organization.

*AID Reference Center, Room 1656, New State Building, Agency for International Development, Washington, DC 20523

PART I ANNOTATED LISTINGS

1. Aaron, Henry, *Estimates of the Distributional Impact of Brazilian Taxes and Expenditures*. Contract No. AID/PIO/T 512-80336. 1968, 31 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BR 354.8100724 C855.

An evaluation of fiscal policy regulations and procedures in Brazil. Examines the present system of tax distribution and suggests tax reform measures for future development.

2. *Accelerating Exports of Dominican Products*. 1967, 126 p. Prepared for AID/Washington by Arthur D. Little, Inc., Acorn Park, Cambridge, MA 02140.
ARC Catalog No. DR 382.6 L778.

Examines the industrial development picture in the Dominican Republic with the idea of identifying projects that will earn foreign currency and increase employment. Selects and ranks present and potential Dominican products according to balance of payment effects, employment impacts, and immediacy and implementation. Lists more than 25 import substitution possibilities and provides a list of selected U.S. imports of manufactured goods (for 1965) with high labor costs and low tariffs as suggested items for Dominican manufacture.

3. Ackerman, Jean Marie, *Communicating Industrial Ideas*. 1962, 145 p. Bibliography. Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. 658.6 A182.

A book designed to help industrial development workers become more effective in their communication of ideas in training programs and at the workshop level. Assembles information from many countries on concrete situations illustrative of the communications problems of industrial extension workers. Discusses seminar techniques, the use of visual aids, and extension service publications.

4. Adams, Charles R., David K. Monks and Juarez B. Soares, *Preliminary Design of a Corn Processing Plant*. 1962, approximately 150 p., including appendixes. University of Ceara, Brazil, and the University of California.
ARC Catalog No. BL 338.0981 C153a.

Presents detailed designs and specifications for five industries proposed for the Cariri region in northeast Brazil:

- Corn processing
- Cement
- Pressed wood

Manufacture of sewing machines, radios, and small electric motors
Bricks and tiles

5. Adelman, Irma, *Taiwan- Case Study in Successful Economic Development*. Contract No. AID/csd-445. 1965, 17 p. plus statistical tables I-V. Prepared for the Agency for International Development, Washington, DC 20523. ARC Catalog No. TW 338.951249 A229.

Evaluates the role of foreign assistance, particularly capital inflow, in Taiwan's outstanding economic development. Investigates the adjustments necessary for Taiwan to minimize the impact of the phaseout of U.S. aid upon the rate of growth of the Taiwanese economy.
6. Adler, Robert W. and Raymond F. Mikesell, *Public External Financing of Development Banks in Developing Countries*. 1966, 89 p. Bureau of Business and Economic Research, University of Oregon, Eugene, OR 97403. ARC Catalog No. 332.153 A237c.

A study of both private and public institutions making capital available to private industrial enterprises. Describes the organization and practices of credit institutions and explains the problems and policies relating to external financing of development banks. The report is based on studies of the World Bank Group, AID, IDB, and the Eximbank. Appendixes present a summary of research on more than 150 banks in Africa, Latin America, Europe, Asia and the Middle East.
7. *Afghan Institute of Technology Final Report: Contract No. AID/nesa-132*. 1968, 370 p. plus appendixes. Prepared for USAID/Kabul and AID/W by Daniel, Mann, Johnson and Mendenhall, 3325 Wilshire Boulevard, Los Angeles, CA 90005. ARC Catalog No. AF 690.73 D184.

A detailed report on construction details and costs of the Afghan institute of Technology.
8. *Agriculture and Industrialization*. 1966, 62 p. Food and Agriculture Organization, Rome, Italy. ARC Catalog No. 338.1 F686a.

Discusses the interrelationship between agriculture and industry. The main emphasis of the study is on industries using agricultural, fishery and forest products as raw materials and those serving agriculture by the provision of equipment and other requisites of production. Discusses problems, integrated planning of agriculture and industry, feasibility studies, technology, trade problems, government action and international assistance.

9. Ahmad, Jaleel. 1. *Import Substitution and Structural Change in Indian Manufacturing Industry*. 1968, 28 p. 2. *Recent Patterns of Growth in the Indian Economy*. AID Contract No. CSD 1543. 1967, 31 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Paper No. 1 analyzes the source of growth in Indian manufacturing industry during the period 1950/51 through 1965/66 in order to identify and measure the extent of import substitution in particular sectors and industries. Comments on some general problems of import substitution, measures and analyzes the growth in 33 manufacturing industries and presents some general conclusions.

Paper No. 2 quantifies and analyzes the pattern of growth in the Indian economy during the period 1950 through 1960 with a view to (a) underlining the typical character of such development and (b) measuring the autonomous effects of the major determinants of domestic output in each section of the economy.

10. Ake, Merlin E. Jr., *Observations and Comments on Small Industry of Guyana*. 1967, 20 p. Prepared for AID/Washington.
ARC Catalog No. GY 338.64 A313.

Industrial plants in Guyana were surveyed in order to advise management on plant layout, machinery, and other engineering requirements aimed at increasing efficiency. Reports on general conditions in Guyana based on a study of more than 30 small industries. Advises on production, quality control, financing, etc.

11. Allen, J. K., *Development of Private Industry Through Public Aid (with Reference to Underdeveloped Countries)*. 1958, 159 p. Prepared for ICA/Washington by the Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. 338.91 S785.

A manual of methods of channeling public funds into private industrial establishments and of encouraging maximum contribution to economic development. The report is designed to be used by technical assistants and government officials of underdeveloped countries concerned with promoting industrial development. It examines the many factors necessary for industrial development and provides guidelines for planning a development program. Deals at length with fiscal and monetary influences on industrialization, government aid to private entrepreneurs, technical support functions, and financial aid and credit.

12. Alvarez, Oscar, *Industrial Policies in Underdeveloped Countries*. 1966, 90 p. Bibliography. Mimeo. ARC Catalog No. 338.7 A473.

Analyzes the relations between environment and industrial structure in underdeveloped countries. Places emphasis on the setting created by government policies. Some aspects of the analysis are illustrated with examples from Guatemala but the author attempts to provide generalizations which are applicable to most underdeveloped countries, particularly those of small size.

13. *Analyses of Capital Costs for Selected Industrial Establishments*. 1967, 82 p. Korean Economic Development Institute in cooperation with Korean Economic Planning Board and the U.S. A.I.D. Mission, Seoul, Korea. ARC Catalog No. KS 338.013 K84.

Surveys fifteen industrial establishments and examines the equity-debt ratio, the sources of borrowed capital, the interest cost to manufacturers, and capital-output ratios for each industry. Examines general industrial capital availability, interest rates, and financing methods in Korea. Compares returns on selected industries.

14. Anderson, Erwin O., *Joint International Business Ventures: Japan's Foreign Investments and Joint Ventures Abroad*. 1959, 73 p. A research project of Columbia University, New York, NY 10027. ARC Catalog No. JA 332.67352 C726.

Describes and analyzes Japan's post-war policies in the fields of overseas investment and of joint business ventures. Assesses the scientific, technical and managerial assets of Japan's industrial structure following World War II and shows the relationship of Japan's foreign ventures to her own vigorous and highly successful export program. Shows the condition of Japanese industry in 1959 and provides a background upon which Japan's phenomenal growth can be appraised.

15. *Application to the United Nations Special Fund for the Establishment of a Food-Processing Institute*. 1965, 68 p. Council for International Economic Cooperation and Development, Republic of China, Taipei, Taiwan. ARC Catalog No. CH 664.028 C855.

Contains complete plans and specifications for establishing, operating and financing a food-processing institute. Deals with food technology and engineering, quality control, marketing and other phases of the food-processing industry.

16. *Appraising an Industrial Project in India*. U.N. Publication No. CID/IPE/D. 16. 1965, 15 p. Prepared for the United Nations Center for Industrial Development. U.N. Publications, Room 1059, United Nations, New York, NY 10017.
ARC Catalog No. IN 332.66 I42.

Describes India's system of planning for economic development through industrial programming and industrial bank operations. Outlines appraisal procedures and methods of evaluating projects.

17. *Appraising the Ten-Year Development Plan for The Sudan*. 1963, 200 p. International Bank for Reconstruction and Development, 1818 H Street, N.W., Washington, DC 20006.
ARC Catalog No. SN 330.9624 161.

Discusses the background and framework of the Sudan's ten-year development plan and appraises the objectives and performance of the plan during its early operation. Analyzes the problems in the industrial sector and examines some projects under way or proposed for development. Provides important statistical information in the appendixes.

18. Aquilar, Francis J., *A Summary Review of Education for Business Administration in Latin America*. 1965, 54 p. Graduate School of Business, Harvard University, Cambridge, MA 02138.
ARC Catalog No. LAT 375.65 H339a.

Evaluates institutions of business administration in Latin America. Identifies some problems in business administration education and makes recommendations for improving institutions and programs.

19. Athans, Paul W. and Stanton R. Smith, *A Program for Manufacturing Industries Studies in Argentina*. 1962, 124 p. Prepared for La Comision Nacional de Administracion del Fondo de Apogo al Desarrollo Economico, Buenos Aires, Argentina, by Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. AR 338.0982 A865.

The objective of this research study is to establish guidelines for priorities of industrial expansion and to identify the industries which, if expanded, will make the greatest contributions to the productivity of the economy. While emphasis is placed on the GNP and the foreign exchange earnings of industries, consideration is given to geographical decentralization and the magnitude of capital requirements. Proposes light industries for in-depth feasibility studies and examines problems and restraints hampering industrial and economic growth in Argentina.

20. Ayal, Eliezer B., *Manufacturing and Economic Growth: An Application to the Philippines*. 1969, 449 p. Center for Development Planning, National Planning Association, 1606 New Hampshire Ave., N.W., Washington, DC 20009. ARC Catalog No. RP 338.09914 A973.

A thorough study of the historical patterns of manufacturing and the growth of Philippine manufacturing firms. Provides industry studies for cotton textiles, cement, and milk processing. Discusses entrepreneurs and the growth of industry in the Philippines.

21. Ayal, Eliezer B., *The Private Sector in Development Planning*. 1967, 43 p. Center for Development Planning, National Planning Association, 1606 New Hampshire Ave., N.W., Washington, DC 20009. ARC Catalog No. RP 338.6 A973a.

Investigates the special problems which arise in the planning of a private enterprise economy in general, and in a less-developed, small open economy in particular. Provides a summary of the Philippine experience with development planning and with the special problems of planning in a private enterprise economy.

22. Ayal, Eliezer B., *The Development of Philippine Manufacturing Since World War II*. 1966, 46 p. Center for Development Planning, National Planning Association, 1606 New Hampshire Avenue, N.W., Washington, DC 20009. ARC Catalog No. RP 338.6 A973.

Comments on various factors in the development of manufacturing in the Philippines, including government policies, banking and finance, etc. Reviews the experience with government policies adapted to support private enterprise and government controls which limited imports. Discusses measurements of industrial growth and structural changes.

23. Baker, William A., *Plant and Equipment Maintenance in Israel*. Circa 1962, 27 p. Prepared for the Government of Israel and the U.S. Operations Mission to Israel. ARC Catalog No. IS 658.202 B168.

Outlines a program of preventive maintenance practices for use by the Israeli Institute of Productivity. Reports on maintenance practices in Israeli industries and on the effect of several pilot installations made by Institute personnel to demonstrate the benefits of a planned maintenance control system.

24. Balassa, Bela and Daniel M. Schydrowsky, *Effective Tariffs, Domestic Cost of Foreign Exchange, and the Equilibrium Exchange Rate*. Contract No. CSD 1548. 1968, 23 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138 and printed

in the *Journal of Political Economy*, Vol. 76, No. 3, May/June, 1968.
ARC Catalog No. 309.22072 H339 (Vol. 5).

Discusses the effects of protective tariffs on commodities at various stages of fabrication as well as in the form of finished goods. Indicates the relationship between the two measures and their relevance for policy guidance in developing countries.

25. Baranson, Jack, *Industrial Technologies for Developing Countries*. 1969, 169 p. Frederic's A. Praeger, 111 Fourth Ave., New York, NY 10003.
U.S. Department of State Library Catalog No. T174.3 B36.

Discusses new technology in developing countries as a practical issue calling for collaboration among economists, engineers and industrial managers. Emphasis is placed on the marketing and manufacturing arrangements associated with various scales and techniques of production. Points out that investments to improve management or technology need to be viewed in the broader context of economic policy changes aimed at more efficient resource utilization, improved balance-of-payments positions, or other growth-contributing effects.

26. Barnes, Winthrop M., *A Current Blueprint for Industry Planning in Brazil*. 1968, 29 p. Prepared for USAID/Rio de Janeiro, Brazil and AID/Washington by the Rio Mission Chief of the Division of Industrial Development and Technical Assistance, Office of Capital Development and Industry.
ARC Catalog No. BL 338.0981 B261.

An evaluation of the effectiveness and shortcomings of existing Brazilian organizations which serve as centers for industrial development. Supports the thesis that the keystone in the economic and social growth of a country is the private sector. Recommends a program to improve productivity and to stimulate investment in Brazil.

27. Barnett, Stanley A. and others, *Economic Development Program for American Samoa*. Contract No. 8-35341. 1969, 343 p. Prepared for the Economic Development Administration. U.S. Department of Commerce, Washington, D.C. by Wolf Management Services, 30 East 42nd Street, New York, NY 10017.
ARC Catalog No. AQ 338.9613 W854.

A study of American Samoa with the aim of developing a program to promote the economic well-being of the territory within the framework of its specialized institutional and social structure.

28. Barr, Harry W. Jr., *Preliminary Study on the Feasibility of an Expanded Paint Products Industry in West Africa to 1980*. AID Contract No. PIO/T 698-6121007. 1966, 39 p. Prepared for AID/Washington by the Battelle Memorial Institute, 505 King Ave., Columbus, OH 43201. ARC Catalog No. AFR 667.6 335.

An exploratory study of the feasibility of establishing one or more plants in West Africa for the production of paint products. Suggests a coordinated multi-national approach. Outlines plant and manpower requirements for the project and surveys local and export market demands. Fourteen West African countries are included in the study.

29. Bechtol, Bruce E., *The Location of Manufacturing in the Republic of Guatemala*. Contract No. AID/la-506. 1968, 89 p. Prepared for AID/Washington. ARC Catalog No. GT 338.97281 B392.

A study of raw materials, manufacturing, and the distribution of manufactured products to determine the most advantageous industry location in Guatemala. Provides statistical information which should be valuable to industrial planners.

30. Beitzel, George B. and others, *Expanding Private Investment for Thailand's Economic Growth*. 1959, 20 p. A report prepared for the Office of Private Enterprise, International Cooperation Administration, Washington, DC 20523. ARC Catalog No. TI 332.673593 B423.

An analysis and recommendations relating to private investment and the development of private enterprises in Thailand. Presents an integrated program of legislative and administrative action directed at producing demonstrable results over a period of five years. Makes a careful study of the factors affecting the growth of domestic investment and recommends specific steps to be taken to correct existing problems and to develop a sound private enterprise system.

31. Bennett, Jack, and Edward A. Tenenbaum, *INFOP: Guatemala's Development Institution*. 1959, 141 p. A report prepared for the Republic of Guatemala by the Continental-Allied Co., Inc., P.O. Box 88, Herndon, VA 22070. ARC Catalog No. GT 330.97281 C762.

An analytical study of one of the pioneer economic development institutions after its first ten years of operation in Guatemala. Examines the past history of the organization's activities and considers some of its problems. Analyzes Guatemala's development problems and makes specific recommendations for the reorganization and future role of INFOP (Instituto de Fomento de la Produccion).

32. Bennett, Jack, and Edward A. Tenenbaum, *The Kandahar Industrial Park*. Contract ICA-W-649. 1959, 207 p. Prepared for AID/Washington by Continental-Allied Co., Inc., P.O. Box 88, Herndon, VA 22070. ARC Catalog No. AF 338.9581 C762.

A research study of the industrial development potential for Afghanistan. Reviews infrastructure and analyzes its effect on industrial development in the country. Recommends several industries feasible for development and gives plant layout, cost requirements, and estimated earnings for eight manufacturing industries: (a) bag and burlap, (b) cigarettes, (c) concrete and gypsum products, (d) metalworking and bicycles, (e) oilseed, (f) shoes, (g) tanning, (h) woodworking and (i) marble.

33. Benveniste, Guy and William E. Moran Jr., *African Development, A Test for International Cooperation*. 1960, 170 p. Stanford Research Institute, Menlo Park, CA 94025. ARC Catalog No. AFR 338.96 S785.

Examines the external factors important to the economic development of Africa (personnel, money, foreign investment, and trade) and explains why a combination of all of these factors is necessary for development. Evaluates the effectiveness of existing and proposed measures; indicates the major unsolved problems impeding the development of an effective Western approach to modernization. Highlights those tasks requiring urgent international action and makes specific recommendations for African institutions to promote rapid scientific, cultural and economic growth.

34. Berg, Elliot, *The Economics of Change: Prospects for Modernization*. 1962, 83 p. Prepared for AID/Washington by the African Studies Program, Boston University, Boston, MA 02215. ARC Catalog No. AFR 330 B747.

Examines the prospects for economic development in Africa. Reviews the methods by which modern economies have come to the continent, how European contact affected the rate and distribution of development and how U.S. foreign aid policy affects these contacts. Surveys the general features of African economics, the obstacles to expansion, and the factors which determine the development potential for the continent.

35. Bergsman, Joel, *Brazil's Industrialization and Trade Policies*. 1969, 373 p. University of California, Berkeley, CA 94720. ARC Catalog No. BL 338.0981 B499.

A thorough study of industrial development in Brazil designed to provide useful data for policy planning in order to achieve maximum industrial and economic development. Examines the question of whether to promote industry, what kind of industry, in what sequence, and with what kinds of

instruments. Also examines trade policies in Brazil and recommends a program designed to achieve maximum benefits. This report should be useful to anyone planning industrial and economic programs in LDC's throughout the world.

36. Bergsman, Joel, *Brazil's Industrialization and Trade Policies*. 1968, 234 p. Prepared for the Organization for Economic Cooperation and Development by the Brazil Development Assistance Program, University of California, Berkeley, CA 94720.
ARC Catalog No. BL 338.0981 B499.

Examines the effect of Brazil's trade policies on industrial development. Weighs free trade vs. protective policies against foreign competition. Provides case studies of Brazil's steel, automotive, textile and food products industries, and compares her tariff policies with some international patterns. Recommends improved policies for the future.

37. Bhagwati, Jagdish N. and Padma Desai, *India: Planning for Industrialization*. 1970, 53 p. Bibliography. Oxford University Press, London, England, New York, NY, and Bombay, India.
ARC Catalog No. IN 338.0954 B575.

Traces industrialization and trade policies in India from 1951-1970. A scholarly book which discusses the historical trends leading to industrial planning and traces India's several development plans to the present time (1970). Provides full information on the overall policy framework, domestic and foreign trade policy instruments, institutional constraints and objectives, and the use of external resources in development.

38. *A Bibliography of UN and USAID Reports on the Philippines*. 1972, 59 p. National Economic Council, Padre Faura, Manila, Republic of the Philippines.
ARC Catalog No. RP 016.30134 P571.

A summarization of reports, including feasibility studies, regarding the Philippines selected from programs supported by AID and the United Nations. Indexed but not annotated.

39. Biederman, Konrad, *Prefeasibility Study of an Expanded Leather and Shoe Industry in West Africa to 1980*. AID contract No. PIO/T698-6121007. 1966, 50 p. Prepared for AID/Washington by the Battelle Memorial Institute, 505 King Ave., Columbus, OH 43201.
ARC Catalog No. AFR 685.31 B335.

Starts with the assumption that some industries not feasible for any one country would be promising in a coordinated, multinational approach. Fourteen West African countries are included in the study. Outlines plant and manpower requirements for the project and surveys local and export market demands.

40. Bowles, Samuel, *The Aggregation of Labor Inputs in the Study of Growth and Planning: Experiments with a Two Level CES Function*. Contract No. CSD 1543. 1968, 37 p. Prepared for AID/W by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 2).

Proposes measures for determining the aggregate supply of labor services in planning education for economic growth. Discusses in accompanying papers the efficient allocation of resources in education and the long range demand for educated labor.

41. Bowles, Samuel, *Sources of Growth in the Greek Economy*. Contract No. CSD 1543. 1967, 46 p. Prepared for AID/W by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 3).

Examines and identifies the sources of rapid economic growth in Greece from 1951-1961. Compares Greece with other countries and suggests a number of possible interpretations of the observed pattern of growth.

42. Brooks, James R., and William C. Ladd, *A Liberian Bank for Industrial Development and Investment*. 1960, 116 p. Office of Private Enterprise, International Cooperation Administration, Washington, DC 20523.
ARC Catalog No. LI 332.154 A265a.

A review of the development of the Liberian economy, with a plan for establishing a Liberian Bank for Industrial Development and Investment, and suggestions for organizing and operating it. Outlines loan procedures and includes 45 pages of sample forms, questionnaires, financial reports, etc. Thirty-five types of industry are proposed for development loans.

43. Brown, John Anthony and Charles T. Stewart, *Report on Survey of Brazil Concerning the Need for Industrial Development Training*. 1964, 65 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BR 338.981 C855.

A survey of Brazil's resources of raw materials, labor, management and capital with the aim of providing guidelines to strengthen and enlarge the role of private enterprise in economic development and to facilitate the development of indigenous industries. Outlines training requirements and assesses the capabilities of universities and other training organizations to meet these needs. Gives a plan of action for a comprehensive manpower development program.

44. Bruchart, R.F. and J. Strahilevitz, *The Productivity Institute of Israel--Its Work and Organization*. 1956, 58 p. U.S. Operations Mission to Israel.
ARC Catalog No. IS 658.57 B888.

Describes in detail the organization of a Productivity Institute established for the specific purpose of assuming or coordinating the efforts of several agencies engaged in improving productivity in Israeli industry. Explains the difficulties encountered by the Institute and makes specific recommendations for overcoming external conditions and internal weaknesses to make the Institute an efficient operation. Discusses concepts associated with increased productivity, the organization and administration of research pertinent to the economy of the state, labor-management training, and many other aspects vital to overall development. Though this study was made more than 15 years ago, it deals with important planning and operational aspects of successful industrial development institutions.

45. Bryce, Murray D., *Industrial Development, A Guide for Accelerating Economic Growth*. 1960, 282 p. Bibliography. McGraw-Hill Book Co., Inc., 1221 Ave. of Americas, New York, NY 10020.
ARC Catalog No. 338 B916.

Intended as a practical manual for planning, analyzing, or appraising industrial projects for developing countries. Emphasizes the careful selection, investigation, and preparation of projects; also, economic aspects of projects which will make maximum contribution to the GNP of the country. The first part of the book deals with factors affecting the scope of sound industrialization, the pros and cons of government vs. private approaches, ways to promote investment, and means to secure the best results from both private and government industrial development. The second and third parts of the book deal with industrial project work directly, explaining how to develop projects to ensure technical, economic, and financial soundness, and how to obtain financing. Finally, ways to appraise projects from the viewpoint of a lender or reviewing authorities are explained.

46. Buffington, Sidney L., *The Development of the Textile Industry in Costa Rica*. Contract No. 515-124-T. 1965, 72 p. Prepared for AID/W and the Government of Costa Rica.
ARC Catalog No. CS 338.47677 B929.

Reports on the potential for expansion of the textile industry in Costa Rica. Advises on methods of expansion in spinning and weaving and recommends steps to be taken to achieve desirable balance in spinning, weaving and knitting manufacturing. Outlines a theoretical project to demonstrate the profitability of a well-organized textile plant.

47. Cain, Frederick L., *Study and Program for Industrial and Agricultural Development of Goias*. Contract No. AID/PIO/T 512-40243. 1965, 133 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022. ARC Catalog No. BL 338.981 C855a.

Examines the potential this Brazilian state has for agricultural-industrial development. Appraises government attitudes and regulations, and banking and credit practices affecting development. Considers transportation and marketing problems, manpower resources, and labor organization and regulations. Outlines priorities and objectives for expanding and developing new enterprises in Goias. Provides plans for immediate action, a three-year program and a long-range development program.

48. Cain, Frederick L., Florence L. Donohue, Orvis J. Fairbanks and Charles R. Yancey, *Report of Private Investment Survey Team*. Contract No. PIO/T 512-227.7-3-70125. 1967, 206 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022. ARC Catalog No. BL 338.981 C855b.

Reports on a program to provide direct technical assistance to the economic development organization, Companhia de Desenvolvimento do Ceara, in the state of Ceara, Brazil. Recommends a program to encourage foreign investment and joint-enterprise projects. Reports on several feasibility studies and on plans for an industrial information center.

49. Caltin, George B., *A Report on Industrial Development in Madagascar*. 1962, 47 p. USAID Mission to the Malagasy Republic. ARC Catalog No. MA 338.7 C365.

Examines Madagascar's general industrial condition, methods and problems of financing, transportation and manpower, energy availability and costs, and plant location planning. Provides data and evaluation of eleven proposed industries and makes recommendations for planned industrial development in the country.

50. *Catalog of FAO Publications, 1945-1968*. 117 p. plus quarterly supplements. Food and Agriculture Organization of the United Nations, Rome, Italy. (U.S. sales agent: UNIPUB, Inc., 650 First Ave., P.O. Box 433, New York, NY 10016.) ARC Catalog No. 016.63 F686.

Subjects covered are: world food situation, agriculture, economics and statistics, fisheries, forestry and forest industries, legislation and nutrition.

51. *Catalog of ILO Publications*. 1969, 78 p. International Labor Office, CH 1211, Geneva 22, Switzerland. (ILO Branch Office, 666 11th St., N.W., Washington, DC 20001).
ARC Catalog No. 016.331 I61.

Lists publications on (a) employment and vocational training, (b) manpower organization and management development, (c) productivity and statistics, (d) labor conditions, safety and health, (e) labor relations and administration and (f) social security.

52. *Catalog of OECD Publications*. 1970, 87 p. Organization for Economic Cooperation and Development, 2 rue Andre - Pascal, 75 Paris (16e), France. (OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., N.W., Washington, DC 20006.)
ARC Catalog No. 017.1 068a.

Lists publications on economics, international trade and payments, statistics, industry, manpower and social affairs, education and science.

53. *Catalog of United Nations Publications*. United Nations, New York, NY 10017.
ARC Catalog No. 017.1 U58. (Various Issues)

Lists all available publications of the United Nations from 1945 to 1966. Periodic checklists are provided to bring the catalog up-to-date. Covers subjects such as economic development, finance, trade, public administration and other topics of interest to industrial development specialists.

54. Cha, Byung Kwon, Chong Byung Hyou, Whang Byung June and Hong Sung Yoe, *Analysis of Korea's Import Substitution Industries*. 1967, 361 p. Seoul National University, Seoul, Korea.
ARC Catalog No. KS 338.095195 S478.

Analyzes Korea's import substitution industries. Concentrates upon subsidies in the form of tariffs, taxes, interest rate, and electricity charges provided to import substitution production. Estimates subsidies given to selected manufacturing firms and compares the cost, production and productivity factor data gathered through a survey with data regularly published by Korean banks and other industry profiles.

55. Chafkin, S. H., *Chambers of Commerce and the Private Sector in Afghanistan*. 1967, 43 p. Prepared for AID/Washington by the American Technical Assistance Corporation, 1725 Eye Street, N.W., Washington, DC 20006.
ARC Catalog No. AF 380.62 A512.

A review of the business community in Afghanistan. Appraises government attitudes toward manufacturing and trading, banks and other business-support organizations and institutions. Reviews the contribution of the Chamber of Commerce to business development, identifies problems and needs, and makes recommendations to provide a more favorable business climate in the country.

56. Chafkin, S.H., L.D. Ellis, Eugene Gilmore, W.E. Hassler and Ernest Montgomery, *The Prospect for Edible Oil Production in Guinea*. Contract No. AID/afe-64. Jan. 1963, 54 p. plus 25 pages of appendixes including charts, photographs, maps, and drawings. Prepared for AID/Washington by Checchi and Co., 815 Conn. Ave., N.W., Washington, DC 20006.
ARC Catalog No. GV 664.3 C514a.

An investigation to determine the feasibility of establishing an industrial plant to produce vegetable oil and related by-products in Guinea. Proposes a plan for establishing six production centers using Stork presses for extracting oil from palm nuts. Gives complete specifications and plans for installing Stork presses and ancillary equipment and instructions for operation and maintenance as well as capital requirements and economic feasibility of the projects.

57. Chaplin, David, *Industrialization and the Distribution of Wealth in Peru*. 1966, 35 p. Land Tenure Center, University of Wisconsin, Madison, WI 53706.
ARC Catalog No. PE 339.4 C464.

Finds that the distribution of income and wealth becomes more unequal during the process of industrialization. Reviews feudal agrarian societies and more modern industrial societies. Applies data developed by research in Peru to modern industrial areas there and concludes that evidence suggests a direct relationship between increase in inequality of wealth and the process of industrialization.

58. Checchi, Vincent, Joseph J. Magurn, and Robert J.W. Whitcomb, *Report of the Establishment of a Development Bank in Cyprus*. 1962, 25 p. plus 96 pages of appendixes. Prepared for the Government of Cyprus and USOM/Cyprus by Checchi and Co., 815 Conn. Ave., N.W., Washington, DC 20006.
ARC Catalog No. CY 332.154 C514.

Report and recommendations on establishing a development bank in Cyprus as a means of accelerating economic growth. Surveys the need for a development institution and provides specific plans for the establishment of such an institution. Appendixes A-D examine the economic background of Cyprus and establish the feasibility of a development bank. Appendixes E-H include a draft charter for the bank, an outline of loan and assistance procedures, and a report on projected effectiveness of the banking program.

59. Chenery, Hollis B., *The Effectiveness of Foreign Assistance*. Contract No. CSD 1548. 1966, 33 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138. ARC Catalog No. 309.22072 H339 (Vol. 5).

Proposes ways assistance mechanism can be made more effective. Discusses long-term effects of external aid to less developed countries and reviews several country programs. Evaluates their use of external assistance toward achieving a self-sustaining economy.

60. Chenery, Hollis B. and Peter Eckstein, *Development Alternatives for Latin America*. Contract No. CSD 1548. 1967, 62 p. Prepared for AID/W by the Center for International Affairs, Harvard University, Cambridge, MA 02138. ARC Catalog No. 309.22072 H339 (Vol. 4).

Develops a model that brings out the relations between the internal and external factors in economic development. Uses the model to interpret recent development performance, indicates in quantitative terms some of the requirements of accelerated growth, and provides a framework for the discussion of alternatives facing the United States and the Latin American countries.

61. Chenery, Hollis B. and Lance Taylor, *Development Patterns: Among Countries and Overtime*. Contract No. CSD 1543. 1967, 26 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138. ARC Catalog No. 309.22072 H339 (Vol. 4).

This paper brings together evidence from historical studies of advanced countries, comparisons among countries at different income levels, and time-series for underdeveloped countries to test the hypothesis that there are uniform patterns of change in the structure of production such as in income levels. Analyzes twelve industry sectors designed to provide a view of production patterns.

62. Chenery, Hollis, and Larry Westphal, *Economics of Scale and Investment Overtime*. Contract No. CSD 1543. 1967, 65 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138. ARC Catalog No. 309.22072 H339 (Vol. 3).

Discusses the allocation and coordination of investment as a central feature of development policy and proposes to reformulate approaches in such a way that procedures can be applied to determine optional investment patterns. Provides a series of experiments to illustrate this thesis.

63. Chenery, Hollis B. and Alan M. Strout, *Foreign Assistance and Economic Development*. Contract No. CSD 1548. 1966, 54 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138, and printed in the *American Economic Review*, Vol. LVI, September, 1966.
ARC Catalog No. 309.22072 H339 (Vol. 5).

Outlines a theoretical framework designed to analyze the process of development with external assistance. Uses this framework to evaluate the current performance of developing countries and assesses their further needs for assistance under various assumptions. Suggests possibilities for accelerating growth and points out conditions which frustrate growth through external aid.

64. Chenery, Hollis B., George E. Brandow, and Edwin J. Cohn, *Turkish Investment and Economic Development*. 1953, 290 p. United States Operations Mission to Turkey, Ankara.
ARC Catalog No. TU 332.673961, U 58.

Examines the USOM's contribution to economic growth in Turkey, particularly in investment promotion. Discusses the overall aspects of investment as related to Turkey's balance of payments, internal stability and future growth. Compares investment sectors and recommends priorities for the allocation of foreign exchange and investment funds. Examines in detail investment opportunities in agriculture and industry. This is an early report which provides guidelines for similar studies in other countries.

65. Ching, Michael, *Industrial Project Evaluation*. 1965, 29 p. Report of the AID representative to the United Nations Interregional Symposium on Industrial Project Evaluation, Prague, Czechoslovakia.
ARC Catalog No. 338 C539.

Reports on the symposium program and summarizes papers and discussions dealing with setting up, evaluating and supervising industrial projects. Also discusses the importance of evaluating country experience in project development.

66. Cilingiroglu, Aghan, *Manufacture of Heavy Electrical Equipment in Developing Countries*. 1969, 122 p. World Bank Staff occasional paper No. 9. Published by the John Hopkins Press, Baltimore, MD 21205.
ARC Catalog No. 621.3 C572.

Analyzes factors in the growth and competitiveness of the heavy electrical equipment industry in developing countries. The study is based on findings in Argentina, Brazil, Mexico, Pakistan and Spain.

67. Clark, Paul G. and Richard Weisskoff, *Import Demands and Import Policies in Brazil*. 1967, 57 p. Prepared for AID/Washington by the AID Office of Program Coordination 1966 Summer Research Project.
ARC Catalog No. BR 382.5 C594.

Discusses Brazil's trade policies from 1953 to 1965 and future import demands. Recommends improved import policies to stimulate and support rapid development in the next decade.

68. *The Climate for Private Investment in Guinea: The Bases for Industrial Growth*. Contract No. AID/afe-45. 1963, 23 p. Prepared for AID/Washington by Checchi and Company, 815 Conn. Ave., N.W., Washington, DC 20006.
ARC Catalog No. GL 332.673882 C514.

Provides an analysis and recommendations for improving the investment climate and proposes a long range development plan for industrial growth in Guinea.

69. Cline, Howard F., *Mexico: Revolution to Evolution, 1940-1960*. 1963, 374 p. Bibliography. Oxford University Press, 200 Madison Ave., N.Y., NY 10016.
ARC Catalog No. MX 972.082 C641.

Reviews the historical, sociological and economic factors leading up to the economic boom witnessed in Mexico during the latter part of the two decades from 1940-1960. Discusses the government and political evolution in the country, the effect of the revolution on education, and the place Mexico has attained in world and regional order. Provides a great deal of interesting statistical information in the appendices.

70. Cole, David C., *Inflation, Stabilization and Growth in Korea*. Contract No. CSD 1543. 1967, 32 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 3).

Examines the balance between inflation and growth in Korea, which has experienced periods of hyperinflation and extreme growth rates. Attempts to determine the points of balance between inflation and growth that provide maximum stability.

71. Cole, David C. and Young Woo Nam, *The Pattern and Significance of Economic Planning in Korea*. Contract No. CSD 1548. 1968, 50 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 6).

Traces early planning efforts in Korea and reviews in some detail the Second Plan with which the authors were much involved. The major part of the report

is devoted to industrial structure planning with a discussion of labor-intensive vs. capital-intensive production policies.

72. *Communist China: A Strategic Survey*. 1966, 143 p. Department of the Army, Pentagon, Arlington, VA 20310.
ARC Catalog No. CC 010.51 A741.

A well annotated bibliography covering economic, sociological, military and political matters in the People's Republic of China. Contains more than 650 items. Several maps, charts, and data sheets are included in the appendix.

73. *Community Audit and Area Data Outline*. 1962, 32 p. Prepared for AID/Washington by Conway Research, Inc., 2600 Apple Valley Road, Atlanta, GA 30319.
ARC Catalog No. LAT 309.2 C767a.

Provides an outline for compiling and presenting area data in usable form to encourage development. A short form for a community audit is also provided.

74. *A Confectionery Plant for Liberia*. 1965, 42 p. Prepared for the Liberian Development Co. by Checchi and Co., 815 Conn. Ave., N.W., Washington, DC 20006.
ARC Catalog No. LI 664.15 C514.

Discusses the economic feasibility of a confectionery plant for Liberia. Gives estimate of sales over three years and presents profit and loss forecasts, capital requirements, and a cash flow projection. The need for government incentives is also examined.

75. *Conference on Economic Planning in Southeast Asia*. 1965, 352 p. East-West Center, University of Hawaii, Honolulu, HI 96822.
ARC Catalog No. FEA 330.16 C748.

The 13 papers presented in this conference represent a variety of experiences and viewpoints mainly of economic planning specialists from Southeast Asian countries. Subjects covered: priorities in planning, goals and development strategy, data and statistics, political and institutional aspects, and plan implementation as well as reports on personal experiences in development planning.

76. *Conference on Industrial Development Banking*. 1961, 94 p. Economic Coordinator for CENTO, c/o U.S. Embassy, Ankara, Turkey.
ARC Catalog No. NEA 332.1 C397.

A report of the industrial development banking conference held in Murru, Pakistan, in June, 1961. Contains a summary of discussions and includes some of the important papers read at the meeting.

77. *Conference on a Joint University-Industry Program to Assist in the Industrial Development of Latin America*. 1964, 101 p. Report of a conference sponsored by the Institute in Engineering-Economic Systems, Stanford University, Palo Alto, CA 94305.

ARC Catalog No. LAT 338.098 S785a.

Report of a conference held at Stanford University for the purpose of bringing together U.S. industry and university representatives to discuss the problems involved in the development of new industries in the developing regions of Latin America. An effort was also made to formulate a constructive program of action which would, over a period of time, become self-supporting and of mutual benefit to both the U.S. and the developing countries.

78. *Considerations Affecting the Selection of New Industrial Opportunities in Venezuela*. 1963, 74 p. Prepared for the Corporacion Venezolana de Fomento by Ebasco Services, Inc., 2 Rector Street, New York, NY 10006.

ARC Catalog No. VE 338.0987 E15b.

Develops an import substitution program for production, by Venezuelan manufactures, of economically feasible products. Provides information and methods of screening industrial opportunities. Selects those industries which offer the greatest potential for development and provides comprehensive feasibility studies and plans for several selected industries.

79. *Cooperative Effort in Industrial Development*. Contract No. AID/nesa-28. 1967, 196 p. Prepared for AID/Washington by C. W. Robinson and Co., Inc., 200 Park Ave., New York, NY 10017.

ARC Catalog No. NP 338.012 R658.

Describes the activities and achievements of the Nepal Industrial Development Corporation from July 1962 to December 1966. Reviews early efforts in planning and implementing the project, management problems, banking activities, investment promotion and development of human resources. Appendixes give detailed information on industrial operations successfully established by the NIDC.

80. *Cooperative Effort in Industrial Development*. Contract No. NES-28. 1966, 99 p. plus 100 pages of appendixes. Prepared for AID/W by C. W. Robinson and Co., Inc., 200 Park Ave., New York, NY 10017.

ARC Catalog No. NP 338.012 R658.

An illustrated report which summarizes selected activities and achievements of particular significance in industrial development from 1962-1966. This report is a summary of 50 monthly progress reports prepared by the contractors, many of which provide feasibility studies and detailed information regarding loan procedures, follow-up assistance and related topics.

81. Cope, William, Mack Gilkeson, George Mann and Edward Nelson, *Project Rita-Paraiba (Brazil)*. 1969, 231 p. A report prepared for AID/W by California State College, Los Angeles, CA 90032.
ARC Catalog No. BR 338.0981 C153b.

This document summarizes a rural industrial technical assistance program conducted jointly by California State College and the Federal University of Paraiba. This summary was prepared after the program had been in operation four and one-half years. The aim of the program was to develop small and medium industries in northern Brazil.

The report explains the organization of these industries and the progress of the program. The success of this program was measured by the number of new industries developed and by the change in attitude of the local people towards industrialization. An outline is provided as a guide for developing similar programs in comparable areas having a potential for industrial development.

82. *Costa Rican Industrial Crossroads*. 1962, approximately 220 pages. Prepared for AID/W by the Wolf Management Engineering Company, Seven South Dearborn Street, Chicago, IL 60603.
ARC Catalog No. CR 338.97286 W854.

A diagnostic study of industry in Costa Rica. Considers the country as a self-contained unit and also as a part of the larger geographic area of Central and South America. Develops a program of action to stimulate rapid acceleration of the development of private enterprise, with the idea of stimulating local and foreign investments. Analyzes the potential and problems of Costa Rica as they relate to the contemplated Common Market of Central America and recommends a course of action planned to be equitable and stimulating to the industrial development of all countries involved.

83. *Costs of Urban Infrastructure for Industrial Development as Related to Sizes of Urban Centers in Developing Countries*. Contract No. CSD 802. 1966, 62 p. Prepared for AID/W by the Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. 338.09 S785a.

Measures the comparative costs of supplying the physical and social infrastructure facilities required by industry in urban centers of different sizes in developing countries. Considers industrial location and urban infrastructure, reviews information available for a number of developing countries and provides a detailed analysis for 33 selected U.S. industries. The paper is developed with national, regional, and urban planners of a developing country in mind, and with the aim of providing data and techniques that are feasible, practical and useful in a variety of situations.

84. *Credit Requirement for the Ecuadorian National Industrial Development Program*. 1960, 130 p. Prepared by a joint commission representing the National Planning Board, the Ministry of Development, the National Development Bank, and the U.N. Office of Technical Assistance in Quito, Ecuador.
ARC Catalog No. EC 332.7 N277.

Studies types of credit and priorities, with a quantitative assessment of requirements for development. Reports on administration of international credit by national and private banks and the National Securities Commission and discusses promotional organizations in Ecuador. Reports on several specific industrial projects and comments on the general economic situation and industrial financing in the country. Provides a list of priority industries selected for preferential treatment to facilitate rapid development and other industries to be promoted under normal credit treatment.

85. *Current Economic Situation in Ceylon*. 1971, Vol. I, The Main Report, 110 p. Vol. II, Public Finance, Agriculture, and Industry, 104 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006.
ARC Catalog No. CE 330.95493 161a.

Discusses Ceylon's balance of payment problem and new government policies in the light of the economic conditions in the country. Emphasizes the crucial choices which Ceylon must face if it is to achieve a better balance between its social and its growth objectives. Volume II discusses public finance, agriculture, and industry in the light of the above problems and objectives.

86. *Current Economic Position and Prospects of Mauritius*. 1968, 16 p. plus 29 pages of statistical information. International Bank for Reconstruction and Development, 1818 H Street, N.W., Washington, DC 20006.
ARC Catalog No. MP 330.96982 161.

Reviews the major problems in the economy of Mauritius, the development of agriculture and manufacturing industries, and the public policies and economic development of the country. A great deal of important information is provided in the statistical index.

87. *Current Economic Position and Prospects of the Philippines*. 1968, 120 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006.
ARC Catalog No. PH 330.9914 161a.

Analyzes economic development in the Philippines, with most attention given to the years 1966 and 1967. Discusses public finance, money and credit, and the balance of payments in the country. Discusses industrial policies,

investment incentive measures, import protection and export. Reviews government plans and assesses prospects for future development.

88. *Current Economic Position and Prospects of Senegal*. 1968, 96 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006.
ARC Catalog No. SG 330.9663 I61.

Discusses political and social conditions in Senegal, employment, wages and salaries, etc. Reviews principal economic activities in the country, money and banking, public financing and government development plans. Provides valuable background and statistical information in about 50 pages of appendixes.

89. *Current Economic Position and Prospects of Thailand*. 1967, 112 p. International Bank for Reconstruction and Development, 1818 H Street, N.W., Washington, DC 20006.
ARC Catalog No. TI 330.9593 I61.

Reviews Thailand's second plan for National Economic and Social Development, covering 1965-1967, in the light of the Thai economy's accomplishments in the past as well as its prospects. Discusses development prospects in major sectors and the financial outlook for the country. Provides important statistical information in the appendixes.

90. *Current Economic Position and Prospects of Venezuela*. 1970, Vol. 1, Main Report, 102 p. Vol. VI, Industry, 85 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006.
ARC Catalog No. VE 330.987 I61b.

Volume I assesses economic conditions in Venezuela and explains the rapid economic expansion over the past three decades which has brought per-capita income to over \$1100 despite an annual 3.6 percent increase in population over the last ten years. Discusses Venezuela's development strategy and goes into some detail regarding major section programs under development.

Volume VI discusses Venezuela's potential for industrial development, its rich natural resources of petroleum, natural gas, iron ore and hydroelectric power; its labor force, entrepreneurial talent and technical skills. Also discusses other salient features of the manufacturing structure - financing, public policy toward industry, efficiency of Venezuelan industry, and potential for export.

91. Davis, William C., and Donald H. White, *Survey of Central American Countries: Dominican Republic, Jamaica, Panama, and Mexico, Concerning Proposed Creation of Industrial Development Training Centers*. 1964, 59 p. Prepared for AID/Washington by the Council for International Progress in Management, (U.S.A.) Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. LAT 338.098 C855b.

Outlines a program to be implemented at the University of Arizona, to train personnel from Central American countries to enable them to return to their home countries to establish and operate training centers. The objective is to train personnel to recognize business opportunities, to prepare feasibility studies, to prepare documents for financing, to assist in the implementation and operation of industrial projects, and to provide overall guidance to stimulate and develop industrial projects. Discusses conditions affecting industrial development in nine Central American countries.

92. Davis, Ross D., *Report on Small Industry Programs in Turkey*. 1965, 35 p. Executive Administrator of the Small Business Administration, Washington, DC
ARC Catalog No. TU 338.64 D263.

Evaluates plans of the Government of Turkey designed to modernize small-scale industry and promote a balanced pattern of industrial development with a significant capacity to produce goods for export and for import substitution. Recommendations are made for (a) establishing an office within the Confederation of Tradesmen and Artisans to organize a program for small industry on a national scale, (b) reorganizing and strengthening the Small Industry Division in the Ministry of Commerce and Industry and (c) establishing a small industry development corporation to plan and implement a small industry development project in Gaziantep.

93. de Beausset, Val S., *Industrial Development of Costa Rica*. Contract No. 515-145-T. 1967, 128 p. Prepared for AID/Washington.
ARC Catalog No. CS 338.097286 D286b.

A study of the possibilities for developing new industries in Costa Rica, particularly export industries based on agriculture. Comments on general economic conditions and reports in detail on the infrastructure and large agricultural potentials in the country. Recommends development procedures for more than 80 industries.

94. de Beausset, Val S., *Industrial Development in Costa Rica*. AID Contract No. 515-145-T. 1965, 121 p. Prepared for AID/Washington.
ARC Catalog No. CR 338.097286 D286a.

Reports on the implementation of 20 general industrial projects, 40 food industry projects, 17 lumber industry projects, and more than 60 other projects in Costa Rica. Comments on the economic situation in the country and makes general recommendations to improve industrial development.

95. de Beausset, Val S., *Proposals and Projects for Industrial Development of El Salvador*. 1963, 91 p. Prepared for the Government of El Salvador.
ARC Catalog No. ES 338.7 D286.

Reviews established projects, proposes new ones and recommends methods of improving the profitability of projects and the benefits to the economy of the country. Examines raw materials available for processing, and proposes an expanded consumer market for a few basic industries that can be started or expanded.

96. de Beausset, Val S., *Industrial Development of Honduras*. 1965, 88 p. Prepared for USAID/Honduras.
ARC Catalog No. HO 338.097283 D286.

Evaluates industrial projects that can be rapidly established to improve the economy of Honduras. Analyzes factors contributing to industrial development (investment climate, labor costs, availability of labor, etc.) and provides background information and project proposals for more than a dozen industries.

97. Delaplain, J.W., *The Inter-American Development Bank and Industrial Development in Latin America*. U.N. publication No. ST/ECLA/CONF. 11/L.28. 1962, 55 p. Prepared for a U.N. Seminar on industrial programming in Sao Paulo, Brazil by the Chief of the Industrial Development Section of the Inter-American Development Bank, 808 17th St., N.W., Washington, DC 20006.
ARC Catalog No. LAT 332.153 D338.

Gives a brief history of the Inter-American Development Bank and describes its policies and operating procedures. Comments on problems and dilemmas of industrial development. Discusses industrial sector planning and project criteria and analysis. Reviews IDB loans to illustrate principles outlined in the paper.

98. Derrer, Aldo, and E.L. Wheelwright, *Industrialization in Argentina and Australia*. 1966, 168 p. Instituto Torcuato Di Tella Centro de Investigaciones Economicas, Buenos Aires, Argentina.
ARC Catalog No. AR 338.0982 F345.

Compares industrial production in Argentina with that in Australia. Studies the task of transformation of a basically agricultural-commercial economy, geared to production of primary commodities for export, to an industrial economy in a period after many other countries had already become industrialized. Analyzes all aspects of industrial organization and growth in the two countries. Goes into some detail regarding resources, capital assistance, industrial policies, etc. for each country.

99. *Design for Assistance to Industrialization in Turkey*. 1965, 93 p. Prepared for USAID/Turkey by Checchi and Company, 815 Conn. Ave., N.W., Washington, DC 20006.
ARC Catalog No. TU 338.094961 C433.

A technical assistance project designed to assist Turkish industry in attaining and maintaining a significantly higher growth rate and a larger contribution to a favorable balance of payments. Diagnoses the existing situation and trends and makes specific recommendations for assistance activities aimed at short term improvement.

100. Desmond, John J., *Program of Rural Industrial Technical Assistance for the Philippines*. 1967, 86 p. Engineering Experiment Station, the University of Illinois, Urbana, IL 61801.
ARC Catalog No. PH 338.09914 129.

Reviews the Rural Industrial Technical Assistance scheme for N.E. Brazil and investigates possibilities for labor-intensive rural industries using local materials. Proposes a university industrial extension project to aid in implementing the rural industry program.

101. *Developing a Packaging Industry in Afghanistan*. 1965, 88 p. Prepared for the Ministry of Commerce, Royal Government of Afghanistan, Kabul, by Thomas H. Miner and Associates, 135 La Salle Street, Chicago, IL 60603.
ARC Catalog No. AF 676.32 M664.

Describes and analyzes Afghanistan's packaging applications to determine the materials best suited for future development of a packaging industry. Makes specific recommendations regarding the manufacture of corrugated materials and jute, and gives requirements and costs of establishing a package manufacturing plant. Examines Afghanistan's demands for improved packaging particularly of export products.

102. *Developing Afghanistan's Rug and Carpet Industry*. 1966, 54 p. Prepared for the Ministry of Commerce, Royal Government of Afghanistan, Kabul, by Thomas H. Miner Associates, 135 La Salle St., Chicago, IL 60603.
ARC Catalog No. AF 677.643 M664.

A study to determine the needs, potential and course of action essential to support the future growth of the rug and carpet industry of Afghanistan. Reviews the history and development of rug and carpet production and recommends a five-year development plan for improving the technical productivity, organizational and marketing aspects of the industry.

103. *Development of the Commercial Production Potential of the Factories at Wah, West Pakistan*. 1961, 43 p. Prepared for AID/W by Ebasco Services Incorporated, 2 Rector Street, New York, NY 10006.
ARC Catalog No. PK 338, 095491 E15.

A broad study of manufacturing facilities at Wah, Pakistan to determine the requirements in machine tools, equipment, and technical know-how in order to

utilize an AID loan most efficiently. Analyzes Pakistan's pending industrial projects and evaluates requirements for additional facilities. Reviews management's plans for development and examines sales and marketing policies for both external and internal trade.

104. *A Development Company for Togo: Economic Growth in a Small Market.* 1963, 82 p. A report prepared for the Rockefeller Brothers Fund by Checchi and Co., 915 Conn. Ave., N.W., Washington, DC 20006.
ARC Catalog No. TO 332.1 C514.

Develops plans for a financing institution specifically suited to a small country with limited investment opportunities. This report departs sharply from conventional development bank programs and emphasizes development of entrepreneurship without dependence on government financial support. Studies are made of several industries and 37 are recommended for expansion or development. Agriculture-based industries are included in the study.

105. *Development of Small-Scale Industries in India: Prospects, Problems and Policies.* 1963, 144 p. Report of the International Perspective Planning Team sponsored by the Ford Foundation. Published by the Government of India Press, Ministry of India, Delhi, India.
ARC Catalog No. IN 338.7 I39.

The first international team study of small industries in India (under the sponsorship of the Ford Foundation) was completed in 1954. This study, made ten years later, provides a broad view of the progress made by small industries since the organized small industry development program began. It reviews various government policies, organizations and procedures--both national and state--and recommends the appropriate future role of small industries in the achievement of national development objectives. It also suggests the design and operation of a reporting and a statistical reporting system to enable concerned officials to assess problems encountered and progress being made.

106. Dietrick, Robert C., Louis C. McAnly and James W. Quigg, *Report of Management Training Specialists' Team: Brazil.* Contract No. PIO/T 512-40297. 1967, 48 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BR 658 C855.

Report of three specialists working on developing management training programs in 15 cities in Brazil. Topics emphasized are: controls for top management, planning, production control, quality control, materials control, methods study, work simplification, plant layout, manufacturing costs, accounting, purchasing and marketing.

107. Distelhorst, Lynn Harris, *Impact of American Aid and Trade on Resource Development of Gabon*, 1969, 260 p. Bibliography. A thesis submitted to the GWU School of Public and International Affairs. George Washington University, Washington, DC 20037.
ARC Catalog No. GB 338.018 D614.

Evaluates the impact of U.S. investment of the development of Gabon. Analyzes the effect by sector and by project and compares private and foreign activities concerning development. Appendices illustrate the study with graphs and other statistical information.

108. Doretti, Cesar A., *Industry in Argentina: A Brief Evaluation of Its Structure, Present Situation, Existing Projects and Future Potential*. 1968. 4 volumes, 399 p. Prepared for the Inter-American Development Bank, 808 17th St., N.W., Washington, DC 20006.
ARC Catalog No. AR 338.0982 D695.

Volume I discusses the background and the general pattern of development of industry in Argentina and deals specifically with the food, textile and leather industries.

Volume II deals with the wood, paper, printing industries and the industry of petroleum derivatives.

Volume III deals with the chemical, rubber, and steel industries and metalliferous and non-metalliferous minerals and industrial rocks.

Volume IV deals with the automotive, tractor and agricultural machinery industries, household durables, electric motors, internal combustion engines, and the machine tool industry.

An analysis of the complete study is provided at the end of Vol. IV.

109. Duke, Keith E., Philip L. Adams and Robert W. Davenport, *An Industrial Park Development Program for Central America*. SRI Project II-5038. 1964, 239 p. Prepared for the Central American Bank for Economic Integration, Tegucigalpa, Honduras by the Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. LAT 338.9728 S785.

A study of development patterns in Guatemala, Honduras, El Salvador, Nicaragua and Costa Rica to determine the desirability and feasibility of establishing industrial parks as a means of stimulating industrial development and economic growth. Defines the nature, scope and cost of an industrial park program and recommends locations, size and nature of parks. Proposes policies which the Bank and the Central American countries should adopt to implement an industrial park program.

110. Dyckman, John W., *Capital Requirements for Social Overhead*. Undated, 9 p. Arthur D. Little, Inc., 1 Maritime Plaza, San Francisco, CA 94111. ARC Catalog No. 330.9 D994.

Discusses the competing claims on scarce capital by industrial development and by the social overhead for urbanization accompanying that development. Attempts to answer question: "What is the optimum allocation of capital to social overhead for achieving the objectives of the society for a developing economy?"

111. *East African Manpower Utilization Study*. Contract AID/afr-249. 1965, 78 p. Prepared for AID/Washington by the African-American Institute, 866 United Nations Plaza, New York, NY 10017. ARC Catalog No. AFR 331 A258.

A study of the problem of human resource development and utilization in Africa, particularly as it relates to East African students being educated in the United States. Suggests procedures for encouraging students to return to their own country to assume priority positions in their country's development plans. Includes proposals for a long-range effort to assist the governments of East Africa to make maximum use of these manpower resources. A plan for action, complete with a timetable, is presented.

112. *Economic Development and Prospects in Morocco*. 1970, 141 p. Supplement: *Memorandum on Morocco's External Debt Burden and Terms of Borrowing*. 1970, 20 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006. ARC Catalog No. MO 330.964 161b.

Examines Morocco's rapid economic growth from 1967-1970 which enabled the country to surpass its 1968-1972 goals in two years. Discusses employment and employment policy and planning. Analyzes industrial development policies and some constraints to growth of manufacturing. The supplement examines Morocco's growth of external debt and assesses her future debt servicing burden.

113. *The Economic Development of Kenya*. 1963, 380 p. Prepared by a mission organized by the International Bank for Reconstruction and Development. Published by the John Hopkins Press, 34th & Charles Street, Baltimore, MD 21218. ARC Catalog No. KE 330.96762 161b.

A general review of the economic potential of Kenya. Recommended steps to assist the government in development planning for the period from 1963 to 1967, and in formulating policies to further expand and stimulate the economy in order to raise the standard of living of the people. Valuable statistical data are provided in the appendixes.

114. *The Economic Development of Uganda*. 1962, 475 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006. ARC Catalog No. UG 330.96761 161d.

Examines the priorities for public investment and the major emphases in public policy required to achieve maximum economic growth of Uganda's economy, particularly during the years 1962-67. Provides recommendations for a program for manufacturing and discusses the structure of industry in the country, with special attention to small industry development.

115. *Economic Handbook on Nepal*. 1965, 149 p. Nepal Industrial Development Corporation and Industrial Promotion and Productivity Center, Kathmandu, Nepal. ARC Catalog No. NP 330.95426 N439.

A very thorough report, prepared by Nepalese economists, which discusses Nepal's resources, economic structure, government policies, the organization and development of industries, money and credit, and transportation. Statistical information is provided to support each subject discussed.

116. *The Economic Position and Prospects of Malaysia*. 1965, 32 p. plus approximately 50 pages of statistical index. Prepared for the International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006. ARC Catalog No. MY 330.9964 I61.

Reviews latest political developments and structural problems in the new federation of Malaya and analyzes progress toward financial and economic integration. Discusses industrial production and exports, plans for development, the financial situation, and the overall economic outlook for the federation.

117. *Economic Profile: Philippines*. 1969, 28 p. Cycip, Gorres, Valayo and Co., 6760 Ayaia Ave. Makati, Rizal, Philippines. ARC Catalog No. RP 330.9914 S981.

Summarizes significant aspects of the economy of the Philippines and outlines advantages for industrial development. Provides information regarding availability of labor, labor costs, balance of payments, transportation and infrastructure, power availability and cost, agricultural and mining products, and other aspects of economic and industrial development. Also gives brief outline of investment laws and tax regulations.

118. *Economic Report on Nepal*. 1969, 76 p. Asian Development Bank, Roxas Boulevard, Ermita, Manila, Republic of the Philippines. ARC Catalog No. NP 330.95426 A832.

Provides good background information on Nepal's development history. Discusses the development of the infrastructure within Nepal, agriculture and forestry, industrial and financial development, and external trade and balance of payments.

119. *Economic Situation and Prospects of India*. 1971, Vol. I, Main Report 233 p. Vol. II, Statistical Index, approximately 100 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006. ARC Catalog No. IN 330.954 161c.

Analyzes the performance of the Indian economy, particularly in regard to its "Fourth Plan." Discusses employment and income distribution, agriculture production and problems, industry policy framework and production records, finance, foreign trade and balance of payments.

120. *Economic Survey for Yemen with July 30, 1964 Balance Sheet of Yemen Currency Board*. 1964, 89 p. Prepared for the U.S. Department of State by the American Embassy, Taiz, Yemen. ARC Catalog No. YE 330.95332 U58.

Reports on general economic conditions in Yemen. Considers agriculture, transportation and communications, industry, labor, social services and education, foreign commerce, finance and banking, and foreign assistance.

121. *The Economy of Tanganyika*. 1962, 68 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006. ARC Catalog No. TZ 330.9678 161a.

Provides background information on the people and the political situation in Tanganyika. Discusses the structure and growth of its economy, finance and development planning, and external trade and balance of payments. Assesses economic prospects for the future and credit worthiness of the economy.

122. Eiffert, Otto H., *Report on Machine-Shop Operations in Brazil*. Contract No. PIO/T 512-50258. 1965, 24 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022. ARC Catalog No. BR 621.75 C855.

Evaluates operations in 26 machine-shop industries in three Brazilian cities and in vocational training centers in Sao Paulo. Offers recommendations for improving many phases of their operation and management.

123. Ellsworth, P.T., *Import Substitution, Growth, and the Balance of Payment: Some Comparisons*. Contract No. AID/esd-355. 1967, 17 p. University of Wisconsin, Madison, WI 53706. ARC Catalog No. FEA 382 E47.

Presents data on seven Latin American and six Asian countries and attempts to determine a pattern in the movements of gross national products, exports, and imports. Analyzes the data for the two regions and for each country under study.

124. *Establishment of Industrial Estates in Underdeveloped Countries*. 1961, 54 p. Department of Economic and Social Affairs of the United Nations. Illustrated. United Nations, New York, NY 10017.
ARC Catalog No. 338.9 U58a.

Discusses the objectives and policies of industrial area development in three developed countries and seven less developed countries. Examines the role of industrial estates in industrialization policies and discusses the types and location of industrial estates, regulations regarding their use, and their coordination with programs of broader scope. Outlines a program for industrial estates as a means for promoting small-scale industry and provides a case study for planning an industrial estate in an under-developed Asian country.

125. *Evaluation of Projects in Centrally Planned Economies*. No. ST/ECLA/CONF. 11/L.30. 1963, 93 p. U.N. Center for Industrial Development, Department of Economic and Social Affairs. U.N. Publications, Room 1059, New York, NY 10017.
ARC Catalog No. 332-673 U58.

Reviews methods and techniques of programming general industrial development which contribute to international cooperation. Presents general conclusions based on experience of industrial development in many countries and regions having different economic systems.

126. *An Evaluation of Recent Private Industrial Development in Nicaragua*. Contract No. AID/LA-650. 1971, 103 p. Prepared for AID/W by Robert R. Nathan Associates, Inc., 1200 18th Street, N.W., Washington, DC 20036.
ARC Catalog No. NU 338.7 N274.

Assesses the effectiveness of AID programs in the private industrial sector of Nicaragua and suggests changes that might improve them. The study is intended to give the AID mission the benefit of observations by an outsider with fresh suggestions for solutions to problems.

127. Ewing, A.F., *Industry in Africa*. 1968, 189 p. Oxford University Press, 1600 Pollitt Drive, Fairlawn, NJ 07410.
U.S. Department of State Library Catalog No. HC 502. E86.

This study, written by an experienced Africa hand, concludes that what is required for a rapid transformation of present economic conditions in Africa is industrialization. It suggests that successful industrialization requires some grouping of countries and coordination of development effort. A fairly optimistic interpretation is given of the prospects for African industrialization

if such cooperation is forthcoming. Estimates of the prospects for growth of various industries are projected to the end of the century.

128. Exton, Manning M., *Report on Production Control Study: Brazil*. Contract No. AID/PIO/T 512-J-27-AA-3-3006. 1963, 4 p. Prepared for AID/W by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BL 658.5 C855.

Report on a seminar to assist Brazilian industries of 500 or more employees to improve their production control methods. Emphasis is on the ability to identify production problems and to devise effective practices to solve them.

129. *Facts on Latin America's Development Under the Alliance for Progress*. 1967, 44 p. Office of Public Affairs, Bureau of Inter-American Affairs, U.S. Department of State, Washington, DC 20523.
ARC Catalog No. LAT 341.181812 S797.

A proposal for a Latin American common market. Weighs the effect of regional pooling of markets and elimination of protective tariffs. Envisages the development of a Latin American common market as an outgrowth of the Central American Common Market and the Latin American Free Trade Association.

130. *Farm Tools and Implements*. 1969, 14 p. Economic Coordinator for CENTO, c/o United States Embassy, Ankara, Turkey.
ARC Catalog No. NEA 631.3 C397.

Report of a traveling seminar on farm tools and implements carried out by a group of specialists from Iran, Pakistan and Turkey. Major emphasis is on tools and implements in current use in the areas under study but innovations and improvements are presented in the hope of upgrading farm equipment. This well-illustrated handbook should be useful to agricultural technicians, extension workers, farmers, students and manufacturers of farm machinery.

131. *Feasible Aid Projects for Gabon*. 1966, 18 p. plus 37 pages of appendixes. Prepared for Regional USAID/Africa and AID/Washington by International Development Services, Inc., 1725 Eye Street, N.W., Washington, DC 20006.
ARC Catalog No. GB 309.223 161.

Analyzes the economy of Gabon and discusses development assistance requirements for the country. Makes project proposals for: (a) a rural development training center, (b) technical assistance to livestock development, (c) technical assistance to fishing and fish processing, and (d) industrial manpower development. The appendixes list technical and economic studies made by other agencies and countries, and give information regarding development projects.

132. *Feasibility of Producing Hardboard and Particle Board in Greece*. U.N. Publication No. CID/IPÉ/D.31. 1965, 57 p. Prepared for the United Nations Center for Industrial Development by Arthur D. Little Co. U.N. Publications, Room 1059, New York, NY 10017.
ARC Catalog No. GR 676.183 L778.

Reviews market, production, financial, economic and management factors bearing on the proposed plant. Provides plans and specifications.

133. *Feasibility Report for the Economic Planning Board, Republic of Korea, for Farm Tool Manufacturing Plants*. 1966, 118 p. Kuljian Corporation, Engineers - Consultants, 1200 North Broad Street, Philadelphia, PA 19123.
ARC Catalog No. KS 631.3 K96.

A study of the farm tool requirements for Korea with specific recommendations for production of eleven types of farm equipment. Recommendations for the production of small diesel engines and tractor/tillers are developed in detail with the idea of encouraging joint venture agreements with U.S. manufacturers.

134. *Feasibility Studies - Preliminary Designs for Products Industries in Bahia (Brazil)*. 1964, 60 p. Prepared for USAID/Brazil by Colorado State University, Fort Collins, CO 90521.
ARC Catalog No. BR 338.0981 C719.

This document provides feasibility studies and preliminary designs for the following industries:

1. Small ceramic products
2. Poultry
3. Mandioca processing
4. Peanut oil
5. Slaughterhouse
6. Food processing

There are three special analytical studies related to the development of industries in the lower Paraguasic Valley also listed under the same ARC catalog number as shown above.

135. *Feasibility Studies for Public Sector Projects*. 1966, 186 p. Government of India Planning Commission. New Delhi, India.
ARC Catalog No. IN 338.0954 139a.

A guide to the preparation of feasibility studies for industrial projects. Outlines all aspects to be covered in feasibility studies and provides charts, questionnaires, forms, etc., to be followed in their preparation.

136. Felix, David, *On Gapsmanship and the Prospects for the Less-Developed Countries*. Contract No. CSD 1548. 1968, 65 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 5).

Examines the interactions of savings and foreign exchange gaps and the rate of economic growth. Claims that accelerating the long-term growth rate of advanced countries may only reinforce the dominance of the exchange gap in many LDCs and sustain the deceleration of their growth rate.

137. Felix, David, *Subsidies, Recession and Non-Traditional Industrial Exporting In Argentina*. Contract No. CSD 1548. 1968, 53 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 5).

Reports on some statistical attempts to assess the causal factors behind the rise of non-traditional exports in Argentina from 1950-1968. Relates the findings to Argentine industry pricing patterns and exchange rate policies and discusses the implications of the findings for export promotion policy.

138. Felix, David, *Some Notes on Implementation of Argentine Industrial Policy*. Contract No. CSD 1543. 1967, 34 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Analyzes several factors which have obstructed efficient planning and execution of a coherent industrial policy in Argentina. Cites several cases to illustrate the argument that an economically feasible industrial policy should reduce the level of protection and use competitive import pressure as a means of forcing Argentine industry to reorganize and perform more efficiently.

139. Field, H. Hairland, and others, *Research Needs for Development Assistance Programs*. 1961, 327 p. Prepared for AID/Washington by the Foreign Policy Studies Program, The Brookings Institution, 1775 Mass. Ave., N.W., Washington, DC 20036.
ARC Catalog No. 309.223072 B872.

A series of essays aimed at providing a comprehensive catalog of research needs of special concern in planning assistance programs for developing countries. The following topics are discussed:

- a. a general framework for analyzing economic and political change
- b. comments on the general framework statement

- c. country programming as a guide to development
- d. research needed to improve developmental assistance
- e. urbanization problems
- f. research needs for facilitating technological change concerning the role of education in development
- g. manpower problems
- h. foreign assistance and political development

These essays present interesting insights into economic, social, and political forces that affect the development process.

140. *A Field Study of Community Industrial Development in Brazil*. 1967, 97 p. A report prepared for AID/Washington by Conway Research, Inc., 2600 Apple Valley Road, Atlanta, GA 30319.
ARC Catalog No. BR 338.01 C767.

A study analyzing the industrial development achievements in South, Central West and Central East Brazil. Proposes a program designed to lead to the institutional development essential to meet Brazil's needs. Appendix provides a plan for area development which outlines a broad strategy for organizing the development effort in a large area or nation.

141. Filho, Maurilio Leite De Araujo, *Education and Manpower Development (Brazilian Aspects)*. 1966, approximately 60 p. A report developed under a United Nations contract.
ARC Catalog No. BR 373.246 F477.

Analyzes the relationship of manpower development and the educational systems in Brazil. Discusses in some detail the coordination of educational institutions and industries in training management and technical personnel and the participation of international organizations in manpower development. The report contains, in 35 appendixes, a vast amount of useful statistical and background information about the structure of both industries and educational institutions in Brazil.

142. *Final Report of the Industrial Development Project for the Industrial Assistance Commission of the Government of Turkey*. 1960, 176 p. Prepared for AID/Ankara by Barrington Associates, Inc., 230 Park Ave., New York, NY 10017.
ARC Catalog No. TU 332.6734961 B276.

Summarizes the first year of an industrial development program for Turkey and projects plans for future development of the program. Covers organization and training, research and planning, and investment promotion. Provides statistical data to support proposals developed in the report.

143. *Five Industries for the Central African Republic*. Contract No. AID/air-288. 1965, 242 p. Prepared for AID/W by Continental Allied Company, Inc., P.O. Box 88, Herndon, VA 22070.
ARC Catalog No. CT 338.096741 S559.

A detailed study of five industries (Storage Batteries, Asbestos Cement Roofing, Cassava Starch, Reconstituted Dairy Products and Tomato Puree) for manufacture and distribution in the Central African Republic. Tries to consider all possible sources of difficulties to arrive at realistic conclusions and projections of the success of the projects.

144. *The Five Northern Provinces of the Republic of Vietnam: A Reconnaissance of Industrial Possibilities*. 1970, 111 p. Development and Resources Corporation, 1 Whitehall, New York, NY 10025.
ARC Catalog No. VS 338.09597 D489.

Discusses the industrial infrastructure of the five northern provinces of Vietnam and provides industry profiles for eight major industries.

145. Fleming, Robert I., *Program for Accelerating Private Foreign Investment in the Less Developed Countries*. 1966, 104 p. Prepared for the Ford Foundation, 320 East 43rd. St., New York, NY 10017.
ARC Catalog No. 332.673 F598.

An assessment of the potential viability of investment promotion programs. Provides a specific outline for planning and operating programs for the promotion of foreign investment in developing countries and also provides guidelines for establishing investment promotion centers to coordinate programs in host countries with promotion offices in New York and Europe. Suggests methods of training personnel for the program and discusses the types of projects feasible for promotion. Appendix III lists 125 industries for possible development.

146. *Formulation and Implementation of Industrial Programs: The Greek Experience*. U.N. Publication No. ID/CONF.1/G.57. 1967, 12 p. Submitted by the Government of Greece to the United Nations Industrial Development Organization. U.N. Publications, Room 1059, New York, NY 10017.
ARC Catalog No. GR 338.09495 U58.

Analyzes the problems of formulating a development program for the industrial sector. Does not propose programming principles applicable universally but presents some conclusions drawn from the Greek experience in planning an overall development program.

147. Freeland, Emile C., *Report on Sugar By-Product Industries*. 1962, 139 p. Prepared for USAID/Pakistan by USAID specialist on loan from Taipei, Taiwan. USAID/Karachi, Pakistan.
ARC Catalog No. CH 664.1 F954.

Considers the advisability of establishing sugar by-product and related industries in Pakistan. Investigates the feasibility of, and provides specifications for, a large number of suggested new projects.

148. Freeman, Jo Fisher, and Richard F. Quandt, *Report and Recommendations on the Proposed Establishment of an Industrial Development Bank and an Industrial Development Center for the Promotion of the Development of Small Industrial Private Enterprise in Sierra Leone*. August 1961, 56 p. Office of Private Enterprise, International Cooperation Administration, Washington, DC 20523.
ARC Catalog No. SL 332.1 F855.

Proposal for the establishment of (a) a Limited Liability Company for granting loans not exceeding SK 5,000 to small industrial enterprises and (b) an industrial development center to provide support to the Limited Liability Company by performing research on economic and technical feasibility of proposed projects and continuing technical and management supervision to loan recipients. Forty pages of attachments outline in detail the operating and performance guidelines for the project.

149. Friedman, John and William Alonso, *Regional Development and Planning*. 1964, 722 p. Published by the Massachusetts Institute of Technology Press, Cambridge, MA 02139.
ARC Catalog No. 338.9 F911.
Library of Congress Catalog No. 64-25214.

Considers the basic question of national policy for regional economic development. To this end, a large number of topics are considered, including location theory and the theory of spatial organization, the role of resources and migration in regional development, problems of peripheral rural areas, the definition of regions and the concept of planning regions, objectives and measures of regional development, regional development criteria, and institutional aspects of regional development planning. A comprehensive annotated bibliography of nearly 200 titles is included.

150. Friedmann, Wolfgang G. and others, *Public International Development Financing: A Research Project of the Columbia University School of Law. Report No. 1, East Africa (Kenya, Tanzania, Uganda)*. 1962, 122 p. Published by Columbia University School of Law, New York, NY 10025.
ARC Catalog No. KE 338.916762 C714.

Stresses international aspects of development financing for the economic advancement of less developed countries. This study concentrates on the functioning and interrelationships of the institutions concerned with administration of such financing.

151. Geiger, Theodore and Winifred Armstrong, *The Development of African Private Enterprise*. 1964, 156 p. Prepared for AID/Washington and published by the National Planning Association, 1606 New Hampshire Ave., Washington, DC 20009.
ARC Catalog No. AFR 338.7096 G312.

Analyzes problems which impede the development of private economic activity in the 37 countries of tropical Africa and outlines measures that should be taken to encourage private industrial development. Discusses the role of foreign companies and African governments in stimulating African entrepreneurship and the effect of foreign aid programs on the development of African private enterprise. Appendix I deals with the characteristics of 64 entrepreneurs in Lagos, Nigeria; Appendix II presents biographical sketches of African entrepreneurs and enterprises; and Appendix III provides guidelines for developing and improving small loan programs.

152. *The General Organization for Industrialization of the United Arab Republic*. Contract No. AID/nesa-37. 1967, 111 p. Prepared for AID/Washington by EBS Management Consultants, Inc., 100 Church Street, New York, NY 10007.
ARC Catalog No. UA 338.0962 E16.

A study and report aimed at strengthening and improving the staff capability of the General Organization for Industrialization (GOI) of the UAR. During the time of the study and assistance project the GOI was responsible for implementing and executing five-year plan projects for industries, and contributed to the formulation of industrial plans through technical and economic feasibility studies, preparation of project reports and proposals and the execution of approved projects. The feasibility studies and the subsequent planning and follow-up reports are provided in this study.

153. Gilson, Thomas Q., *Industrial Relations: Brazil*. Contract No. PIO/T 512-30036. 1963, 8 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BR 658.315 C855.

Reports on a series of industrial relations seminars held in Curitiba and Salvador, Brazil. The one-week seminars for top management personnel in pilot plants were designed to explore modern industrial practices as they might be adapted to Brazil. Attention is given to quality control.

154. Ginsberg, Norton, *Geography and Economic Development*. 1960, 173 p. A research paper prepared by the University of Chicago Department of Geography. Rosenwald Hall 24, Chicago, IL 60637.
ARC Catalog No. 338.012 C532.

Investigates some of the characteristics of economic development in underdeveloped areas from the geographical point of view. Tabulates and maps numerous criteria deemed important indicators to, or measures of, economic development.

155. Girardy, Alfred B., *Final Report Industrial Design Activities, China Productivity and Trade Center*. 1963, 16 p. PIO/T A 84-27-311-3-90535, Taiwan.
ARC Catalog No. TW 745.2 G521.

Reports on design training and effectiveness of the China Productivity and Trade Center, in improving Chinese industrial products for local and export markets. The author describes the situation in Taiwan before a design program was started and traces the activities and effectiveness of the design program through two years of association with the CPTC. Comments on market research activities, some special design projects, packaging, etc. Recommends steps to be taken to continue to make the design program at the CPTC more effective, particularly as related to export marketing.

156. Goderez, Carl D., *Private Industrial Development in Latin America*. 1966, 26 p. Industrial Development Branch, Bureau for Latin America, AID/Washington
ARC Catalog No. LAT 332.6738 G581.

Discusses AID policies and programs for Latin American private sector development and recommends the creation of an "Inter-American Investment Promotion Center" to be served by a computer programmed to assist in developing precise and intelligent relationships among opportunities, consultants and investors.

157. *Greek Crafts: Advancing the Economic Welfare of Craft Workers of Greece*. First Report. 1956, 57 p. Second report, 1957, 18 p. Prepared for the International Cooperation Administration, Washington, D.C. by Walter Dorwin Teague Associates, 444 Madison Ave., New York, NY 10022.
ARC Catalog No. GR 338.64 T253.

Reports on a project designed to increase output, improve quality, extend product variety and reduce costs in Greek village and urban craft industries. The first report gives the organization plan and describes the beginning of the project; the second report describes its progress a year later.

158. *Growth Prospects in Manufacturing*. 1965, 32 p. Economic Branch of the United States Operations Mission, Seoul, Korea.
ARC Catalog No. KS 332.673519 U58.

Outlines a method for developing guidelines, on the basis of past performance, through which particular industries may be expected to make major contributions to future growth of output and employment consistent with Korea's resource endowment. Designed to assist in selecting and promoting good investment projects.

159. *Guide to Industrial Directories*. 1970, 136 p. United Nations, Room 1059, New York, NY 10017.
ARC Catalog No. 338.025 U58.

A list of publications on industrial equipment manufacturers for use by development organizations or developing countries in determining source, cost, and quality of equipment needed for development. Covers equipment manufacturers from most countries where export equipment is available.

160. *A Guide to Monograph Preparation*. Contract No. T-223. 1958, 8 p. Prepared for the International Cooperation Administration, Washington, D.C. by Arthur D. Little, Inc., Acorn Park, Cambridge, MA 02140.
ARC Catalog No. TU 338.7 L778.

An outline and guide for the preparation of investment prospectuses designed to alert investors to opportunities in Turkey. Provides guidelines applicable to similar projects in other countries.

161. Guss, Leonard M., *Packaging is Marketing*. 1967, 127 p. American Management Association, Inc., 135 West 50th St., New York, NY 10020.
U.S. Library of Congress Catalog No. HF 5770. GH.

Examines packaging as protection, as advertising, and as a functional part of transportation and marketing. Suggests a company organization plan for packaging.

162. Harbison, Frederick and Charles A. Myers, *Education, Manpower and Economic Growth*. 1964, 220 p. McGraw-Hill, Inc., 330 West 42nd St., New York, NY 10036.
U.S. State Department Library Catalog No. HD 5707. H3.

An analysis of economic, political and social development from the perspective of manpower training. Focuses on the importance of human resources in the development of all nations and presents a blueprint for human resources development. Outlines a strategy to be used in underdeveloped, partially developed, semiadvanced, and advanced countries.

163. Hecht, Bernard, *Application of Modern Quality Control in Israel Industry*. 1960, 25 p. Prepared for the Government of Israel and the United States Operations Mission to Israel.
ARC Catalog No. IS 558.562 H447.

Discusses the problems of having quality control standards understood, accepted and finally utilized in Israeli industrial production. Points out the necessity of strict quality control standards for export marketing. Gives suggestions for installing a quality control program, and provides sample forms and worksheets used by manufacturing industries.

164. *Helping Honduran Industry: A Diagnostic Study*. Contract No. ICAC-1881. 1961, 152 p. Prepared for ICA/Washington by the Continental-Allied Co., Inc. P.O. Box 88, Herndon, VA 22070.
ARC Catalog No. HO 338.97283 C762.

Analyzes all aspects of Honduran industrial and economic development to arrive at reasons for the country's depressing growth rate. Concludes that there are at least 142 opportunities for new industries in the country. Provides brief background notes and important data on several industries recommended for development.

165. Hendry, James B., *The Work Force in Saigon: A Survey of Some Economic and Social Characteristics of Employees in Medium Sized Industry*. 1960, 178 p. Prepared by Michigan State University Vietnam Advisory Group, Michigan State University, East Lansing, MI 48823.
ARC Catalog No. VS 331 H498.

Discusses the composition of the Saigon work force, family and living conditions and geographical origin of workers. Provides information regarding labor organizations. Examines the adjustment problems of rural laborers to industrial occupations.

166. Henson, M. Dale, *Report on Feasibility Survey of Industrial Promotion in Northeast Brazil*. Contract No. AID/la-235. 1965, 25 p. Prepared for AID/Washington by Conway Research, Inc., 2600 Apple Valley Road, Atlanta, GA 30319.
ARC Catalog No. BR 338.0981 C767.

Reports on conferences in Campina Grande, Recife, Natal, Aracaju and Salvador. Makes general observations and recommendations for an industrial promotion program and for training personnel to operate it.

167. Hill, Elias C., *General Aspects of Industry in Bolivia*. 1968, 107 p. Prepared by H.B. Maynard and Co., Inc. for Centro Boliviano de Productividad Industrial, La Paz, Bolivia.
ARC Catalog No. BV 338.0984 H645.

A report covering the observations of Bolivian industries after more than two years of research in the country. Discusses industry productivity, marketing problems, transportation, government regulations, and other industrial and economic development problems in Bolivia. Analyzes several specific industries and comments on their present level and their potential for improvement and expansion.

168. Hooley, Richard W., "The Measurement of Capital Formation in Underdeveloped Countries." Reprinted from *The Review of Economics and Statistics*, Vol. XLIX, No. 2, May 1967, 10 p. Harvard University, School of Business Administration, Cambridge, MA 02138.
ARC Catalog No. 658.15 N277.

Argues that effective methods of collection and presentation of quantitative data are necessary for the purpose of making useful estimates of capital formation and long-term trends in developing countries. Refers to capital formation accounts of about 20 underdeveloped countries to show errors in accounts and the implications of the errors in measuring capita formation in developing countries.

169. Horowitz, Grace, *Capital-Labor Ratios, Capital-Output Ratios, and Rates of Profit in Indian Industry*. Contract No. AID/CSD-1438. 1971, 15 p. Prepared for AID/Washington by the Department of Agricultural Economics, Cornell University, Ithaca, NY 14850.
ARC Catalog No. IN 338.012 H816.

Shows that an increased rate of growth in agricultural production achieved through yield-increasing technological changes has major implications to the potentials for growth in employment and income distribution. Suggests that capital-labor, capital-output, and capital-profit ratios supply data for planning and increase in both short term and long term employment and economic growth.

170. Hoselitz, Bert F., Moyohei Shinohara, and Douglas Fisher, *The Role of Small Industry in the Process of Economic Growth*. UNESCO Publications Bulletin No. 1965, SS/41/53. 1968, 218 p. Edited by the International Committee for Social Sciences Documentation. UNESCO Publications Center, P.O. Box 433, New York, NY 10016.
Library of Congress Catalog No. HD 2346. J355.

Reviews the literature on small-scale industry in Japan and India. Data, particularly on Japan, provides detailed statistics of a study of the role of factories with less than 30 employees and with less than 100 employees. Subjects covered (Japan): (a) history, morphology and geographic distribution, (b) productive factors, (c) interrelationships among firms and industrial structure and (d) the role of government in the supervision, support and regulation of small-scale industries; (India): (a) the rationale of small-scale industries, (b) planning for small-scale industries in India, (c) area and industry studies and (d) handicrafts and village industries.

171. Horowitz, Morris A. and Manuel Zymelman, *The Brazilian Intensive Vocational Training Program*. 1967, 64 p. Inter-American Center for Research and Documentation on Vocational Training, Northeastern University, 360 Huntington Ave., Boston, MA 02115.
ARC Catalog No. BR 331.0981 H816.

Evaluates the results of an intensive program for the preparation of skilled industrial labor developed in Brazil by the Ministry of Education and Culture and presents a methodology which could be used in evaluating vocational training programs in other Latin American countries.

172. *How To Select Dynamic Industrial Projects*. 1956, 129 p. plus 96 pages of technical appendix devoted to inter-industry analysis. Prepared for the International Cooperation Administration by the Council for Economic and Industrial Research, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. 332.673 C855.

A manual to assist government officials, public and private investors, and business enterprises in identifying and evaluating industrial development opportunities in underdeveloped countries and in selecting projects that are likely to be attractive to private investors while at the same time contributing to sound economic growth. Explains and illustrates how inter-industry analysis may be used to help in the selection process.

173. Huddle, Don L., *Notes on the Brazilian Sources of Growth and Structural Change, 1947-1963*. 1967, 33 p. Economic Growth Center, Yale University, 206 Elm Street, New Haven, CT 06520.
ARC Catalog No. BR 338.0981 H884.

Analyzes the structural change in, and growth sources of, manufacturing industry in postwar Brazil. Examines the causes for rapid industrial expansion without accompanying increase in employment and significant wealth distribution. Shows how capital intensive development in one area led to intensive labor migration which could not be absorbed by industries and finally led to a lapse of industrial development and virtual stagnation.

174. Huglies, Helen and You Poh Seng, *Foreign Investment and Industrialization in Singapore*. 1969, 225 p. Published by the University of Wisconsin Press, Madison, WI 53715.
U.S. Department of State Library Catalog No. HG 5750.6. S55H8.

A detailed analysis of the role and importance of foreign investment and industrialization in Singapore that was summarized from surveys of foreign-owned manufacturing enterprises. An effective case study of value to both administrators and businessmen concerned with the problem of foreign investment, and useful for scholars of economic development. Evaluates investments by the United Kingdom, Australia, Japan, Hong Kong and the United States.

175. Hunsberger, Warren S., Assisted by James Sample, *Rapid Growth of Exports from Taiwan and Korea: Recent Trends and Some of their Implications*. Contract No. SCC-31648. 1967, 48 p. plus 28 p. of appendices. Prepared for the U.S. Government, by the Department of Economics, American University, Mass. and Nebraska Ave., N.W., Washington, DC 20016.
ARC Catalog No. TW 382.6 H938.

A study of recent trends in the foreign trade of Taiwan and the Republic of Korea. Analyzes the success of both Taiwan and Korean export programs and traces the factors, from background to modern trade practices, of both countries. Analyzes what happened, how it happened, and why it happened and suggests lessons which other countries can learn from the experiences of Taiwan and Korea and evaluates the factors leading to the "export boom" in each country. Elaborate appendixes give trade statistics and appendix B outlines one example of U.S. investment in Taiwan production for the U.S. market.

176. *Individual Reports on State Economic Enterprises in Turkey*. 1961. Fourteen separately bound reports prepared by the Industry General Directorates of the Government of Turkey, Ankara.
ARC Catalog No. TU 338.094961 T939. (a-n)

Discussion of organization, management and personnel, production, pricing, marketing and foreign exchange earnings of Turkish Government-owned industries. Recommendations are made for improving these industries and for possible transfer of some units to private enterprise. The following industries are covered:

- a. The Textile Industry. 81 p.
- b. The Turkish State Airline. 32 p.
- c. Post, Telephone and Telegraph. 60 p.
- d. The Iron and Steel Industry. 45 p.
- e. The Farm Machinery Industry. 41 p.

- f. The Coal Industry. 34 p. plus 21 tables.
- g. The Petroleum Industry. 93 p.
- h. Chromite Mining. 27 p.
- i. The Machine Chemical Industry. 87 p.
- j. The Meat and Fish Industry. 66 p.
- k. The Cement Industry. 43 p. plus 18 tables.
- l. The Paper Industry. 66 p.
- m. The Pulp and Paper Industry. 252 p.
- n. The Sugar Industry. 213 p.

177. *Industrial Development Abroad: Threat or Opportunity*. 1959, 17 p. Committee for a National Trade Policy, 1025 Conn. Avenue, N.W., Washington, DC 20036.
ARC Catalog No. 382 C734.

Examines the question, "Does United States public or private investment in productive enterprises overseas build up injurious competition for U.S. exports in world markets and invite low-cost competition in our home market or may it be expected, by increasing purchasing power in other countries, to result in larger markets for U.S. exports and through competition to stimulate increased production at home?" Illustrated with tables, charts, and graphs.

178. *Industrial Development in East Africa*. 1971. Vol. I *The East African Community*. 100 p. Vol. II *Uganda*. 93 p. Vol. III *Tanzania*, 90 p. Vol. IV *Kenya*. 94 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006.
ARC Catalog No. UG 338.7 161.

Discusses the treaty for East African Cooperation and some of the frictions caused by the treaty. Analyzes the major industrial problems common to the partner states and the industrial strategy, policies, and implementation of projects. Analyzes several industrial firms in each of the partner countries and the industrial development institutions in each country. Appraises the outlook for future industrial development in each country. Important statistical information is provided in the appendices of each volume.

179. *Industrial Development of Guatemala*. 1962, 214 p. Prepared for the Government of Guatemala and USOM/Guatemala by Barrington and Co., 41 E. 42 St. New York, NY 10018
ARC Catalog No. GT 338.097281 B276.

A diagnostic study and evaluation of industry in Guatemala aimed at providing a basis for planning a specific program of action for accelerating industrial and economic growth. Examines financing facilities, domestic and foreign markets, the climate for private enterprises and the possibilities for new industries. Provides background information for several industries recommended for development.

180. *Industrial Development Program of the Government of Guatemala*. Contract No. AID-1a 318. 1966. 88 p. Prepared for AID/Washington by Clapp and Mayne, Inc., 1606 Ponce de Leon Ave., San Juan, Puerto Rico 00909. ARC Catalog No. GT 338,097281 C589.

Provides technical advice to the government of Guatemala for developing a plan for the organization and operation of an effective investment promotion office planned to coordinate and utilize the service of the various public and private institutions playing a role in industrial development in Guatemala. Promotes a close working relationship and effective collaboration between influential sectors of the business community and the Office of Promotion and Assistance to Private Enterprise in efforts to accelerate job-creating private investment.

181. *Industrial Development Program Statement*. 1964, 48 p. Prepared by USAID/Ecuador, Quito, Ecuador. ARC Catalog No. EC 338.7 U58.

Reviews AID's industrial development program in Ecuador and offers a set of priorities, with comments on past experience, and makes recommendations for improvement. Discusses objectives of the new program and makes definite suggestions for institutional reforms. Also includes a program statement for artisan development in Ecuador.

182. *Industrial Location and Regional Development*. Sales No. E.70.IL.B.15. 1970. 165 p. Published by the United Nations, Room 1059, New York, NY 10017. ARC Catalog No. 016.338 U58a.

An annotated bibliography intended for the use of planners and policy makers in developing countries who deal with the problems of industrial location and regional development.

183. *Industrial Materials in Taiwan: An Analytical Study*. 1954, 84 p. Industrial Development Commission, Republic of China, Taipei, Taiwan. ARC Catalog No. CH 620,1 142.

A study of the principal raw materials used by Taiwan's industries with special emphasis on supply and demand. Covers fuels, metals, non-metallic minerals and non-mineral resources.

184. *Industrial Opportunities: State of Zulia, Venezuela*. 1964, 190 p. Arthur D. Little Co., Acorn Park, Cambridge, MA 02140. ARC Catalog No. VE 338.0987 L778.

Identifies 38 new manufacturing opportunities for Zulia and recommends 25 for immediate further study and subsequent investment promotion. Thirteen industries are selected for long-range development. Provides preliminary feasibility studies for most of the industries selected for development.

185. *Industrial Parks for El Salvador*. 1964, 34 p. Prepared for AID/Washington by Adley Associates, 900 Peachtree Building, Atlanta, GA 30309. ARC Catalog No. ES 338.97284 A237.

An analysis of the practicality and desirability of developing one or more planned industrial parks in El Salvador. Provides several preliminary designs for sites recommended as feasible.

186. *Industrial Productivity Termination Report: Mexico*. 1963, 101 p. Prepared for the United States Agency for International Development, Washington, D.C., by USAID/Mexico. ARC Catalog No. MX 338.7 A265.

Traces the development of the Mexican/A.I.D. industry project in Mexico from 1955 - 1963. Discusses economic and industrial background in Mexico before initiation of the AID project and the Agency procedures and working relationship with the government of Mexico. Explains the institution building concept and the establishment of the Productivity Center of Mexico, regional Productivity Centers, and industry training schools. Analyzes the utilization of government resources and government training programs. Lists several enterprises assisted by the Productivity Center and evaluates the effectiveness of the technical assistance given. Also lists more than 140 consultants assigned to the project by AID and the subject of their assignment. Includes four case studies of self-help training programs and evaluates effect of participant training for more than 600 participants.

The Mexican Productivity Center and associate institutions were patterned after the Productivity Centers of Western Europe that were created as an aftermath of the Marshall Plan. Their principal function was to introduce modern management concepts and manufacturing technology into Mexican industry. The operating concept of the Centers was that they would provide the catalytic forces required to strengthen technically private sector organizations such as industrial chambers, management and trade associations, professional societies, research institutes, technical schools and universities. Substantial AID assistance was given to support the project in the terms of both capital and manpower. The success of the project is measured in this report.

187. *Industrialization and Productivity*. U.N. Bulletin No. 5. 1962, 82 p. Department of Economic and Social Affairs, United Nations, New York, N.Y. 10017. ARC Catalog No. 338 U58K.

Evaluates projects in predominately private enterprise economies and outlines planning and programming procedures based on case studies. Discusses methodological problems in long-term economic development programming and cites examples from the Yugoslav economy. Contains a six-page bibliography.

188. *Industrialized Building: A Comprehensive Analysis of European Experience*. 1968, 131 p. Annotated bibliography. Department of Housing and Urban Development, 451 7th St. S.W., Washington, DC 20024. ARC Catalog No. EUR 338.4769 P311.

Describes the European experience in industrialized building techniques and analyzes those techniques for technological, economic, design, political, and social points of view. Concludes that large-scale applications of industrialized building systems are not fundamentally limited by technological design nor cost factors, but only by institutional constraints.

189. *Industry Profiles*. Volumes I-VIII. 1966-67 International Development Services, Inc. for AID/Washington, DC 20523. ARC Catalog No. 338.012 161.

Industry profiles are intended to promote the development of private industries in the developing countries by assembling economic and technical information in a professional analysis to support basic decisions in the establishment of small and medium scale plants in a specific industry. The information contained in a profile is selected and organized for the guidance of the entrepreneur in the less developed country.

Industry profiles contain basic information on market aspects, production rates; capital requirements, materials and supplies, utilities, manpower operating costs, and sales revenues. Work flow diagrams and, in some instances, machinery layouts are included along with references to sources of technical information, professional services, patents, materials and equipment.

The profiles adopt as a benchmark, productivity rates and costs which could be anticipated under conditions prevailing in the United States. Anticipated profits are before taxes. Since they vary widely from country to country, the entrepreneur using the profiles must make suitable adjustments to conditions prevailing in his country.

190. *Industry Proposal for Nigeria*. 1963, 61 p. Business and Industry Development Co., (BIDCO). 1925 K Street, N.W., Washington, DC 20006. ARC Catalog No. 338.09669 B979.

Complete documentation for a joint enterprise proposal by BIDCO to the Government of Nigeria. The project plans for a feedmill and farm store, slaughterhouse, milk products plant, starch factory, and cold storage facilities.

191. *International Executive Service Corps and Office of Private Resources, AID/Washington*. Program Memoranda AID/Contract 673/csl 1967. IECS, 545 Madison Ave., New York, NY 20022.
ARC Catalog No. 658 A265c.

IECS is a private, non-profit executive task force of top U.S. business leaders. It was established with a grant from A.I.D. It has provided technical management know-how for business concerns and certain government institutions in 45 developing countries.

IECS's unpaid representatives, mostly the principal officers and personnel directors of more than 170 U.S. corporations in 63 cities, help identify qualified volunteer executives. Among those who have accepted or will accept assignments are more than 200 senior corporation executives including 53 former chairmen and presidents. Over 300 U.S. corporations are now represented by returned IECS volunteers. Requests for assistance normally come from businessmen overseas. There is an increasing appreciation of IECS's services by Missions. Some have already turned to it as a reservoir for hard-to-find skills to assist the private sector in developing countries. Requests for assistance should be made directly to IECS headquarters. Most of the projects are on a business-to-business basis. IECS charges its clients a fee for its services although the fees seldom cover costs. IECS publishes a monthly newsletter *International Executive News* which lists new executive assignments and carries stories about interesting projects throughout the world.

192. *Investment Advisory Center of Pakistan: Final Project Report*. Contract AID/nesa-63. 1967. 110 p. plus exhibits A-C Prepared for AID/Washington by C.W. Robinson and Co., Inc., 200 Park Ave., New York, NY 10017.
ARC Catalog No. PK 332.6735-49 R658.

Summarizes activities and achievements of significance in the establishment and development of the Investment Advisory Center of Pakistan during the period from July 1963 to December 1967. Assesses the results achieved and the plans for continuing program. Provides key information that should be useful in evaluating investment programs elsewhere. Summarizes the main elements of achievement and reviews the work performed by the IACP. Gives detailed information and documentation regarding establishment and management of the Center, also the services provided by the Center and the methods of developing the professional staff to operate it.

193. *Investment and Industrial Development in El Salvador*. 1961. 215 p. plus appendixes. A report prepared for ICA/Washington by Robert R. Nathan Associates, Inc., 1200 18th St. N.W., Washington, DC 20026.
ARC Catalog No. ES 330.97284 N274.

Inquires into the conditions of investment in El Salvador and recommends action for stimulating the growth of private enterprise.

194. *Investment in Taiwan (Formosa): Basic Information for United States Businessmen*. 1959, 158 p. U.S. Department of Commerce, Washington, DC 20230.
ARC Catalog No. CH 332.67351249 C734.

A document definitely out of date but one which illustrates the efforts of the U.S. Department of Commerce to encourage U.S. investment in selected developing countries.

Provides basic information on investment and trade and appraises the private investment situation in Taiwan. Prepared as a reference book for potential investors, exporters, importers and others interested in the economy and commerce of Taiwan. Gives information on export controls, trade agreements, import controls and quotas, tariff structure, labor and industrial relations, labor costs and regulations, business laws, taxation, and all aspects of information of interest to the foreign investor.

195. *Investment Opportunity Surveys*. 1969, 12 p. AID Office of Private Resources, Private Investment Center, Washington, DC 20037.
ARC Catalog No. 332.673 A265h.

A listing of available reports from Investment Opportunity Surveys which were carried out under the AID 50/50 Participation program. The list covers a broad variety of industry feasibility studies made in about 50 countries. Some of these reports are available in the AID Reference Center and some are available through NTIS. A brief digest of all of the reports is available in the Reference Center.

196. Irvine, Andrew C., *Quality Control: Brazil*. Contract No. AID/PIO/T 512-30036. 1963, 8 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BR 389.63 C855.

Reports on a series of seminars and plant visits to introduce the principles of quality control to Brazilian industrialists. Compares Brazilian quality control concepts and practices with U.S. standards and methods. Suggestions are made for a program to improve quality control standards in Brazilian industries.

197. Jackson, Sarah, *A Consideration of Appropriate Technologies for Developing Countries*. 1971. 42 p. Prepared for the National Academy of Sciences by the Overseas Development Council, 177 Mass. Ave., N.W., Washington, DC 20036.
ARC Catalog No. 600 J14.

Points up some of the harsh choices which will have to be made between environmental protection and employment opportunities in the coming years

and asks: Are we prepared to make choices about technology? Can technology be bound to certain social needs, or does it move on its own uncontrollable course? Discusses the importance of planning in the less developed countries and points out that proper planning is central to their very hope of development.

198. Jaffe, A.J., Theresa R. Shapiro, and Carolyn Shilling, *Experience of Private Enterprise in Manufacturing Development in Underdeveloped Areas*. 1957, 161 p. Prepared for the International Cooperation Administration/Washington, by the Bureau of Applied Research, Columbia University, New York, NY 10025. ARC Catalog No. 338 C726a.

A study of the experience in nine underdeveloped countries in Africa, Asia and Latin America in starting various manufacturing plants to determine which ones have been successful and which ones failures, with the aim of arriving at generalizations that will serve as guides for the planning of manufacturing programs in other newly-developing countries. The study is concerned with *what* happened rather than *why* it happened. Limited to fully mechanized industries of small or medium size.

199. Jaffe, A.J., and Rubin Z. Baratz, *The Growth of Private and Public Industries in Planned Development (India, Pakistan, and Puerto Rico)*. 1957, 164 p. Bibliography. Prepared for ICA/Washington by the Bureau of Applied and Social Research, Columbia University, New York, NY 10027. ARC Catalog No. IN 330.954 J23.

Examines industrial development planning in India, Pakistan, and Puerto Rico and identifies the planning activities that lead to desirable economic growth and those that seem to be futile. Arrives at generalizations, based on historical experience, aimed at providing guidelines for economic development planning in developing countries.

200. Jaffe, A.J., Theresa R. Shapiro and Carolyn Shilling, *Some Guides to Patterns of Manufacturing Development in Underdeveloped Countries*. 1957, 162 p. Prepared by the Bureau of Applied Social Research, Columbia University, New York, NY 10025. ARC Catalog No. 338 C726.

A study which concerns itself with the question "What advice can be offered which will aid in the selection of desirable enterprises?" Reports on actual experiences taken from projects in nine underdeveloped countries in Africa, Asia, and Latin America. Reviews available facts about both successful projects and those which failed. It is the author's intention that the findings regarding these nine projects can serve as guides for the planning and development of manufacturing programs in other countries. The study concerns itself largely with modern-type manufacturing but considers employment-oriented

manufacturing projects of primary importance, followed by low risk and high profitability to the investor.

201. Johnson, Leland L., *Problems of Industrialization in Chile: Some Preliminary Observations*. 1965, 33 p. Prepared for AID/Washington by the Rand Corporation, Santa Monica, CA 95006.
ARC Catalog No. CL 338.0983 R186.

Focuses on the effects that specific Chilean development policies, inflation, monetary policy, and foreign exchange control have on the process of industrialization. Treats several important facets of Chile's economic environment limiting AID operations in Chile.

202. Johnson, Stanley S., *Performance and Economics of Use of Small Equipment in Tropical Monsoon Countries: The Case of the Philippines*. April 1968, 21 p. Prepared by the International Rice Research Institute, Los Banos, Laguna, Philippines.
ARC Catalog No. RP 631.3 161.

A research study on equipment usage practices in the Philippines and on the development of new types of threshing and land-preparation equipment. Most of the equipment illustrated could be manufactured by entrepreneurs in developing countries.

203. Joshi, S.D., *Foundry Forge Project*. U.N. Publication No. CID/IPE/D.8. 1965, 41 p. Prepared for the United Nations Center for Industrial Development. U.N. Publications, Room 1059, New York, NY 10017.
ARC Catalog No. IN 671.33 J83.

Describes India's procedures for investigating new industrial projects, the factors which determine project feasibility and the steps taken in getting a plant into operation. Procedures illustrate methods used in evaluating projects for India's five-year plans.

204. Karlik, Lubor Jiri, *Experimental Study in Quantitative Methodology Determining the Causes of Industrial Productivity*. 1964, 135 p. Dissertation prepared for the Ph. D. degree in Industrial Economic Planning, Stanford University, Palo Alto, CA 92605.
ARC Catalog No. 338 K18.

Analyzes the impact of industrialization as the motivating force responsible for the changes in social, political, and economic values. Develops a quantitative methodology for assessing the industrial productivity potentials as related to uniform criteria of a model country, and offers a solution for accurate isolation of significant variables. Provides a method of using computers to help in the quantitative evaluation of foreign aid or optimum allocation of capital in economic development programs.

205. Kavar, Samir F., *Industrial Project Evaluation in Jordan*. Paper No. CID/IPE/D.23. 1965, 21 p. Prepared for the United Nations Center for Industrial Development. U.N. Publications, Room 1059, New York, NY 10017.
ARC Catalog No. JO 338.095695 K22.
- A review of Jordan's accelerated industrial development program from 1948 to 1965. Outlines government policies and legislative measures enacted to attract foreign investment and promote confidence in Jordan's economy.
206. Kehn, H.D., *Promoting Industrialization Through Service Centers*. 1966, 14 p. Prepared for the Asian Productivity Organization, Tokyo, Japan by the Battelle Institute, Frankfurt, West Germany. (U.S. address: 505 King Ave., Columbus, OH 43201.)
ARC Catalog No. PK 338.095491 K29.
- A study of industrial estates, marketing centers, training centers, and related service institutions developed by the West Pakistan Small Industries Corporation between 1962 and 1966. Discusses the concept of service centers, provides technical data regarding the centers under study. Drawings showing layout of two service centers are included.
207. Kelley, Allen C., *Regional Integration, Demographic Change, and Patterns of Industrial Growth*. 1967, 23 p. Prepared for A.I.D./Washington by the University of Wisconsin Research Project on "Economic Interdependence in Southeast Asia." University of Wisconsin, Madison, WI 53706.
ARC Catalog No. 338 K29.
- Analyzes the probable success of regional cooperation. Poses the hypothesis: "The prospects for successful economic cooperation increase insofar as the results of integration further the *joint* national goals of economic growth and industrialization." Tests this hypothesis by identifying the factors explaining different rates of industrialization, focusing on population change and its relationship to the structure of economic growth and development. Uses the Philippine experience in the 1960s as a case study to illustrate the properties of his theoretical framework.
208. Kendrick, David A., and Lance J. Taylor, Contract No. CSD 1543. 1. *Numerical Solution of Non-Linear Planning Models*. 1968, 39 p. 2. *A Non-Linear Multi-Sectoral Planning Model*. 1967, 14 p. 3. *A Dynamic Non-Linear Planning Model for Korea*. 1968, 42 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Discusses methods of numerical solution for non-linear multi-sectoral planning models and their application to a particular model which could be used in the formulation of development programs for less developed countries. Paper No. 2 presents a non-linear multi-sectoral planning model for analysis of development programs of less developed countries. Paper No. 3 discusses a set of numerical experiments using a dynamic multi-sectoral planning model with *non-linear* welfare and production relations and concentrates on the formulation and interpretation of the solution to a four-sector model of the Korean economy.

209. Khan, Amir U., *Agricultural Machinery Research and Development Program at the International Rice Research Institute*. 1968, 10 p. plus four pages of pictures and diagrams of equipment. IRRI, Los Banos, Laguna, Philippines.
ARC Catalog No. PH 631.3 161a.

Reports on design research on rice-tilling, fertilizer-spreading, and threshing equipment.

210. *KIA Industrial Co., LTD. An Engineering Study*. 1966, 37 p. Korea Productivity Center, Seoul, Korea.
ARC Catalog No. KS 658 K84a.

A report which demonstrates one function of the Korea Productivity Center. A study of the practices of a large Korean industry in the areas of production planning and control, inventory control, and work methods. Makes specific recommendations for improvement.

211. Kilby, Peter, *Industrialization in an Open Economy: Nigeria 1945-1966*. 1969, 399 p. Cambridge University Press, (American Branch) 32 East 57th St., New York, NY 10022.
U.S. Department of State Library No. HC 517. N52K54.

An analysis of the process of industrialization in Nigeria over the period of 1945-1966. The study discusses (a) the overall structure of the Nigerian economy and an analysis of the market environment in which industrial development has taken place; (b) import replacement and domestic raw materials; (c) domestic factor inputs, with particular attention to the institutions which determine the quality of human resources - labor, management, and entrepreneurship; and (d) problem of the industrialization process and suggestions for an optimum development strategy.

212. Kilby, Peter, *Measures to Promote the Development of Indigenous Industry*. 1962, 15 p. Prepared for the Federal Ministry of Commerce and Industry and the Western Nigeria Ministry of Trade and Industry, Lagos, Nigeria.
ARC Catalog No. NI 338.09669 K48a.

Analyzes the problems facing small entrepreneurs in Nigeria and recommends measures for eliminating or erasing them. Calls attention, particularly, to government taxes and other policies causing hardship to the small entrepreneur.

213. Kim, Jun Po, Dong Pil Cho, and Bong Chul Yoo, *The Nature of Inter-Bank Competition for Deposits and the Efficiency of the Banking Industry in Supplying Funds*. 1965, 170 p. Institute of Social Economics, Korea University, Seoul, Korea.
ARC Catalog No. KS 322.1 K49.

Considers the conditions limiting the activities of banking institutions in Korea, the methods used to acquire deposits, and some aspects of lending operations. Analyzes the competitive banking practices to get deposits and to attract favorable loan applications and suggests measures for improving the banking system in Korea.

214. Kim, Kyong-Dong, *Industrialization and Industrialism: A Comparative Perspective on Values of Korean Workers and Managers*. 1971, 29 p. Social Science Research Institute, University of Hawaii. 1801 University Ave., Honolulu, HI 96822.
ARC Catalog No. KS 331.195195 K49.

Considers the human factors in industrialization. Also discusses some modern industrial value orientations specifically related to industrial organizations and national policy aspects of industrialization. Compares environmental factors and education of workers and managers in Korea, Japan, and the United States.

215. Klayman, Max D., *Report on Shoe Production: Brazil*. Contract No. AID/PIO/T 512-50258. 1965, 9 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BL 685.31 C855.

Report of a shoe manufacturing expert on an assignment to help Brazilian shoe manufacturers improve their design, quality control and production. Shoe plants visited were in the state of Rio Grande do Sul.

216. Klayman, Max, *Shoe Manufacturing in Peru*. 1964, 38 p. National Productivity Center of Peru, Lima, Peru.
ARC Catalog No. PE 685.31 K63.

Reviews shoe manufacturing conditions in Peru with the purpose of identifying problems in production, design, and marketing. Makes recommendations for increasing the efficiency of shoe manufacture industries.

217. Kline, C.L., D.A.G. Green, Roy L. Donahue, and B.A. Stout, *Agricultural Mechanization in Equatorial Africa*. Contract No. AID/afr - 459. 1969, 1093 p. Prepared for AID/W by the Institute of International Agriculture, Michigan State University, East Lansing, MI 48823.
ARC Catalog No. AFR 630 K65.

This study, meant for agriculture-oriented technicians, is a thoroughly documented treatise on agricultural mechanization in Senegal, Ivory Coast, Ghana, Nigeria, Ethiopia, Kenya, and Tanzania. The development of small hand tools, animal-powered equipment, and mechanized equipment is traced and their use clearly described for each country. Native tools, improvisations, and imported equipment are illustrated with photographs and their effectiveness carefully evaluated. Most of the equipment shown can be manufactured by native artisans in developing countries, and the book should be of interest to industry as well as agriculture advisors.

218. *Korea Top Management Impact Mission*. 1966, 41 p. Korean Productivity Center, Seoul, Korea.
ARC Catalog No. KS 658 K84.

Contains eleven reports written by members of the first Top Management Team of Korean business men sent to the U.S. by the Korean mission in collaboration with the Korea Productivity Center.

Topics covered contain the Korean viewpoints on the following:

1. Talks of achieving economic self-sufficiency in Korea
2. Free competition and social nature of enterprise
3. Economic development requirements of managerial modernization
4. Economic development and problems in manpower education
5. Export promotion and the expansion of industrial capacity
6. International cooperation and responsibilities of entrepreneurs
7. Business strategy for strengthening international competitive power
8. Professionalization of management cooperation
9. Industrial peace and labor-management cooperation
10. Modernization in facilities and technical innovation
11. Basic industry and reorganization of industrial structure.

219. Kresge, David T., *A Simulation Model for Economic Planning: A Pakistan Example*. Contract No. CSD 1543. 1967, 51 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 3).

Provides a description of a general simulation model planned to provide a systematic procedure for quantifying the effects of alternative economic policies. Presents some illustrative results obtained by applying the model to Pakistan.

220. Labbé, Patricio, *Formation of New Industries in Chile: A Survey of Entrepreneurs*. 1965, 100 p. Prepared by the Instituto de Administracion of the University of Chile, Santiago, Chile.
ARC Catalog No. CI 338.01 L115.

Examines the characteristics and motives of entrepreneurs who launch new industries. Attempts to determine the problems that tend to hinder promotion of new industries in Chile. Evaluates and analyzes several industries, with particular attention to availability of capital and financial management practices and develops plans for a credit institution which entrepreneurs consider adequate for development.

221. *Latin American Seminar on the Marketing, Storage and Processing of Agricultural Products*. 1962, 307 p. Sponsored by the Government of Brazil and USAID/Rio de Janeiro, Brazil.
ARC Catalog No. LAT 380.141 B827.

A collection of 40 papers presented by representatives from 14 Central American countries and four international organizations. Papers discuss experiences rather than theories regarding all aspects of processing, storage and marketing of agricultural products.

222. *Latin America's Industrial Incentives*. Jan. 1967, 88 p. Prepared for AID/Washington by Conway Research, Inc., 2600 Apple Valley Road, Atlanta, GA 30319.
ARC Catalog No. LAT 332.6738 C767.

Outlines investment incentives such as tax holidays, duty-free import of equipment, liberal financing and many other benefits designed to encourage the expansion of existing industries and the development of new ones. Also discusses methods of upgrading industrial management and technical skills in Latin American countries.

223. Lawrence, Roger, *Protection in the Central American Common Market in 1966*. 1968, 35 p. Prepared for AID/Washington.
ARC Catalog No. LAT 382.91 L422.

An evaluation of the effect of the General Treaty on Central American Economic Integration which eliminated barriers to intraregional trade on most items produced in Central America. Weighs the effect on industrial development of the enlarged protected market and a restructuring of tariff rates in the Central American Common Market area.

224. Lazaro, Ramiro, *Report on Industrial Credit Project*. ICA Contract No. 515-32-T. 1961, unpagged. Prepared for the International Cooperation Administration Washington, DC 20523.
ARC Catalog No. CS 332.154 L431.

Reports on activities in developing credit policies and procedures, and in planning an industrial credit program for two banks in Costa Rica. Comments on complicated procedures of Costa Rican banks and suggests ways of simplifying procedures to improve efficiency and reduce costs. Reports in some detail on industrial credit program.

225. Le Cointe, Georges, *Multinational Development Institutions of the African and Malagasy Union*. 1964, 89 p. School for Industrial Management, Massachusetts Institute of Technology, Cambridge, MA 02139.
ARC Catalog No. AFR 350.02 L455.

A study which provides a description of the structure of the French-speaking financial institutions in the African and Malagasy Union. Discusses trade relations of the countries with France and the French influence on economic development. Describes the structure and operation of the African Development Bank.

226. Lee, Chang-Nyol. *Mobilization of Domestic Capital*. 1965, 167 p. Korea University under an agreement between the Korean Ministry of Economic Planning and the Director of USOM/Seoul, Korea.
ARC Catalog No. KS 336.5195 C456.

A scholarly study and treatise by a professor of economics at Korea University, Seoul, Korea, dealing with the problems in his native country. Provides a thorough, if academic, outline for the mobilization of capital in Korea to promote economic development. Considers importance of desire for development, measures to speed capital mobilization, the conversion of savings into investment, the role of government in capital mobilization and the utilization of foreign aid for investment. A useful study for comparing host country economists' viewpoints with those of the U.S. A.I.D. program.

227. Lee, Hyo-Chai, *Industrialization and the Family in Korea*, 1971, 40 p. International Liaison Committee of Research in Korea, Seoul, Korea.
ARC Catalog No. KS 338.095195 L478.

Reviews major changes in the Korean family system brought about by urban industrialization. Points out that the shift from agriculture to industrial employment strongly affects the lower strata of society, whose extended family ties tend to break down while higher strata families resist the effects and retain family solidarity longer.

228. Lewis, Stephen R., and Ronald Soligo, *Growth and Structural Change in Pakistan's Manufacturing Industry, 1954-1964*. 1967, 45 p. Economic Growth Center, Yale University, 206 Elm St., New Haven, CT 06520.
ARC Catalog No. PK 338.09549 L676.

Provides data on industrial growth, production, imports and exports of manufactured goods that influenced the direction of industrial expansion during the decade from 1954 to 1964. Discusses Pakistan's emphasis on manufacture of import substitutions in light consumer goods and points out the limitations of this policy. Recommends a shift to import substitution in intermediate goods, primarily in capital goods industries.

229. Lewis, Stephen R. Jr., and Stephen E. Guisinger, *Measuring Protection in a Developing Country: The Case of Pakistan*. Contract No. CSD 1548. 1966, 79 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 5).

Examines various measures of the level and structure of protection in the case of Pakistan. Introduces the problem of non-traded inputs into the production process. Allows for currency over-evaluation in some countries. Makes comparisons for various goods in Pakistan and in international trade. Asks at what price of foreign exchange would industry be fully competitive?

230. Li, K.T., *The Growth of Private Industry in Free China*. 1961, 31 p. Prepared for the Council for United States Aid, Ministry of Economic Affairs, Taipei, Republic of China.
ARC Catalog No. CH 338.0951249 L693.

Traces the development of Taiwan's industries from Japanese operated and owned companies to privately owned enterprises, along with the loss of Japanese technicians, management personnel, and capital. Shows how the influx of industrial personnel and capital from mainland China were mobilized to start the industrial development program that has become an outstanding example of free enterprise development.

231. *Liberian Development Corporation: Progress Reports*. Contract No. AID/Afe-40. 1965-1967, 15 reports. Prepared by Checchi and Co., 815 Conn. Ave., N.W., Washington, DC 20006.
ARC Catalog No. LB 388.01 C514.

The object of this long-range assistance project was to assist the Liberian Development Corporation in (1) the preparation of feasibility studies on new and potentially expanding businesses and to advise established Liberian enterprises on possible solutions to day-to-day management problems, (2) the operation of advisory services and training program for Liberian personnel working within the Liberian Development Corporation, (3) providing the

technical assistance needed to administer the investment incentive legislation of the government to attract capital and management to further industrial development, and (4) providing advice and/or technical assistance to the various departments of the GOL in its efforts to carry out its objectives of industrial development. Feasibility studies and investment promotion plans are provided for a large number of industries.

232. Liggett, Donald R., *Small Industry Development Organizations: A World Wide Directory*. 1959, 137 p. Industrial Development Center of the Stanford Research Institute and published by the Free Press, Glencoe, IL 60022. ARC Catalog No. 338.09 S785.

A compilation of industrial development programs operating in developing countries throughout the world (in 1957). Describes the functions and activities of each program, the source of funds for projects, and publications available regarding the programs. This publication is out of date for current programs but provides excellent background information regarding early development programs in the LDCs.

233. *Light Industries Service, Singapore*. 1969, 72 p. A report prepared for the Government of Singapore by the International Labor Organization, Geneva, Switzerland. ARC Catalog No. SN 338.095952 161.

Describes the program of the UN supported Light Industries Service Unit in Singapore which was established to promote the development and growth of light industries by providing training in the upgrading of vocational skills, assistance in improving the skills of management, the demonstration of improved industrial methods and techniques, and extension advisory services. Explains in some detail the type of assistance provided to about ten small industries and evaluates the effectiveness of the assistance given. Describes the organization of the Light Industries Service Unit and explains the program developed there, including a loan program provided by the LIS.

234. Little, Ian, Tibor Scitovsky, and Maurice Scott, *Industry and Trade in Some Developing Countries (A comparative study)*. 1970, 512 p. Published for the Development Center of the Organization for Economic Cooperation Development, Paris, by the Oxford University Press, 1600 Pollitt Dr., Fairlawn, NJ 07410. ARC Catalog No. 338 L778.

An in-depth study which attempts to comprehend and analyze the experience gained by seven developing countries in industrialization: Argentina, Brazil, Mexico, India, Pakistan, Philippines, and Taiwan. All aspects of industrialization are considered, with special emphasis on the effect of industrialization on the domestic economy, the theory and practice of protection for local industries, administrative controls, and the scope of exports in industrial development.

235. Lockwood, Maurice H. and Karl D. Butler, *Report on the Chemical Fertilizer Industry of Taiwan*. 1964, 67 p. Prepared for the Government of the Republic of China and AID/Washington.
ARC Catalog No. CH 668.62 L817.

An appraisal covering production, distribution and usage of fertilizers. Suggestions are made as to how this important industry and its products may be more effectively used to meet the expanding agricultural needs for a developing economy in Free China.

236. Long, J. Dewey, *The Possibilities for Small-Scale Industries in the Damodar Valley*. Undated, 11 p. Prepared for AID/Washington by the Armour Research Foundation, Illinois Institute of Technology, Chicago, IL 60616.
ARC Catalog No. IN 338.64 L848.

An organization plan for a small-scale industrial development program in India. Emphasis is placed on agriculture-related industries but several specific examples of other types of desirable small industries are also discussed.

237. *A Look at Business in 1990*. 1972, 369 p. Staff of the White House Conference on the Industrial World Ahead. Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402.
ARC Catalog No. 338.544 W589.

A summary of the White House Conference on the Industrial World Ahead, held in Washington, D.C., Feb. 7-9, 1972. Should be of particular interest to government officials, businessmen, sociologists, industrialists, international organizations, trade associations, chambers of commerce, labor and others.

238. Lowitz, Anson C., *Brazil Marketing Seminars*. Contract No. AID/PIO/T 512-00036. 1963, 53 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Avenue, New York, NY 10022
ARC Catalog No. BR 658.8 C855.

Report on a series of marketing seminars held in Rio de Janeiro, Sao Paulo and Northeast Brazil. Seminars were planned to acquaint managers of small industries with marketing techniques and methods employed in the U.S. Brazil's marketing methods are evaluated and suggestions are made for improving them.

239. Luft, Harold S., *The Use of a Long Range Simulation Model for Policy Planning in a Developing Country: The Colombian Example*. Contract No. CSD 1543. 1968, 141 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 2).

Proposes use of a simulation model for economic and policy planning. The author explains that whereas most programming models must be considered as complete structures, the simulation model is best thought of as a set of building blocks, openly inviting major alterations to individual pieces while continuing to function as a whole. A description of the basic model is provided and modifications to the model and their theoretical bases are presented. Two experiments are described: (a) policies directed at export promotion and (b) an examination of some overall macro-economic policies.

240. *Maintenance Training Program*. AID Technical Bulletin No. 26. 1956, 37 p. A manual produced by General Mills, Inc., 9200 Wayzata Blvd., Minneapolis, MN 55426.
ARC Catalog No. 658.20207 161.

An administrative guide for conducting maintenance training procedures. Provides a description of the procedures involved and the responsibilities assigned in the operation of a maintenance training program.

241. *Management and Development*. Contract No. PIO/T 511-40222. 1964, 8 p. *Report of Top Management Seminar*. 1965, 21 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BV 658 C855.

Reports on two top management seminars held in La Paz, Bolivia in 1964 and 1965. Topics discussed are general management, production, accounting and finance, and marketing.

242. *Management Development and Productivity Center, Thailand*. 1969, unpagged. Report prepared for the Government of Thailand by the International Labor Organization, Geneva, Switzerland.
ARC Catalog No. TI 658 161.

An account of ILO assistance in establishing a National Management Development and Productivity Center in Bangkok to train executives, specialists, and supervisors for existing and new industries. Explains the program and training courses offered and the consulting and information services made available by the center. Evaluates the program after five years of operation and makes recommendations for strengthening and broadening the Center's program. Provides a great deal of statistical information regarding the project. Complete plan of operation is included in Appendix A.

243. *Management Development Program for Executives and Supervisors and a Manufacturing Division*. AID Technical Bulletin No. 24. 1956, 33 p. Prepared by Johnson and Johnson, 501 George St., New Brunswick, NJ 08901.
ARC Catalog No. 658.007 161.

Gives a detailed picture of Johnson and Johnson's programs of supervisory training and executive training development, including an analysis of required management skills and training techniques. A good example of an industry view of management training programs.

244. *Management Problems and Opportunities for Management Training in Central America*. Contract AID No. la/131. Five reports, 1963-68, total 575 p. Prepared for AID/Washington by the Harvard Graduate School of Business Administration, Division of International Activities, Cambridge, MA 02138. ARC Catalog No. LAT 375.65 H339.

A report on the planning and development of a management-training assistance program for the business communities of Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama, including the establishment of a regional graduate school for management training, the Instituto Centro-americano de Administracion de Empresas (INCAE). Presents a detailed documentation of the planning and implementation of this graduate-level training and research institution. Outlines a complete course of study for the proposed training program, including finance, marketing, production, employee relations and business policy and organization. Country papers on each of the six Central American countries are included.

245. Manly, Robert and S.H. Chafkin, *Central African Industrial Coordination Survey*. Contract AID/afr-292. July 1965, 29 p. plus 11-page annex. Prepared for AID/Washington by Checchi and Co., 815 Conn. Ave., N.W., Washington, DC 20006. ARC Catalog No. AFR 338.096 C514.

A survey of the potentials for developing sub-regional harmonization of industrial development in Central Africa. The report includes technical studies exploring the possibilities for regional coordination among particular industries and the feasibility of establishing production operations serving the region. A list of industries is developed covering products having a market potential in the sub-region, and the problems of coordinating industrial development, industrial credit, transportation and distribution are discussed.

246. *Manpower Employment Growth and Economic Development*. 1971, 156 p. Proceedings of the Executive Seminar on Employment Growth prepared by the Office of Labor Affairs, Agency for International Development, Washington, DC 20523. ARC Catalog No. 331.1151 A265.

Summary of papers and discussions of more than 50 labor and technical assistance leaders from 17 countries of the world and AID officials from Washington, D.C.

Discusses a variety of important subjects related to the employment problem, including fiscal and monetary policy, incomes, prices, investment, exports, imports, and other macroeconomic policies affecting employment rates. Also discusses the structural factors of education, training, and capability of the workers and their mobility and motivation. Considers rural development and employment generation, the rate of the public sector employment, and the relative merits of labor and capital intensity in employment promotion.

This report is one of a series of summaries of annual seminars held in Washington, D.C. Reports of other seminars are available in the AID Reference Center.

247. *Manual of Industrial Development*. 1958, 208 p. plus 102 pages of appendixes. Prepared for the International Cooperation Administration/Washington, by the Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. LAT 338.012 S785.

A manual which attempts to identify the factors to be considered when determining the industries which will most effectively contribute toward raising the level of living in newly developing countries. Consumption habits and patterns, natural resources, human resources, and present and potential foreign markets are considered. Some attention is given to the requirements for successful operation of different types of industry. Appendix A is a comprehensive list of manufacturing industries presented as a guide to selecting feasible industries and Appendix B presents a number of industry profiles. Though this manual can be used in planning and evaluating projects anywhere, it has special application to Latin American countries.

248. *Manual of Industrial Development With Special Application to Latin America*. 1954, 310 p. Prepared for the Institute of Inter-American Affairs, Foreign Operations Administration, U.S. Department of State by Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. LAT 338.012 S785.

Represents one of the early efforts to provide guidelines for industrial development planning. It follows the thesis that a fundamental attack on poverty must proceed by introducing modern, efficient methods of production and that development programs throughout the world should endeavor to build up modern manufacturing industries. While the information contained in the manual is somewhat out-of-date, it is interesting from an historical viewpoint.

249. *Manual of Industrial Project Analysis*. 1968, 2 volumes, plus annex, total 987 p. Development Center of the Organization for Economic Cooperation and Development, Paris. (OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., N.W., Washington, DC 20006).
U.S. Department of State Library Catalog No. HD 38.075.

A series of studies intended for use by technicians concerned with the preparation or evaluation of industrial development programs or projects. Volume I is concerned with methodology and case studies; the annex to Volume I presents industrial profiles; and Volume II argues the utility of social cost-benefit analysis in developing regions.

250. *Manufacturing Electrical Appliances in Thailand*. 1963, 60 p. Prepared for USOM/Thailand and the Board of Investment of Thailand, by Ebasco Services, Inc., 2 Rector Street, New York, NY 10006.
ARC Catalog No. TH 683.83 E15.

Analyzes the economic and technical feasibility of manufacturing household electrical appliances in Thailand. Examines the climate for industrial investment, manufacturing methods and facilities, and the market for electrical appliances. Provides an operation plan, cost estimates for implementing and operating the project, and an overall financial analysis of the project, with production and profit projections.

251. *Manufacturing Hand Tools in Thailand*. 1963, 57 p. Prepared for AID/Washington by Ebasco Services, Inc. 2 Rector Street, New York, NY 10006.
ARC Catalog No. TI 621.908 E15.

A report on the economic and technical feasibility of manufacturing small hand tools in Thailand. Reviews the climate for investment and the market for hand tools. Specifies requirements for manufacturing plant and equipment and provides guidelines for organization and manufacturing procedures. Estimates cost and provides a financial analysis of the project.

252. *Manufacturing Water Pumps in Thailand*. 1962, 60 p. Prepared for USOM/Thailand, the Ministry of Industry, and the Board of Investment of Thailand by Ebasco Service, Inc., 2 Rector St., New York, NY 10006.
ARC Catalog No. TI 621.64 E15.

A feasibility study to determine the economic and technical feasibility of manufacturing water pumps in Thailand. Assesses the Thai market for pumps, export possibilities, market growth factors, and marketing organizations and activities in Thailand. Examines manufacturing facilities and procedures, labor availability and costs, and management and technical skills available. Provides a financial analysis of the project covering capital requirements. Proposes financing, earnings and cash flow.

253. Mena, Raul Ortiz, Victor L. Urquidi, Albert Waterston, and Jonas A. Hardz. *The Economic Development of Mexico*. 1953, 291 p. Report of the Combined Mexican Working Party. Published for the International Bank for Reconstruction and Development by the Johns Hopkins Press, Charles & 34th Sts., Baltimore, MD 21237.
ARC Catalog No. MX 330.972 C731.

Very much out-of-date for current use but contains interesting background information useful in evaluating effectiveness of productivity programs in Mexico. A complete financial study of the economy of Mexico to 1953 includes data on national income, public and private investment, production, and consumption. Deals with investment and output in agriculture, mining, petroleum, electric power, industry, transportation and communications.

254. *Metal Products Industry*. 1965, 133 p. plus appendix. Prepared for the Central American Bank for Economic Integration by Arthur D. Little, Inc. Acorn Park, Cambridge, MA 02140.
ARC Catalog No. LAT 671.8 L778.

A compilation of information regarding 17 metal products industries which appear to provide feasible investment opportunities in Central American countries. A brief analysis is given of each industry. The appendix provides detailed information regarding pertinent imports and exports.

255. *Methods of Investment Promotion for Less Developed Countries*. 1967, 108 p. Office of Development Finance and Primary Enterprise, The Agency for International Development, Washington, DC 20523.
ARC Catalog No. 332.673 A265b.

A "source booklet" designed to assist AID officers in planning investment promotion programs in developing countries. Cites basic lessons instead of making specific recommendations and notes approaches which have proved most successful in past experiences. Outlines steps which must be taken in developing countries to encourage development of a "favorable" investment climate and to stimulate investment reports on several programs undertaken by AID and the Ford Foundation. Of particular interest is Annex III, *Program for Accelerating Private Foreign Investment in the Less Developed Countries*, prepared by Robert I. Fleming, International Development Consultant, and reprinted with special permission of the Ford Foundation.

256. Mobley, M.D. and Melvin L. Barlow, *Technical and Vocational Teacher Education*. Technical and Vocational Education Project No. 277-II-610-346. 1965, 30 p. USAID/Ankara, Turkey.
ARC Catalog No. TU 370.712 M687.

A memorandum of understanding outlining complete plans and contract agreements for establishing a technical and vocational teacher training college in Turkey. Proposes four-year curriculum, projects costs, and covers all aspects of organization.

257. Morawetz, David, *Equitable Distribution of Benefits in Integration Schemes Among Less Developed Countries: The Andean Group*. Contract No. CSD 1543. 1972, 62 p. Prepared for AID/Washington by the Center for International Affairs, Howard University, Cambridge, MA 02138. ARC Catalog No. 330.15 M831.

A theoretical analysis of the benefit distribution problem and evaluation of the benefit distribution provisions of the Cartagena Agreement of the recently formed Andean Group integration scheme. Discusses, also, the experience of other integration schemes among less developed countries.

258. Morse, Richard, Om Prakash Mathur, and M.C.K. Swamy, *Costs of Urban Infrastructure for Industry as Related to City Size in Developing Countries*. 1968, 435 p. Prepared for AID/Washington by the Stanford Research Institute in collaboration with the School of Planning and Architecture, New Delhi, India and the Small Industry Extension Training Institute, Hyderabad, India. Published by the Stanford Research Institute, Menlo Park, CA 94025. ARC Catalog No. IN 338.09 S785a.

A study of costs of supplying the infrastructure necessary to encourage industrial development in developing countries. Deals largely with studies of 208 manufacturing plants and 465 public facilities in 18 cities in India but draws also from experiences in other parts of the world.

259. Moss, D.D., G.B. Pardue and M.J. Damer, *Fishculture Survey Report for West Central Africa*. Contract No. AID/csd-1581. 1969, 115 p. Prepared for AID/Washington by the Agricultural Experiment Station, Auburn, Ala. 36830. ARC Catalog No. AFR 639.3 A897.

Report on a survey to determine the status of fisheries development, including marketing and economic aspects, in Senegal, Central African Republic, Cameroon, Nigeria, Togo, Ghana and the Ivory Coast. Particular emphasis is given to fishculture projects. Fish processing using drying methods is also discussed.

260. Most, Amicus, *Expanding Exports*. 1969, 230 p. Prepared for the Office of Program Evaluation, AID/Washington. ARC Catalog No. KS 382.6 M915.

A case study of the Korean experiences of the author while serving as an export promotion specialist in USOM/Korea from 1964-1968. Sets forth the factors and reasons that led to the success of the export development program and

analyzes the export activities of the AID mission, the Korean Government, and Korean businessmen. The report suggests general principles of export development and describes some specific activities which should be applicable in developing or evaluating similar programs in other countries.

261. Mountjoy, Alan B., *Industrialization and Under-Developed Countries*. 1963, 222 p. Hutchinson and Co., Ltd., 178-202 Great Portland St., London, W.1., England.
U.S. Department of State Library Catalog No. HD 82 M65.

Focuses attention on the social, economic, political and geographical problems which accompany industrialization. The author treats the topic from his perspective as an economic geographer and highlights the environmental and human problems involved in the development process.

262. *Nepal Industrial Development Corporation: A Summary Report of Growth and Momentum*. Contract No. AID/nesa-28. 1964, 62 p. Prepared for AID/Washington by C.W. Robinson and Co., Inc., 200 Park Ave., New York, NY 10017.
ARC Catalog No. NP 338.012 R658.

A report which identifies and discusses significant activities and achievements in the growth and progress of the Nepal Industrial Development Corporation. Gives a brief history of the development of the NIDC and describes its projects, credit organization and training program.

263. *A New Industry for Thailand*. 1953, 37 p. USAID/Bangkok and AID/Washington.
ARC Catalog No. TI 664.94 U58.

A completely documented report on the construction and operation of a fish-meal processing plant in Thailand using hand methods and simple equipment. Shows how an inexpensive operation can use excess and unmarketable fish catches to profitably produce a high-level protein meal for human and animal consumption.

264. *Niger's Industrial Potential*. Contract No. AID/afr-223. 1965, 195 p. Prepared for AID/Washington by Continental-Allied Co., Inc., P.O. Box 88, Herndon, VA 22070.
ARC Catalog No. NG 338,096626 C762.

The report considers 60 industrial possibilities, arriving at generally favorable conclusions in about half of the cases. Outlines a program of technical assistance for small and medium local private enterprises. Recommends substantial expenditures for development of new enterprises. Provides background information, production and marketing plans, and growth and profit projections for the industries recommended for development.

265. Nugent, Daniel F., *A Study of Management and Planning Activities in the Ministry of Industry of the Government of Turkey*. 1961, 47 p. Prepared for ICA/Washington.
ARC Catalog No. TU 354.496182 N966.
- A study and report designed to provide technical assistance and guidance to the Ministry of Industry in various fields of management. Makes recommendations concerning the establishment of an organization structure and overall program to enable the minister to sponsor a more effective development of Turkey's industrial and managerial resources.
266. Nyhart, J.D., *Assistance to Small Credit Programs in Eastern and Northern Nigeria*. 1964, 98 p. A report to the Representative, West Africa, The Ford Foundation, 320 E 43 St., NY 10017.
ARC Catalog No. NI 338.64 N997.
- Assesses the viability of a proposed credit scheme for small industry credit in Nigeria and provides detailed measures for implementing the scheme. Points out that assistance to the small Nigerian entrepreneur is essential to that country's development.
267. *Organizing for Development: The Pyramid Concept*. 1965, 24 p. Prepared for AID/Washington by Conway Research, Inc., 2600 Apple Valley Road, Atlanta, GA 30319.
ARC Catalog No. LAT 309.2 C767.
- Outlines a broad strategy for organizing the development effort in a large area or nation. Suggests the structure of development organizations and their relation to one another. Proposals are based on study of several thousand development projects.
268. *An Outline Survey of Possible Industrial Opportunities in the Rhodesias and Nyasaland*. 1963, 258 p. plus industrial profiles. Federal Ministry of Commerce and Industry, Salisbury, Rhodesia.
ARC Catalog No. RY 338.096894 R477.
- A survey of opportunities for secondary industries in the Rhodesias and Nyasaland before the break-up of the federation. Provides a thorough appraisal of industrial development opportunities in general and surveys of more than 40 specific industries, with industry profiles for ten industries recommended for immediate development.
269. Paauw, Douglas S. and John C.H. Fei, *The Gradual Transition: Neo-Enclave Growth*. 1969, 89 p. National Planning Association, 1606 New Hampshire Ave., Washington, DC 20009.
ARC Catalog No. 309.2 N277a.

The neo-enclave system involves a gradualistic termination of colonialism in contrast to politically pushed industrialization. This paper discusses the organizational features of neo-enclave growth and its reliance upon a free market system and relative absence of government interference in the domestic market as well as in foreign trade. Assesses development policy for this type of growth plan.

270. Pack, Howard and Michael Todaro, *Industrialization, Employment, and the Choice of Alternative Vintage Equipment in Less Developed Countries*. 1968, 25 p. Economic Growth Center, Yale University, 206 Elm St., New Haven, CT 06520.
ARC Catalog No. 338 P119.

Examines some of the implications for output and employment concerning the importation of modern foreign equipment by LDCs. Argues that the establishment of domestic machine producing capacity to replace imports can contribute to the possible solution of many of the financial and technical problems of rapid economic expansion.

271. Papanek, Gustav F., *Changes in AID Strategy*. Contract No. CSD 1548. 1967, 33 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 5).

Asks whether a change in AID strategy is desirable. Points out the stagnation in absolute levels of aid and the increased efficiency and effectiveness of some aid receivers. Points out the increasing difficulties of some major aid donors.

272. Papanek, Gustav F., *The Industrial Entrepreneurs - Education, Occupational Background and Finance*. Contract No. CSD 1543. 1969, 32 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Analyzes in some detail the background and behavior of Pakistan's entrepreneurs and their sources of capital to explain the nature and speed of industrialization in Pakistan since independence. Ignores government firms and private industrialists who were foreigners or non-Muslims since they were well established before independence.

273. Papanek, Gustav F., *The Location of Industry in Pakistan*. Contract No. CSD 1543. 1967, 28 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Deals with reasons for locating industries in particular cities or areas in Pakistan.

274. *Paraguay, Site of Budding Promise*. 1967, 31 p. Conway Research, Inc., Atlanta, GA 30319.
ARC Catalog No. PA 330.9892 C767.

A profusely illustrated investment promotion booklet. Gives brief statistical information on Paraguay's industrial possibilities, economic structure, and market potential.

275. Patrick, Hugh T., *The Phoenix Rises from the Ashes: Postwar Japan*. 1968, 59 p. Economic Growth Center, Yale University, New Haven, CT 06505.
ARC Catalog No. JA 330.952 P314.

Traces Japan's industrial and economic development from 1945 to 1968 and focuses on those factors -- social, economic, human, and other -- which enabled Japan to rise from a ruined country to the most developed country in Asia. Describes the changes in structure of Japanese industries from postwar conglomerates and large family enterprises to smaller, more independent units. Also, traces the rise and role of labor unions in the development of Japanese industries. Analyzes the ability of Japanese managers and engineers to absorb foreign technology, which has led rapidly to technological innovation and world leadership in some areas of production.

276. Payne, Eugene H., *Feasibility of Ipecac Extraction Plant*. Contract AID/la-239. 1966, 16 p. Prepared for USAID/La Paz, Bolivia by H.B. Maynard and Co., Inc., Pittsburgh, PA 15221.
ARC Catalog No. BL 615.32352 M471.

Examines the feasibility of establishing an ipecac extraction plant in Bolivia. Describes the extraction process and the use of the drug. Examines, also, the extraction of vanilla, quinine and other drugs native to Bolivia. Recommends an extraction plant suitable for several drugs and provides specifications, costs and production procedures for operating the plant.

277. Perry, John L., *Report to Plan Organization, Government of Iran, on the Raisin Industry of Rezaieh*. 1963, 37 p. Prepared for the Government of Iran and USAID/Tehran, Iran.
ARC Catalog No. IR 664.84 P463.

A study of the harvesting, pre-processing, packing and marketing of raisins. Contains background information on grape growing and drying, and recommends measures for initiating production and marketing improvements.

278. *The Philippine Economy: Problems and Imperatives*. 1966, 82 p. Council for Economic Development, Manila, Republic of the Philippines.
ARC Catalog No. PH 330.9914 C855.

Attempts to diagnose the elements that affect the "whole economy" of the country. Draws upon the experience and opinions of economists and businessmen, working together, to identify economic problems and to make suitable policy proposals for balanced economic development. Outlines the immediate urgencies for development and proposes long-term policies for production and trade, the financing of private industries, and adoption of government policies favorable to development.

279. *Pilot Food Distribution Demonstration Area Project*. Contract No. AID/la-90. 1963, 206 p. Prepared for AID/Washington by Fellman Associates, Inc., 605 West Chicago St., Coldwater, MI 49036.
ARC Catalog No. CO 380.141 F319.

A detailed report which gives an area food distribution project prospectus, together with feasibility studies, for the cities of Buenos Aires, Bogota and Santo Domingo. Describes supermarkets and consumer cooperatives in the area.

280. Pincus, Joseph, *The Effects of Industrialization on Salaried Employment, Hours and Wages in Industry in El Salvador, from 1960-1967*. 1968, 16 p. USAID Mission, San Salvador, El Salvador.
ARC Catalog No. ES 331.297284 P647.

Prepared as an investment guide to provide background information and encourage foreign investment in industries in El Salvador.

281. Pincus, Joseph, *The Industrial Development Laws of Central America*. 1961, 90 p. Prepared for ICA/Washington.
ARC Catalog No. LAT 340 P647.

Explains the steps taken by the five Central American countries to form an integrated economic community. Steps taken include favorable policies for investment, a common market plan, and a regional development bank. Investment incentives are explained in some detail.

282. Poling, Virgil and W. Leonard Reed, *A Rural Industrial Development Program for Kenya*. 1971, 64 p. Prepared for AID/Washington, USAID/Kenya.
ARC Catalog No. KE 338.7 P768.

A study of the feasibility of establishing small rural industries in Vihiga, Western Kenya. Develops recommendations for establishing a Rural Industrial Development Center to implement a small industry program. Provides basic information for establishing about 40 industries, including cottage and service industries, and specifies capital requirements, material, equipment, and personnel requirements, anticipated production operating costs and profit projections.

283. Porter, Joseph A. Jr.. *Textile Industry in Peru*. 1963, 38 p. Prepared for the Centro Nacional De Productividad, Lima, Peru.
ARC Catalog No. PE 338.47677 P846.

A study of the textile industry in Peru and development of a program to assist Peruvian textile manufacturers in improving production techniques, quality control, and general management practices in cotton, wool, hard, and artificial fiber mills. Identifies and makes recommendations for new products. Advises on opportunities for new investment in Peru.

284. *The Postwar Development of the Republic of Vietnam: Policies and Programs*. 1969, Vol. I, 170 p. Vol. II, 535 p. Summary, 79 p. Development and Resources Corporation, 1 Whitehall, New York, NY 10004.
ARC Catalog No. VS 959.704 D489.

Provides a framework of policy and action within which postwar development can take place. Programs are described for agriculture, forestry, industry, the infrastructure, and for five geographical regions. Discusses the structure of existing industry and the effects of the war. Proposes steps to be taken for industrial recovery in the early postwar period and long-range strategy for development. Outlines a ten-year program for investment in industry and proposes three projects for immediate consideration.

285. Pradhan, B.B., *Project Report on Balaju Industrial District*. 1962, 63 p. Nepal Industrial Development Corporation, Kathmandu, Nepal.
ARC Catalog No. NP 338.95496 N439.

Outlines plans for building an industrial estate and organizing and managing its operation. Gives details of cost of project and its expected economic impact upon industrial development in Nepal. Blueprints and specifications provide detailed information for the proposed four stages of the project's development.

286. *Pre-Investment Study: Meat Packing Industry for the Entente Guaranty Fund*. Contract No. AID/afr-495. 1967, 169 p. Prepared for AID/Washington by Thomas H. Miner and Associates, Inc., 135 South LaSalle Street, Chicago, IL 60603.
ARC Catalog No. AFR 664.9 M664.

A study of the feasibility of establishing a coordinated meat packing, shipping and marketing program by processing beef in the producing zones and shipping it to the consumption areas of the states under study. One aim of the study is to induce U.S. private investment in the livestock industry in Niger and Upper Volta to serve markets in Ivory Coast, Togo, Dahomey, Ghana, Nigeria and other appropriate countries. The study examines the availability of livestock and existing consumer markets and provides recommendations for a basic plant for processing meat and meat by-products.

287. *Prepared Industrial Sites*. 1966, 63 p. Bibliography. Conway Research, Inc., 2600 Apple Valley Road., Atlanta, GA 30319.
ARC Catalog No. LAT 338.98 C767.

A well-illustrated report on prepared industrial sites which illustrates how several countries in Latin America have prepared for attracting foreign investment and locating new plants.

288. *Present State of Small Business Financing in Japan*. 1961, 29 p. Economic Research Department, Small Business Finance Corporation, Tokyo, Japan.
ARC Catalog No. JA 332.6 S635.

Reviews role of small business in overall economic development in Japan and points out problems in financing expansion and operating costs of small and medium industries. Explains Japan's policies for small business financing institutions and their operating procedures.

289. Preu, Fred L., *People and Their Agri-Business*. Oct. 1966, 4 p. Talk delivered at Cooperative Month Seminar. International Cooperative Development Service, Office of Material Resources, AID/Washington.
ARC Catalog No. 334 P943.

Explores the interrelation of agriculture and industry with emphasis on agro-industry in African countries. The role of cooperatives in agricultural and industrial development is discussed and several examples are given to illustrate important points in the lecture.

290. *Priority Criteria in Project Evaluation*. U.N. Publication No. E/CN.14/AS/111/2/1. 1966, 9 p. Economic Commission for Africa and Center for Industrial Development, U.N. Publications, Room 1059, New York, NY 10017.
ARC Catalog No. 338 U58i.

An investigation of techniques for use in establishing priorities for new industrial projects with special emphasis on developing countries.

291. *Private Enterprise and Latin American Development*. April 1962, 71 p. Inter-American Development Bank, 808 17th St., N.W., Washington, DC 20006.
ARC Catalog No. LAT 332.6738 I61.

Report of round table discussions sponsored by the Board of Governors of the Bank. Presents statements on certain aspects of private enterprise industrial development. Contains texts of statements by panelists and extracts of comments by participants during the course of the general discussion at a meeting held in Buenos Aires, Argentina. Statements are made by bank officials from Chile, Mexico, the United States, and the Dominican Republic.

292. *Private Industry in Free China*. 1961, 87 p. China Productivity and Trade Center and the Industrial Development and Investment Center, Taipei, Taiwan. ARC Catalog No. CH 332.67351249 C539.

A profusely illustrated brochure which depicts some aspects of industrial achievement of private enterprise in Free China. Covers industries from shipbuilding to food processing and handicrafts.

Note: This brochure is only one of several similar publications available in the AID Reference Center showing the development of private enterprise in Free China.

293. *Problems of Industrialization in Chile: Some Preliminary Observations*. 1961, 226 p. Prepared for the Ministry of Development, Government of Colombia and USOM/Colombia by Barrington and Co., Inc., 230 Park Ave., New York, NY 10017. ARC Catalog No. CO 338.09861 B276.

An objective evaluation of industrial development in Chile, particularly small and medium size firms. Analyzes government regulations and laws affecting development and institutions regulating and servicing private enterprise. Discusses factors encouraging or inhibiting domestic and foreign investment and presents a program of action to stimulate the growth of small and medium industries.

294. *Proceedings of the Interregional Seminar on Industrial Research and Development Institutes in Developing Countries*. Publication Numbers ST/TAO/SER/C77. 1964, Vol. I, 171 p. Vol. II, 460 p. Report of a seminar sponsored by the United Nations, Beirut, Lebanon, 1964. ARC Catalog No. 338.072 U58a.

Volume I reports on the objectives and procedures of the interregional seminar and discusses the concept and objectives of industrial research, development institutes and industrial extension services. Volume II discusses the organizational aspects of industrial development institutes. Covers all aspects of planning, organization, and operation of institutes, with discussions of programs in operation in many countries throughout the world. A comprehensive timely and valuable report.

295. *Proceedings of the Stanford Conference on a Joint University-Industry Program to Assist in the Industrial Development of Latin America*. 1964, 114 p. Stanford Research Institute, Menlo Park, CA 94025. ARC Catalog No. LAT 338.098 S785a.

Report of discussions at a conference held at Stanford University for the purpose of formulating an integrated program for industrial development in a typical Latin American country, to be supported by experts from U.S.

universities. Deals with industrial planning, production, financing, marketing and other phases of industrial development. Twelve experts from universities, industry and the Agency for International Development presented papers at the conference.

296. *Processes and Problems of Industrialization in Under-Developed Countries*. Sales No. 1955. 11.B.1. 1954, 152 p. United Nations, Department of Economic and Social Affairs, New York, NY 10017.
ARC Catalog No. 338. U581.

A study of the processes and problems of industrialization which may assist developing countries in preparing practical programs of rapid industrialization. Deals with the economic, social, fiscal, technical, and organizational problems involved and with the role which the industrial advanced countries can play in order to help further such programs. Examines the industrialization process in a number of countries in different but early stages of economic development and the growth of a number of specific industries in less developed countries. Presents a framework rather than a thesis for industrial development.

297. *Processing Sheep and Goat Skins in Afghanistan*. 1965, 71 p. Prepared for the Ministry of Commerce, Royal Government of Afghanistan, Kabul, by Thomas H. Miner and Associates, 135 South La Salle St., Chicago, IL 60603.
ARC Catalog No. AF 674.23 M664.

A study of the availability and quality of Afghan sheep and goat skins and the feasibility of developing a tanning-manufacturing facility. Examines plant requirements and gives construction specifications and costs. Outlines organization and operation of a tanning plant and estimates economic advantages. A plant for manufacturing processed skins into coats and jackets is recommended, and full specifications and operating procedures are given.

298. *Production of Soda Ash and Caustic Soda in Thailand*. 1963, 81 p. Prepared for USAID/Thailand, the Ministry of Industry, and the Board of Investment of Thailand by Ebasco Service, Inc. 2 Rector Street, New York, N.Y. 10006.
ARC Catalog No. TL 661.32 E15.

Analyzes the economic and technical feasibility of producing soda ash and caustic soda in Thailand. Examines market and production facilities and costs. Provides a production plan and recommendations for plant location. A financial and economic analysis of the project is presented, including investment requirements and financing, earnings, cash flow, and economic feasibility of the project.

299. *Productivity and Development of Industrial Norms*. Contract No. AID/nesa-37. 1967, 99 p. Prepared for AID/Washington by EBS Management Consultants, Inc., 100 Church Street, New York, NY 10007.
ARC Catalog No. UA 338.0962 E16a.

A study of six industrial enterprises (brick manufacturing, rubber products, file manufacturing, food processing, metal castings, and paper). Provides an interesting assessment of the broad pattern of the United Arab Republic management activity and techniques. The feasibility studies are comprehensive and provide production plans, cost estimates, and profit projections.

300. *A Program of Advisory Services to the Federal and Regional Governments of Nigeria, 1961-1966*. Contract No. AID-c 2282, Arthur D. Little, Inc. Acorn Park, Cambridge, MA 02140.
ARC Catalog No. - see list below.

This project represents one of the greatest AID efforts at industrial development in the history of the Agency program. Arthur D. Little, Inc. provided more than 77 man years of service during the operational period of the contract, utilizing the services of 215 members of the ADL staff and consultants. Total charges for ADL's services totaled more than three and a half million dollars.

The following studies and reports represent about two-thirds of those prepared by Arthur D. Little, Inc. personnel during the period of the contract and provide a good representation of the method and scope of the work undertaken. These documents are only available in the AID Reference Center.

Economic and Technical Feasibility of a Multiproduct Metalworking Plant in Nigeria. March 1964, 57 p.
ARC Catalog No. NI 621.75 L778

Economics of Developing Sugar Estates in Nigeria. Apr. 1968, 29 p.
ARC catalog No. 338.476641 L778b

Energy in Nigeria and Attendant Opportunity for Industrial Development. Sept. 1963, 192 p.
ARC Catalog No. NI 338.09669 L778m

Evaluation of Alternative Sites for a Sugar Plantation in Nigeria. May 1967. The Economics of Developing Sugar Plantations and Integrated Extraction and Refining Facilities in Nigeria. Aug. 1967, 77 p.
ARC Catalog No. 338.476641 L778a

Federal Ministry of Commerce and Industry. The Nigerian Cosmetics Market. November 1962, 14 p.
ARC Catalog No. NI 338.47685 A228

Federal Ministry of Industries. Establishing a Print Cloth Industry in Nigeria: A Reconnaissance Study. Nov. 1966, 14 p.
ARC Catalog No. 667.02864 N685

Federal Ministry of Industries. Evaluation of a Chemical Complex for Nigeria. Apr. 1968, 165 p.
ARC Catalog No. NI 660 N685

Federal Ministry of Industries. The Nigerian Cotton Textile Industry: Its Prospects and Problems. 1966, 142 p.
ARC Catalog No. 677.21 N685

Federal Ministry of Industries. Reconnaissance Study of the Agro-Industrial Potential of the Niger River Basin of the North-Western State June 1969, 24 p.
ARC Catalog No. NI 338.1 N685

General Investment Promotion Activities (Principally U.S.), Oct.-Dec. 1964, lv.
ARC Catalog No. 322.673669 L778c

Groundnut Study; Draft, Chapter IV: Domestic Processing Industry, n.d.
ARC Catalog No. 664.369 L778a

Industrial Development Management Training Program, Oct. 4, 1965 - July 5, 1966, 73 p.
ARC Catalog No. NI 658 5 L778

Industrial Development Management Training Program for African Government Administrators; Annual Report. Titles vary. Nov. 1966 - July 1967, Oct. 1967 - June 1968, Oct. 1968 - June 1969.
ARC Catalog No. AFR 658.009 L778

Industrial Development Program for the Ministry of Commerce, Eastern Region Government: Annual Progress Report for 1963. 43 p.
ARC Catalog No. NI 338.09669 L778m

Industrial Development Program for the Ministry of Commerce, Eastern Region; Semi-Annual Progress Report. July 1963.
ARC Catalog No. NI 338.09669 L778c

Industrial Development Program for the Ministry of Commerce and Industry, Federal Republic of Nigeria; Annual Progress Report. 1962, 1963, 1964, 1966.

ARC Catalog No. NI 338.09669 L7780

Industrial Development Program of the Ministry of Trade and Industry, Northern Region; Semi-Annual Progress Report. July 1963, 1964.

Industrial Development Program for the Ministry of Trade and Industry, Western Region; Annual Progress Report. 1962.

ARC Catalog No. 338.09669 L778g

Industrial Development Program for the Ministry of Trade and Industry, Western Region; Semi-Annual Progress Report. June 1962, Aug. 1963.

ARC Catalog No. NI 338.09669 L778h

Nigeria Ministry of Trade and Industry Evaluation of the Cottonseed Crushing Potential in the Northern Provinces of Nigeria. June, 1966.

ARC Catalog No. NI 664.726 N685

Nigerian Industrial Development Program, Eastern Region Government, Federal Republic of Nigeria; Annual Progress Report. 1965.

ARC Catalog No. 338.09669 L778i

Nigerian Industrial Development Program, Mid-Western Region Government, Federal Republic of Nigeria; Annual Progress Report - 1965. Feb. 1966, 7 p.

ARC Catalog No. 338.09669 L778c

Nigerian Industrial Development Program, Northern Region Government, Federal Republic of Nigeria; Annual Progress Report 1965.

ARC Catalog No. 338.09669 L778j

Nigerian Industrial Development Program; Progress Report. 1965.

ARC Catalog No. NI 338.09669 L778s

Nigerian Industrial Development Program, Western Region Government, Federal Republic of Nigeria; Annual Progress Report. 1963, 1964.

ARC Catalog No. NI 338.09660 L778p

The Nigerian Wood Furniture Industry. 1964. Report Prepared for the Ministry of Commerce and Industry, Federal Republic of Nigeria as Part of a Program of Technical Assistance Sponsored by USAID.

ARC Catalog No. 684.104 L778

A Program of Industrial Advisory Services to the Federal and Regional Governments of Nigeria, 1961-1966; Final Report Oct. 1966, 66 p. ARC Catalog No. NI 338.09669 L778q

The Prospects for Further Investment in New Textile Capacity in Northern Nigeria. 1964, 28 p.
ARC Catalog No. 338.47677 L778

Review of Pesticide Usage in Nigeria. Mar. 1966, 21 p.
ARC Catalog No. NI 632.95 L778

Technical and Economic Analysis of Nigerian Paper Mill Limited. Nov. 1967, 57 p.
ARC Catalog No. NI 676.2 L778

Technical and Economic Evaluation of the Sokoto Cement Factory, Mar. 1967, 158 p.
ARC Catalog No. NI 666.9 L778

Warri Industrial Estate. Apr. 1967, 31 p. Preliminary Report to Government of Mid-West Nigeria
ARC Catalog No. 338.9669 L778

301. *A Program for Encouragement of Private Industry in Chile (Volume I)*. 1961, 186 p. Prepared for AID/Washington by Surveys and Research Corporation, 1010 Vermont Ave., Washington, DC 20005.
ARC Catalog No. CL 338.0983 S963.

This report, aimed at stimulating small and medium size industries in Chile, covers economic, organizational, educational, financial, and other aspects of industrial development in the country. It is a thorough and comprehensive study which provides well-documented information regarding the general industrial atmosphere in the country and analyzes several specific opportunities for industry. Volume II of this report (1961, 28 p.) provides a summary of the study, with recommendations for a program of action. A special report to the Agency for International Development is presented on pages 22-28 of Volume II.

302. *A Program for the Industrial and Regional Development of Peru and Industrial Opportunities for Peru*. Arthur D. Little, Inc., Acorn Park, Cambridge, MA 02140.
ARC Catalog No. PE 338.0985 L778.

Discusses the urgency for accelerated economic development of Peru and proposes an industrial development strategy. Outlines development incentives, financing, investment promotion, and overall organization for development. Proposes an industrial development program for Peru, analyzes industrial opportunities and recommends development of a broad range of industries. Provides background information and feasibility appraisal of each industry recommended.

303. *A Program for Private Enterprise in the Economic Development of Rio Grande do Norte*. 1963, 57 p. A report to Campanhia de Desenvolvimento do Rio Grande do Norte by Arthur D. Little, Inc., Acorn Park, Cambridge, MA 02140.
ARC Catalog No. BL 338.0981 L778.

Identifies industrial and other opportunities that might interest private investors and ranks them on the basis of their relative attractiveness from a profit standpoint, secondary benefits that might be derived from creating new investment opportunities, and social benefits that might result from investment. Comments on research results covering a large number of industrial investment opportunities.

304. *Programming Techniques for Economic Development*. Sales No. 60.II.F.3. 1960, 130 p. United Nations Economic Commission for Asia and the Far East. United Nations Publications, Room 1059, New York, NY 10017.
ARC Catalog No. 309.2 U58.

A comprehensive report on the techniques of planning economic development programs. Prepared by a group of five experts from Korea, India, Ceylon, the United States, Japan and the Netherlands.

305. *Programs of Industrial Development: 1956-61*. 439 p. Government of India Planning Commission. Government of India Press, Nasik Road, New Delhi, India.
ARC Catalog No. IN 338.0954 139.

Contains studies of 51 organized industries together with programs for their expansion during the period of the second five-year plan in India. Forty-two industries organized under the first five-year plan are brought up to date in this study and progress made in the first five years is evaluated.

306. *Project Appraisal Document No. STECLA/CONF.11.L.29*. 1962, 18 p. International Bank for Reconstruction and Development 1818 H St., N.W. Washington, DC 20006.
ARC Catalog No. 338 161a.

Describes the IBRD requirements for, and the importance of, detailed project appraisals for bank loans. Takes into account special labor or raw materials situations, tariff policies, credit facilities, etc. in establishing policies aimed at creating an environment that will stimulate industrial development and growth.

307. *Project Brazil: Feasibility Studies and Preliminary Designs*. 1963. Approximately 250 p. Prepared for AID/Washington by the University of Ceara, Brazil and the University of California at Los Angeles, 405 Hilgard Ave., Los Angeles, CA 90024.
ARC Catalog No. BL 338.0981 C153.

A cooperative effort by a Brazilian and a U.S. university to provide technical assistance for the stimulation of local small and medium size industries in Brazil. Discusses educational orientation of the project and the training and orientation of management personnel. Provides feasibility studies and preliminary designs for nine industries: cattle products, charcoal, fruit processing, multi-purpose foods, paper, milk products, pre-fabricated housing, textiles, and woodworking machinery.

308. *Projections of Supply and Demand for Selected Agricultural Products in Central America Through 1980*. 1969, 261 p. Prepared for the U.S. Department of Agriculture by the Battelle Memorial Institute, 505 King Ave., Columbus, OH 43201.
U.S. Department of State Library Catalog No. HD 9014. C25B36.

Forecasts the demand for imports of selected agricultural products in Central America for 1970, 1975 and 1980. Develops long-term projections for the Central American economy, including forecasts of population. Attempts to ascertain, on the basis of long-term supply-and-demand relationships, the extent of the availability of agricultural products for export from each country.

309. *Promoting Production in Panama: Accelerating Investment*. Contract No. AID-25-10-T. 1962, 179 p. Prepared for AID/Washington by Continental Allied, Inc., P.O. Box 88, Herndon, VA 22070.
ARC Catalog No. PN 338.09862 C762 (Vol. II).

Reviews conditions of the investment climate in Panama and provides recommendations for government action towards attracting investment, both local and foreign. Advises on strengthening the Panamanian Industrial Finance Company to administer a program specifically aimed at encouraging capital investment in Panama. Proposes plan of action for publicizing Panama's investment advantages.

310. *Promoting Production in Panama: Financing of Industry*. Contract No. AID-25-10-T. 1962, 108 p. Prepared for AID/Washington by the Continental Allied Company, Inc., P.O. Box 83, Herndon, VA 22070.
ARC Catalog No. PN 338.09862 C762 (Vol. 1).

Assesses the need for long-term credit institutions to foster the development of private industry. Appendix C provides a draft plan for establishment of a Panamanian Industrial Finance Corporation.

311. *Promotion of Industrial Investment Act: (Thailand) B.E.* 1962, 40 p. Board of Investment, Bangkok, Thailand.
ARC Catalog No. TH 338.0026 T364.

A copy of Thailand's Promotion of Industrial Investment Act, B.E. 2505.

312. *Promotion of Small and Medium-sized Firms in Developing Countries Through Collective Actions*. 1969, 373 p. Organization for Economic Cooperation and Development, Paris. (O.E.C.D. Publications Center, Suite 1305, 1750 Pennsylvania Ave., N.W. Washington, DC 20006.)
U.S. Department of State Library Catalog No. HD 2341.P7.

A collection of papers prepared by 45 participants in a 1967 interregional symposium sponsored by the Development Center of the Organization for Economic Co-operation and Development. Papers support the general thesis that small- and medium-sized industries are important in the development process. Considerable attention is given to questions of external aid and self-help. Suggestions are made for collective links between firms and other entities such as suppliers, customers and colleagues in industry as well as for closer relations with regional planning organizations. This book should be required reading for anyone interested in the development of small or medium industry.

313. *Proposals to Improve the Flow of U.S. Private Investment to Latin America*. 1962, 117 p. Report of the Commerce Committee of the Alliance for Progress, AID/Washington.
ARC Catalog No. LAT 332.673 D149.

Recommends a program for correcting the problems (political, economic, and social) which hinder U.S. private investment in Latin American countries and proposes a program to increase the private investment flow to those countries. Appendix A presents a case study of a large Chilean firm to demonstrate points made in the recommendations. Several hypothetical examples are presented on a simplified basis to further strengthen the proposals contained in the report.

314. *Prospects for Economic Development in East Africa. Volume III, Tanzania.* 1967. Part One, 110 p. Part Three: Annex B - Industry, 52 p. International Bank for Reconstruction and Development, 1818 H St., N.W. Washington, DC 20006.
ARC Catalog No. TZ 330.9678 161.
- Reviews the economic situation in Tanzania and assesses prospects for economic growth. Discusses the structural characteristics of Tanzanian industry, recent growth trends, and achievements and prospects in relation to planned targets for industrial development. Outlines problems and limitations of industrial growth and the policies governing industry. Provides important statistical information in the appendixes.
315. *Prospects for Industrial Development in Malawi.* 1966, 26 p. Ministry of Trade and Industry, Limbe, Malawi.
ARC Catalog No. MI 338.096897 M239.
- Explains the available industrial services and incentives for investment in Malawi. Provides information regarding licensing, labor relations, employment and wages, and future development plans for the country.
316. Pryor, Millard H., *End of Temporary Duty Assignment Report and Recommendations.* 1963, 40 p. USAID/Taipei, Taiwan.
ARC Catalog No. TW 332.67351249 P973.
- Appraises private enterprise industrial progress to 1963 and recommends a plan for turning Taiwan's manufacturing and marketing policies toward a strong export-oriented program.
317. Ramiah, R.V. and C.P. Srivastava, *Agricultural Implements for Indian Farmers,* 1952, 47 p. Indian Council of Agricultural Research, New Delhi, India.
ARC Catalog No. IN 631.3, R 173
- Illustrates and describes the typical agricultural equipment used by Indian farmers. Most of the equipment discussed can be made by small entrepreneurs in any developing country.
318. Ramsett, David E., *Regional Industrial Development in Central America.* 1969, 133 p. Frederick A. Praeger, 111 Fourth Ave., New York, NY 10003.
U.S. Department of State Library Catalog No. HC 141 R35.
- A study of regional integration in Central America and its possible impact upon industrial development. Gives a detailed analysis of the integration industries scheme and describes the nature and significance of the problems of regional industrial growth. Provides an evaluation of the Central American Common Market and case studies of typical regional industries.

319. Raul Oritz Mena, Victor L. Urquidi, Albert Waterston, Jonas A. Hardz, *The Economic Development of Mexico*. 1953, 392 p. Report of the Combined Mexican Working Party. Published for the International Bank for Reconstruction and Development by the John Hopkins Press, Charles and 34th Streets, Baltimore, MD 21237.
ARC Catalog No. MX 330.972 C731.

Very much out of date for current use but contains interesting background information useful in evaluating effectiveness of productivity programs in Mexico. A complete financial study of the economy of Mexico to 1953, contains data on national income, public and private investment, production, and consumption. Deals with investment and output in agriculture, mining, petroleum, electric power, industry, and transportation and communications.

320. *Recent Performance and Development in Morocco*. 1968, 72 p. *Recent Economic Developments in Morocco*. 1969, 63 p. International Bank for Reconstruction and Development, 1818 H St., N.W., Washington, DC 20006.
ARC Catalog No. MR 330.964 I61 and I61a.

Discusses the general economic performance in Morocco in terms of growth, prices and balance of payments, labor inputs, savings, etc. Analyzes major sectorial developments in agriculture, industry and mining, tourism, and education. Comments on Morocco's latest five-year plan (1967-72) and makes suggestions for improvements. More than 50 pages of tables and statistical information are provided in two volumes.

321. *Regional Industrial Development in Northern Venezuela*. 1963, 76 p. Ebasco Services, Inc., 2 Rector St., New York, NY 10006.
ARC Catalog No. VE 338.0987 E15a.

A study and report aimed at strengthening and improving programs of regional and national agencies to promote balanced industrial development throughout the northern areas of Venezuela. Examines the industrial potential for the five regions and recommends a positive course of action to promote and finance industrial expansion. Comments on existing development organizations and development programs and identifies several regional industrial opportunities.

322. Renaud, Bertrand, *Regional Policy and Industrial Location in Korea*. 1971, 39 p. Social Science Research Institute, University of Hawaii, 1801 University Ave., Honolulu, HI 96822.
ARC Catalog No. KS 301.55 R395.

Discusses regional problems in Korea, regional planning for postwar development and goals of a regional economic policy. Shows that the location of industry is the cornerstone of a sound economic policy in Korea. Examines

Korea's most recent plant in the light of the experience of other countries and discusses the possible outcomes of the industrial location policy under the constraints imposed by national policies.

323. *Report for an Industrial Estate for Thailand.* 1964, 165 p. Prepared for the Government of Thailand by International Development and Engineering Associates, 816 West 5th St., Los Angeles, CA 90017.
ARC Catalog No. TH 338.9593 161.

An objective and comprehensive feasibility study for an industrial estate in Thailand. Provides plans for a small estate and recommends expansion as the project develops. Also recommends a housing project to be developed along with the industrial estate to care for workers and their families.

324. *Report of the Symposium on Industrial Development in Africa.* 1966, 120 p. plus 71 p. of appendixes. United Nations Economic and Social Commission, 2501 Calvert Ave. N.W., Washington, DC 20008.
ARC Catalog No. AFR 338,096 U58b.

Reports on seminars held by the Economic Commission for Africa. Summarizes discussions by representatives from several African countries concerning the requirements for industrial development in Africa and makes positive recommendations for steps to be taken regarding training, capital assistance, etc. Analyzes progress in developing several basic industries in African countries.

325. *Report on the China Productivity Center and Taiwan Industry.* 1960, 58 p. J.P. Bonner Associates, for the International Cooperation Administration, Washington, DC 20523.
ARC Catalog No. TW 338.0951249 B176.

Analyzes the role of the China Productivity and Trade Center in the industrial development of the country. Reviews the original objectives of the CPTC and its activities and evaluates its effectiveness in improving industrial productivity in Taiwan, particularly of small and medium size private enterprises. Advises on methods of improving the CPTC program and recommends the technical assistance and services necessary to upgrade the CPTC operation.

The study emphasizes efficient use of available resources, including capital, upgrading of managerial practices, efficient production methods, and improved personnel relations resulting in higher pay and improved working conditions for workers. Comments on importance of comprehensive market investigation, the technical aspects of loan investigation and the importance of end-use inspection reports on utilization of loan funds.

326. *Report on Egyptian Village Housing Building Materials and Methods of Construction.* 1952, 126 p. *Demonstration of Stabilized Mud Brick in Egyptian Village Housing.* 1953, 52 p. Contract No. SCC-14032. Prepared for the Technical Cooperation Administration, Washington, by Arthur D. Little, Inc., Acorn Park, Cambridge, MA 02140.
ARC Catalog No. UA 691.4 L778.

These two related reports are comprehensive studies of village construction in Egypt. Experiments with improved building materials including stability tests on several types of mud brick are reported. Plans for new types of houses using stabilized mud brick were developed and used in demonstration buildings. Specifications, fabrication instructions, labor and materials costs, and other pertinent data are provided.

327. *Report on Gulbahar Textile Mill, Afghanistan.* 1959, 70 p. Prepared for the International Cooperation Administration, Washington by the Tudor Engineering Co., 595 Mission St., San Francisco, CA 94105.
ARC Catalog No. AF 677 T912.

A critical examination of the building arrangements, design and machinery lay-out, staffing and management, and other items relating to the financing, construction and operation of the Gulbahar textile mill. Outlines the steps necessary to assure full production in as short a time as possible under a private enterprise system. Would be useful to technicians planning or evaluating similar operations anywhere in the world.

328. *Report on Research of Commercial Banking in Korea.* 1971, 673 p. Business Management Research Center, Korea University, Seoul, Korea.
ARC Catalog No. KS 332.1 K84.

Reports on the following:

- Economic Role of Commercial Banks, 72 p.
- Organization and Personnel Management of Commercial Banks, 310 p.
- Analysis of Financial Statements, 13 p.
- Business Programs of Commercial Banks, 127 p.
- External Factors Affecting the Operation of Commercial Banks, 75 p.
- Supervision of Commercial Banking System, 76 p.

329. *Report of the United Nations Seminar on Industrial Programming.* Sales No. 64. II.B.8. 1963, 61 p. United Nations Publications, Room 1059, New York, NY 10017.
ARC Catalog No. LAT 338.7 U58.

A report of a U.N. seminar held in Sao Paulo, Brazil, March 4-15, 1963 under the sponsorship of the U.N. Department of Economic and Social Affairs. Discusses programming of industrial development at country, sector and

project levels. Presents an exchange of views and experiences of a group of specialists in the field of industrial planning. Special attention is given to the problem of providing jobs for the unemployed. Scale of planning, marketing, financing, feasibility studies and project evaluation are also considered.

330. Resnick, Stephen A., *A Socio-economic Interpretation of the Decline of Rural Industry Under Export Expansion: A Comparison Among Burma, Philippines, and Thailand, 1870-1938*. 1969, 62 p. Prepared for the Economic Growth Center, Yale University, 206 Elm St., New Haven, CT 06520.
ARC Catalog No. FEA 338 R434.

Explains the economic and social forces underlying the economic transformation of three Southeast Asian countries from agrarian to commercial societies. Suggests that varying economic consequences of the countries chosen for discussion were dependent on the respective pre-colonial history, the type of colonial or government rule, and the intensities of the relevant export agricultural crops. Focuses on labor activities used in agricultural production and time spent on handicraft activities such as the weaving of cloth, milling rice, the manufacture of implements, and the provision of transportation and housing.

331. *Review and Comments on the Proposed Ekala Industrial Estate*. 1960, 39 p. Prepared for the Office for Private Enterprise, AID/W, by Johnson, Gray and Associates, Erie, PA 16512.
ARC Catalog No. CE 338.9 J67.

Discusses the criteria to be considered when planning industrial estates, analyzes the proposal for the Ekala Industrial Estate in Colombo, Ceylon, and makes specific recommendations for improvements of the original plan. Six architects' drawings are included.

332. Richter, Lavoslov, *Water Saving Techniques in Food Processing Plants*. Food Industries Study No. 3., U.N. Publication, Sales No. E.69.II.B.16. 1969, 69 p. United Nations Industrial Development Organization, United Nations Publications, Room 1059, New York, NY 10017.
ARC Catalog No. 664 U58.

Discusses water requirements and purification methods for the food processing industries. Also explains methods of determining extent of water pollution caused by food processing and outlines methods of purifying waste water.

333. Ritchie, Lyell H., William R. Fothergill, Robert R. Oliver and Madison E. Wulfin, *A Regional Study of Tourist Development in Central America*. 1965, 333 p. Prepared for the Central American Bank of Economic Integration, Tegucigalpa, Honduras, Porter International Co., 1776 K St., N.W., Washington, DC 20006.
ARC Catalog No. LAT 972.8 P845.
- Analyzes the potential for developing tourism on a regional basis, identifies the areas most suited to tourism development and recommends a ten-year program for regional and country development. Estimates costs and economic impact of recommended program. A complete analysis of tourism development which might be useful to readers interested in similar projects anywhere in the world.
334. Robbins, George W., *Report on Management Institutions in Bolivia*. Contract No. PIO/T 511-40222. 1965, 29 p. Prepared for AID/W by the Council for International Progress in Management, 845 Third Ave., New York, NY 10022.
ARC Catalog No. BV 650.0711 C855.
- Provides advice and recommendations to the University of San Andres and the Instituto Tecnológico Boliviano in the development of curricula and instruction capability in the field of business administration.
335. Roberts, Richard S. Jr., *Economic Development, Human Skills, and Technical Assistance*. 1962, 157 p. A study of the International Labor Organization Technical Assistance in the field of Productivity and Management Development. ILO, Geneva, Switzerland.
ARC Catalog No. 309.223 R646.
- Considers the development of management skills, often overlooked in economic development programs, as an essential factor in economic development and discusses the ILO experience relative to the managerial resources of developing countries. Describes the organization and personnel aspects of ILO projects. Shows how ILO staff personnel determine the needs of developing countries, what can be done to increase productivity by improving management methods, and the type of action ILO recommends to governments in order to develop the managerial resources of their countries and to learn from the experience of ILO in implementing projects. Reviews one project in India as a case study of a project which brings together the planning and implementing steps considered above.
336. Rosenthal-Rodan, P.N., *Reflections on Regional Development*. 1963, 21 p. Center for International Studies, Massachusetts Institute of Technology, Boston, MA 02139.
ARC Catalog No. 338.9 R815.

An article written for the memorial volume for Professor Alessandro Molinari traces his outstanding regional development achievements in Southern Italy following World War II. Discusses Molinari's policy of industrial location, industrial zones, and the role of large and small enterprise in a new industrialization area. Examines the effect of credit and tariff incentives and evaluates the Italian effort of developing southern Italy.

337. Roterus, Victor, Lloyd D. Black, and Theodore K. Pasma, *Planned Industrial Parks*. 1960 (Reprinted 1969), 15 p. Office of Area Development, U.S. Department of Commerce, Washington, DC 20230. Reprinted for AID/Washington by the Office of International Affairs, U.S. Department of Housing and Urban Development, Washington, DC 20410.
ARC Catalog No. 338.93 R843.

Originally prepared for the 1960 World Planning and Housing Congress in Puerto Rico, this report describes U.S. experience with planned industrial parks. Specific suggestions are given on planning industrial parks, and the advantages of their development to the manufacturer and the community are discussed.

338. Rottenberg, Simon, *How United States Business Firms Promote Technological Progress in Latin America*. 1957, 131 p. National Planning Association, 1606 New Hampshire Ave., N.W., Washington, DC 20009.
ARC Catalog No. LAT 309.223 R851.

A study of U.S. manufacturing and other business firms involved in trade and industry in Latin America to determine the extent of their contribution toward technological progress there. Examines government and international as well as U.S. programs and evaluates the accomplishments, organization, and administration of each.

339. Royce, William S., *Private Enterprise in the Alliance for Progress*. 1963, 14 p. Prepared for AID/Washington by the Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. LAT 332.673 S785.

Stresses the importance of technical assistance projects in developing countries as a means of encouraging strong private enterprise development. Reviews the history of industrial development in Latin American countries to demonstrate the need for this type of assistance.

340. *Rural Industry, Commerce, and Credit in Nyasaland*. Contract No. AID/afe-76. 1963, 268 p. plus appendix of industrial potentials. Prepared for AID/Washington by Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. NY 338.096897 W874.

Analyzes the potential for the development of rural industry, commerce, and credit, and studies the types of business organizations and development institutions needed to foster sound economic growth. Provides detailed information on government policies and programs to promote development.

341. *Rural Industry Technical Assistance (RITA) Project*. Contract No. AID/la-197. 1964 to 1968. Five reports. Prepared for AID/Washington by the Office of International Programs, Colorado State University, Fort Collins, CO 80521. ARC Catalog No. BL 338.0981 C719.

Reports outline the activities and progress of a rural industry technical assistance project developed cooperatively by the University of Bahia and Colorado State University. The project was under the joint sponsorship of professors and students of the two universities. Emphasis is on Brazilian participation with a maximum of technical assistance from the advisory group and a minimum of direct dollar assistance from USAID.

- a. *Initial Progress Report*. 1964, 7 p. Reports the activities of the team from June 1 to August 31, 1964. Describes data-gathering process used by the team and outlines their early work program.
 - b. *Feasibility Studies: Preliminary Designs*. 1964, 60 p. Describes organization of the work and advisory group and reports on feasibility surveys for ceramic, peanut oil, food processing, meat processing, manioc, and poultry industries. The studies include plant requirements, operating instructions, market studies, plant and equipment costs, and a summary of operation cost and profit estimates for each industry under study.
342. Sakaino, Teruo, *Report on Technical Expert's Service in Glass Industry to China*. APO Project No. TES/62. 1962, 51 p. Prepared for the China Productivity and Trade Center by the Asian Productivity Organization, Aoyama Daiichi Mansions, 4-14, Akasaka 8-Chome, Minato-Ku, Tokyo 107, Japan.
ARC Catalog No. CH 666.1 S159.

Surveys existing glass plants in Taiwan and makes recommendations for improved production techniques, reduction of costs, improvement of management and marketing. Suggests a training program to upgrade personnel.

343. Samuels, J. Kenneth, *Improving the Marketing of Fresh Fruits and Vegetables in Turkey*. 1960, 40 p. Prepared for the Turkish Ministry of Agriculture, Ankara, and ICA/Washington.
ARC Catalog No. TU 380.141635 S193.

Analyzes the problems of marketing fruits and vegetables in Turkey and suggests ways of increasing exports and improving efficiency in handling. Also outlines plans to assist the Turkish Government in improving the marketing organization. The suggestions presented in this report, though directed to Turkey, would be applicable in other fruit and vegetable producing countries.

344. Schydrowsky, Daniel M., *Allocating Integration Industries in the Andean Group*. Contract No. CSD-1543. 1971, 13 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. LAT 338.7 S415.

Analyzes the benefits of the Andean Agreement to the countries (Colombia, Ecuador, Peru, Bolivia, and Chile) of locating so-called integration industries in selected countries, with a monopoly to that company for the Andean Group. Evaluates the group benefit for each industry and the distribution pattern for the industries.

345. Schydrowsky, Daniel M., *Fiscal Policy for Full Capacity for Full Industrial Growth in Latin America*. Contract No. CSD-1543. 1971, 24 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. LAT 338.012 S415.

Shows that unemployment in Latin America coexists with under-utilization of capital and that a part of any new output generated by putting excess capacity to work must be exported to pay for imports of new equipment. Argues that because of unfavorable exchange rates, poor export image of Latin America countries, and limitations arising from labor and tax legislation, putting excess capacity to work would not be profitable. Proposes fiscal policy to bring private profitability in line with net social benefits.

346. Schydrowsky, Daniel M. *Short Run Employment Policy in Semi-Developed Economies*. Contract No. CSD-1543. 1967-1969. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Argues that conventional Keynesian analysis is applicable to a situation in which unemployment of labor and capital are accompanied by import constraint. Applies Keynesian tools to develop an appropriate employment policy. Describes an optional subsidy policy and proposes an appropriate linear programming framework. Applies the proposed model to Argentina data.

347. Scoville, James. *Employee Compensation in Afghan Industry*. July, 1967, 27 p. Prepared for USAID/Kabul and AID/Washington by the Harvard University Summer Research Program, Cambridge, MA 02138.
ARC Catalog No. AF 331.29591 S432.

Deals with the utilization of manpower for the economic development of Afghanistan and the importance of wages as a motivating factor in the development of technical and management personnel. Also assesses noncompensation factors affecting efficient operation of Afghan workers.

348. *Screening of Industrial Projects for Feasibility Studies*. 1965, 123 p. Prepared for AID/Washington by Arthur D. Little, Inc. Acorn Park, Cambridge, MA 02140.
ARC Catalog No. EC 332.673866 L778.

A study planned to develop a list of feasibility studies of industries suitable for financing under Feasibility Studies Loan Agreement between the Government of the U.S. and the Republic of Ecuador, and to compile a list of potential industries for further investigation. Provides information on six projects for (immediate) feasibility studies and 16 in need of further study. Identifies 11 projects for immediate attention. Outlines a program for the industrial development center of Ecuador and defines the center role in the development process.

349. *Selected References on Industrial Development*. 1961, 140 p. Prepared for the Technical Aids Branch, ICA/Washington by the John Crear Library, 35 W. 33rd St., Chicago, IL 60616.
ARC Catalog No. 016.338 161a.

An annotated bibliography which provides reference materials and specific guidelines for direct use in meeting program requirements of investment-industrial development staffs and organizations.

350. *Selected Reference Materials on Small Industry Development*. 1970, 111 p. Asian Productivity Organization, Aoyama Daiichi Mansions, 4-14 Akasaka 8-Chome, Minato-Ku, Tokyo 107, Japan.
ARC Catalog No. FEA 338.64 A832b.

Outlines type of material provided by the Asian Productivity Organization under its extended information program. Aims at providing pertinent and useful information relating to sound industrial feasibility analysis and other material relating to various other industrial segments. Materials listed are available from the APO at modest prices.

351. *Selection of Industrial Projects*. Undated, 200 p. Prepared for the International Cooperation Administration by the Council for Economic Industry Research, Inc., Washington, DC 20523.
ARC Catalog No. CE 338.012 C855.

Explains the "Key Characteristic Method" of screening and selecting industrial development projects for countries in a relatively early stage of development. Demonstrates the method by applying it to Ceylon and Iran. Leans heavily on manufacture of import substitution goods and the processing of local materials being exported.

352. Selowsky, Marcelo, *Education and Economic Growth: Some International Comparisons*. Contract No. CSD-1543. 1966, 78 p. Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 370.19 S468

Analyzes education's contribution to growth and its significance in development planning. Maintains that the traditional factor of physical capital explains only a fraction of the growth in output, that human factors play an important role, and that education makes a significant contribution to growth. Studies the past contribution of education to economic growth in relation to other factors for Mexico, Chile, and India and makes a comparison of the rate of return on physical capital and labor.

353. Selowsky, Marcelo: 1. *Educational Capital in a Model of Growth and Distribution*. 1968, 20 p. 2. *Labor Input Substitution and the Measurement of Education's Contribution to Growth*. 1968, 26 p. 3. *The Effect of Unemployment and Growth on the Rate of Return to Education: The Case of Colombia*. 1968, 93 p. Contract No. CSD-1543. Prepared for AID/W by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339.

Discusses the contribution of education as a source of economic growth. Maintains that traditional factors—labor and capital—explain only a fraction of the changes in output. Discusses the way technical change comes into the productive process. Paper No. 3 examines the economic rate of return of investing in different levels of the Colombian educational system.

354. Sen, A.K., *General Criteria of Industrial Project Evaluation*. No. CID/IPE/B.9. 1965, 39 p. Prepared for the United Nations Center for Industrial Development. U.N. Publications, Room 1059, New York, NY 10017.
ARC Catalog No. 338. S474.

Outlines methods of evaluating industrial projects to select those most beneficial to the economic development of a country. Considers employment, foreign exchange earnings and other important factors in project evaluation.

355. *Senegal: A Study for the Utilization of the Skills of Artisans in the Establishment and Development of Light/Medium Industry*. 1966, 49 p. Sherr and McDermott International, 7219 Empire State Building, New York, NY 10001.
ARC Catalog No. SG 338.09663 S326.

Analyzes and makes recommendations for the utilization of artisan skills in the development of handicrafts and of small industries in Senegal. Also makes recommendations for basic methods of selling the goods produced.

356. Sheldon, Kenneth P., *Industrializing at the Grass Roots Level in the Philippines*. 1963, 47 p. End-of-tour report prepared for USAID/Manila, Philippines.
ARC Catalog No. PH 338.09914 S544.

Describes the author's experience as an industrial advisor to the United States Operations Mission in the Philippines. Follows the rural industrial program from first feasibility studies through final appraisal of the effects of the program. A sample feasibility report on the Province of Tarlac is included.

357. Sholton, Erwin J., and Edward A. Tenenbaum, *Five Industries for the Central African Republic*. Contract AID/afr-288. 1965, 206 p. Prepared for AID/Washington by Continental-Allied Co., Inc. P.O. Box 88, Herndon, VA 22070
ARC Catalog No. CT 338.096741 S559.

Presents a detailed study of five industries (storage batteries, asbestos, cement roofing, cassava starch, reconstituted dairy products, tomato puree) suitable for development in the Central African Republic. Small-scale operations owned and managed by indigenous entrepreneurs are assessed and the technical and economic aspects of each industry are considered. Emphasis is placed on the manufacture of products for internal consumption.

358. Silvey, Mayo S., Young Chul Kim, and No Shin Park. *Tong Shin Management Study and Reorganization Plans*. 1967, 63 p. Korean Productivity Center, Seoul, Korea.
ARC Catalog No. KS 658 S587.

An example of a management study carried out by a well-established productivity center. Surveys and analyzes the management procedures of the Tong Shin industrial complex and recommends modern and improved management organization and procedures for the company.

359. Silvey, Mayo S., No Shin Park, and Jong Chul Shin. *Sammi Enterprise Management Consultation*. 1967, 85 p. Korea Productivity Center, Seoul, Korea
ARC Catalog No. KS 658 S587a.

An example of a management survey carried out by Korean Productivity Center personnel. Illustrates one function of the Productivity Center and the method of doing management surveys. The report is fairly academic in its approach.

360. *Skills for Progress*. 1963, 29 p. Prepared for AID/Washington by H.B. Maynard and Co., Inc., Pittsburgh, PA 15212.
ARC Catalog No. LAT 331.11 M471.

A proposal for a training program to meet both the short- and long-range skilled and middle-level manpower needs in Latin American countries.

361. *Small Industries Bulletin for Asia and the Far East*. No. 9. 1972, 183 p. Economic Commission for Asia and the Far East. Bangkok, Thailand, United Nations publication sales No. E/F.72.H.F.19., Room 1059, New York, NY 10017.
ARC Catalog No. FEA 338.64 U58.

Ninth of a series of bulletins designed to stimulate interest and promote the interchange of ideas in every aspect of small scale promotion and development. This bulletin, No. 9, deals with "Employment maximization through small industry development." Contains an analysis of growth prospects and identification of industries which could be effectively developed in the small-scale sector; also considers industrial estates and the development of cottage and handicraft industries. One part of the bulletin is devoted to the financing of small-scale industries. Outlines plans for developing some specific small industries and deals with the problems and difficulties confronting them. Also contains reviews of selected publications related to small industry development.

Themes chosen for the first eight issues in the series are as follows:

1. Problems of modernization of small-scale industries in Asia and the Far East.
2. The development of small-scale industries as ancillary units of large-scale industries.
3. Credit and financing facilities for small industries.
4. Problems of marketing and selling small industries products.
5. Technical services and facilities for the promotion and modernization of small industries.
6. Training and development of personnel for small industries with special reference to managers, technicians, and operators.

7. Export promotion of small industry products.
8. Collective action for small industries development.

The above bulletins are available in the AID Reference Center.

362. *Small and Medium Sized Businesses: Promotion and Problems*. 1971, 161 p. Organization for Economic Co-operation and Development, 2 Rue Andre - Pascal 75, Paris (16e), France
ARC Catalog No. 016.658022 O68.

An annotated bibliography centering on the promotion of small and medium-sized industrial and commercial firms, and methods for improving their structure and adapting them to current economic conditions.

363. *Small Plant Series: Asian Productivity Organization*. Undated, 31 p. Plans for establishment and operation of small plants. The Asian Productivity Organization, Aoyama Daiichi Mansions, No. 11, 4-Chome, Akasaka Omote-Machi, Minato-ku, Tokyo, 107 Japan.
ARC Catalog No. FEA 338/64 A832a.

Provides technical data for planning new small manufacturing enterprises, flow charts, step-by step operations, equipment and machinery costs, and personnel requirements. No. 1 of the series provides data for 15 small plants ranging from dry battery manufacturing to fishmeal preparation. For information regarding this or other issues in the series, write to the address above.

364. *The Smaller Industry in Japan*. 1961, 158 p. A report published and edited by Asia Kyokai, 37 Akasaka - Shinsaka - Machi, Minato-Ku Tokyo, Japan.
ARC Catalog No. JA 338.64 A832.

Explains the position and role of small business in Japan. Examines and defines small and medium enterprises and explains their special structure of employment, their role in export trade, wage differentials, working conditions in small and big industries and the special manager-worker relationship in small Japanese industries.

Explains the formation of Japanese capital support for small enterprises and goes into some detail regarding occupational problems caused by the war, postwar small industry problems and the countermeasures adapted to overcome these problems. Explains the organization of small enterprises, the Japanese Commerce and Industry Cooperatives, and the guidance and support given by development institutions and government programs.

Outlines structural improvement in the Japanese assistance effort, including guidance in production techniques and modernization of facilities. Suggests an

intensified loan program to assist small enterprises, and outlines supplementary benefits such as minimum wages, retirement benefits and improved vocational training facilities to accompany and support a loan program.

Suggests tax reduction measures to support small industries, and a cooperative promotion program to improve marketing of small industry products.

The second part of the book is devoted to a discussion of the production structure of the following industries:

- Fiber
- Machinery
- Chemical
- Ceramics
- Lumber
- Sundry Goods

355. Smith, Hadley F. *Public Enterprise and Economic Development: An International Bibliography*. 1964, 57 p. Compiled by the School of Public Administration, University of Southern Calif. 145 S. Sprint St., Los Angeles, CA 90012.
ARC Catalog No. 016.350 S649.

A topical, international bibliography of books and articles on public enterprise published in the English language.

366. Solow, Antole A. and David Freedman, *A Big Push for Small Industry*. Undated, 15 p.
ARC Catalog No. 338.64 S689.

Discusses the contribution of small industries to overall development and some of the factors limiting the growth and success of small industry. Develops a comprehensive outline for planning a small industry program. Takes a constructive approach to all aspects of program planning and refers to successful programs in several LDCs to illustrate the proposal.

367. *Some Aspects of Industrial Development in Argentina*. Contract No. ICAC-1866. 1961, 182 p. Prepared for the Government of Argentina and the International Cooperation Administration, Washington, D.C. by Arthur D. Little, Inc., Acorn Park, Cambridge, MA 02140.
ARC Catalog No. AR 338.982 L778a.

Evaluates the physical, human and institutional resources of the country and outlines a plan for utilizing these assets to assist in economic development. Examines Argentina's trade and economic planning policies and suggests that

these factors have brought about a serious export shortage, an imbalance between agricultural and industrial development and uneconomical growth of large non-competitive manufacturing enterprises. Also examines the labor supply, management capability and manufacturing standards of the country.

368. Staley, Eugene and Richard Morse, *Modern Small Industry for Developing Countries*. 1965, 435 p. McGraw-Hill Co., 330 West 42nd St., New York, NY 10036.

ARC Catalog No. 338.64 S785.

A comprehensive treatment of small industries intended for development planners and administrators and others concerned with guiding, promoting, or understanding the processes of industrial modernization and growth in newly developing countries. Deals with the role of small-scale manufacturing and points the way to transformation from traditional to modern economies. Emphasizes the importance of maintaining a balance between large, medium, and small manufacturing units. Discusses the advantages and disadvantages of small production units and makes many practical suggestions for helping small industries to become efficient production operations. Discusses types of small industries which have been successful in several countries and suggests ways of adapting industrial techniques of advanced countries to newly developing countries. Among the most comprehensive books available on the subject.

369. Staley, Eugene, *Small Industrial Development*. 1958, 25 p. Stanford Research Institute, Menlo Park, CA 94025.

ARC Catalog No. 338.64 S785.

Deals with the role of small industry in development and emphasizes the importance of maintaining a balance between small, medium, and large industries in the overall industrial structure of developing countries. Discusses the various elements necessary in constructing an active and positive program of development, including advisory services, research, training, financing, and marketing. Deals, also, with the significance of industrial estates, trade associations, and cooperatives in industrial development.

370. Staley, Eugene, Robert W. Davenport, and Richard Morse, *Small and Medium Industry in Colombia's Development*. 1962, 147 p. Prepared for the Banco Popular of Colombia by the Stanford Research Institute, Menlo Park, CA 94025.

ARC Catalog No. CO 338.64 S785.

A study of small and medium industries in Colombia with recommendations for establishing a coordinated and efficient development program for this industrial sector in Columbia. Discusses the requirements of small and medium industry and outlines a plan for a development-counseling service and a development-financing program.

371. *Standardization and Quality Control*. Project No. SMO/111/62. 1963, 100 p. Asian Productivity Organization, Aoyama Daiichi Mansions, 4-14 Akasaka 8-Chome, Minato-Ku, Tokyo 107, Japan.
ARC Catalog No. 658.516 A832.

Report of a sponsored study mission on standardization and quality control. Reports on the techniques being used by several advanced countries in the practices of quality control. The countries visited were: the United States, the United Kingdom, the Netherlands, West Germany, France, the Republic of China, and Japan.

372. Stark, Harry Newman, *Development Bank Survey: Brazil*. Contract No. AID/PIO/T 512-40150. 1966, 19 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BR 332.1 C855.

Report by a banking specialist on a study of banks and development institutions in Northeast Brazil. Reviews banking practices, examines long-range development plans and makes recommendations for strengthening the overall banking program.

373. *State-Owned Enterprises in Tunisia*. 1969, 88 p. International Bank for Reconstruction and Development. 1818 H St., N.W. Washington, DC 20006.
ARC Catalog No. TN 338.09611 161.

A study of the state-owned enterprises in Tunisia. Points out the strengths and weaknesses and recommends steps that could be taken to improve them. Provides important statistical information in the appendixes.

374. Stead, William H., *The Economic Development of Puerto Rico*. Planning Pamphlet No. 103. 1958, 151 p. National Planning Association, 1606 New Hampshire Ave., N.W., Washington, DC 20009.
ARC Catalog No. PR 338.937295 S799.

A study of Puerto Rico's economic development program with a view to discovering the aspects of the program which are transferrable to other developing countries. Provides a detailed description of the methods of operation which evolved as the program moved through successive trial and error stages. Gives an evaluation of achievements and an analysis of those aspects relevant to development programs in other countries. An excellent case study of "Operation Bootstraps" in Puerto Rico.

375. Stepanek, J.E., *Industrial Development in Indonesia*. 1955, 161 p. Prepared for the Government of Indonesia under the auspices of the United Nations Technical Assistance Administration, Jakarta, Indonesia
ARC Catalog No. IA 338.0091, S 827.

The author's report covers a three-year assignment in Indonesia to:

- (a) assist the Government of Indonesia in plans and projects in the small industries fields.
- (b) advise on the selection of candidates for fellowships and scholarships in their field of competence,
- (c) help in framing additional requests for technical assistance in the small industries fields,
- (d) co-ordinate the activities of other experts to be sent out in the small industries field to maintain contact with the U.S. bilateral program contemplated in each field.

The author's observations are based on a background of experience in Indonesia under the auspices of the U.S. Economic Cooperation Administration and long experience in the field of small industry development. He discusses specific projects in some detail, gives background information, and predicts future trends of projects under development. Comments, also, on problems encountered in the entire field of industrial development and in the organization of the Department of Industry.

376. Stepanek, Joseph E., *Small Industry Advisory Services: An International Study*. 1960, 192 p. The Free Press, Glencoe, IL 60022.
ARC Catalog No. 338.64 S785.

Examines and evaluates processes and institutions through which industrial knowledge is being collected, adapted and transmitted to small entrepreneurs. The author draws from his personal experiences on several assignments in developing countries and from information assembled by the Stanford Research Institute where he was a senior industrial specialist.

377. Stern, Joseph J., Contract No. CSD-1543. 1. *Growth, Development, and Regional Equity in Pakistan*. 1968, 70 p. 2. *An Evaluation of Inter-industry Research on Pakistan*, 1968, 29 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 3).

Focuses on the long-term growth of the national and regional economies in a macro-economic setting, then attempts to spell out the structural changes implied by alternative growth paths. Policy alternatives for planners are discussed. In the second paper an attempt is made to estimate errors in

inter-industry studies due to inaccurate data, and to relate the magnitude of such errors to the predicted levels of output. A series of tests on the predictive ability of the tables is also provided.

378. Stroglo, Sergio Dello, *Improved Ceramic Production in Burma*. 1963, 62 p. Prepared for USAID/Burma. Illustrated with 15 photographs. ARC Catalog No. BM 666 D358.

An account of a project to initiate activity in a government brick and tile factory for the production of ceramic building materials to be used in construction of the Burmese Arts College project. Gives a detailed account of the experience and provides complete data regarding research and development of clays and glazes for the project.

379. *A Successful Developing Country Private Investment Program*. Research Study A-001. 1969, 36 p. The Vector Corporation, 610 Enterprise Drive, Oak Brook, IL 60521. ARC Catalog No. AF 332.673 V413.

Evaluates a successful private investment program in Afghanistan. Describes the priorities and roles of participants in private investment programs and suggests that this Afghan AID-supported type of program could be applied in other countries. Emphasizes the importance of maximum participation by government and investors in order to create a favorable investment climate.

380. Sullivan, Miles J. and Ram S. Tarneja, *The National Productivity Council, New Delhi, India - An Evaluation*. 1961, 42 p. Prepared for USAID/New Delhi, India. ARC Catalog No. IN 658.5 S951.

An evaluation of the National Productivity Council, New Delhi, India. Examines the programs and plans of the institution and comments on their effectiveness. Recommendations are made for a comprehensive long-term plan of activities.

381. *Survey and a Program for the Further Industrial Development of Gunabara*. 1961, 135 p. Prepared for AID/Washington by Howard Chase Associates, Inc., 1270 Ave. of the Americas, New York, NY 10020. ARC Catalog No. BL 338.0981 C478.

An objective evaluation of the current state of industrial development in Gunabara, Brazil, including government laws and regulations, institutions and other factors encouraging or inhibiting domestic and foreign private investment. Recommends a program of action to accelerate industrial

development in the private sector, especially as it relates to small and medium-sized industries. Recommends 16 industries which have potential for expansion or development.

382. *Survey of the Tourism Industry in Afghanistan*. 1965, 600 p. Prepared for the Royal Government of Afghanistan, Kabul, and AID/Washington by Thomas H. Miner and Associates, Inc., 135 South LaSalle St., Chicago, IL 60603. ARC Catalog No. Af 958.1 M664.

This is a combination of a feasibility survey, a tourism program and an economic development plan. Reviews the history of the country and points out its advantages for a tourism program. Makes recommendations for the development of travel and hotel facilities and suggests standards to be met in order to develop a successful program.

383. *A Survey of Employment, Unemployment, Under Employment in Ceylon*. 1963, 6 p. International Labor Review, International Labour Office, Geneva, Switzerland. ARC Catalog No. CE 331.11 I61.

Summarizes a survey organized by the ILO. Methods used in the survey and the types of results obtained should be of interest to technicians or economists planning similar studies in other countries.

384. *Symposium on Industrial Statistics*. 1964, 323 p. Economic Coordinator for Central Treaty Organization (CENTO), Ankara, Turkey. ARC Catalog No. NEA 312.273 C397.

A summary of discussions on the importance of establishing and maintaining an integrated system of industrial statistics to guide government policy and action and to meet the needs of private business. Discusses methods of conducting industrial surveys, the use of industrial statistics and the importance of manpower studies in industrial planning.

385. Takanaka, Akira, *Dynamic Business Management in Japan*. 1965, 149 p. Asian Productivity Organization, Aoyama Daiichi Mansions, 4-14, Akasaka 8-Chome, Minato-ku, Tokyo 107, Japan. ARC Catalog No. Ja 658 T136.

Discusses Japanese management patterns which have been developed because the direct application of foreign management theories and techniques were found ineffective when applied to Japanese industries. Proposes a dynamic approach to management problems and argues that management innovation is as necessary as technological innovation.

386. *Tanganyika Five-Year Industrial Plan*. Contract No. AID/afe-160. 1964, Vol. I. *The Industrial Climate*, 138 p. Vol. II. *Industrial Opportunities*, 199 p. Prepared for AID/Washington by Continental-Allied Co., Inc., P.O. Box 88, Herndon, VA 22070.
ARC Catalog No. TZ 330.9678 C762.

Volume I provides a general evaluation of the industrial climate in Tanganyika, with suggestions for improvement. Volume II identifies and quantifies industrial opportunities in the country. Provides brief feasibility studies and industry profiles for more than 100 industries chosen for development. Discusses the government's role in development, politics, tariff, financial institutions, and Tanganyika's industrial entrepreneurs.

387. *Tanganyika Industrial Development: A Preliminary Study of Bases for the Expansion of Industrial Processing Activities*. 1961, 124 p. Prepared for AID/Washington by Arthur D. Little, Inc., Acorn Park, Cambridge, MA 02138.
ARC Catalog No. TZ 338.09678 L778.

Reviews the general bases for, and range of, industrial processing opportunities in Tanganyika and provides feasibility studies of selected industries for development. Recommends the type, activities, and staffing of an organization to achieve effective development of the country's industrial potential.

388. Taylor, Francis William, *Fish Processing Plants: Brazil*. Contract No. PIO/T 512-50258. 1966, 15 p. Prepared for AID/Washington by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BL 644.94 C855.

Reports on studies of eight fish-processing plants in Brazil. Discusses fish farming and increased fish production and makes recommendations for upgrading plant management, fishing procedures and handling, and sanitation.

389. Taylor, Lance, *Patterns of Sectoral Change: A New View*. Contract No. CSD-1543. 1968, 39 p. Prepared for AID/Washington by the Center for International Affairs, Howard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Uses simple input-output analysis, coupled with cross-section regressions, for the final demands of three major sectors of the economy: manufacturing and construction, primary production (agriculture and mining), and services. Constructs a model to show that the behavior of output is a function of per capita income. Provides a useful means for evaluating the importance of the various final demand components in causing structural change.

390. *Ten-Year Perspective of Development for the Republic of Tunisia*. 1961, 408 p. Ministry of Plan and Finance, Tunisia. Translated by USOM/Tunis. ARC Catalog No. TS 330.9611 T926.

Develops planning policies for the years immediately following Tunisian independence. Provides a comprehensive study of the economic conditions in the country and of the philosophy of government economists in developing a plan for economic growth. Considers financial requirements, production and marketing of Tunisian products. Gives important statistical information regarding raw materials, agricultural production, and consumption within the country.

391. Tendulkar, Suresh D., *Interaction Between Domestic and Foreign Resources in Economic Growth: Some Experiments for India*. Contract No. 1543. 1968, 74 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138. ARC Catalog No. 309.22072 H339 (Vol. 4).

Presents a multi-sectoral programming model that incorporates both domestic savings and foreign exchange as constraints to economic growth. Assesses the importance of savings constraint in developing countries.

392. Tenenbaum, Edward A., *Industry for British Guiana*. Contract No. ICA-504-3. 1960, 93 p. Prepared for AID/Washington by the Continental Allied Co., Inc., P.O. Box 88 Herndon VA 22070. ARC Catalog No. BG 338.09881 C762c.

Analyzes British Guiana's industrial potential. Lists more than 20 industries worthy of further study and recommends the implementation of several selected projects.

393. Tennenbaum, Edward A. and others, *Industrial Progress for Laos*. Contract AID/fe-150. 1966, 298 p. Prepared for AID/W by Continental-Allied Co., Inc., P.O. Box 88, Herndon, VA 22070. ARC Catalog No. LA 338.09594 C762a.

An evaluation of the economic, institutional, physical, and technical possibility of industrial development, preferably of small and medium scale, in Laos. Recommends a program for accelerated development, possibly within one or two years. Identified 40 industries for immediate development and 16 for further study. Economic evaluation of each industry in its Laotian setting is developed in some detail and a great deal of technical information is provided regarding the establishment and operation of each.

394. Tennenbaum, Edward A., and others. *Niger's Industrial Potential*. Contract AID/afr-223. 1965, 196 p. Prepared for AID/W by Continental Allied Co., Inc., P.O. Box 88, Herndon, VA 22070.
ARC Catalog No. Ng 338.096626 C762.

Outlines a development plan for the Niger based largely on increased agricultural production and the development of agriculture-related industries. Considers also service, building materials, and other similar industries. Technical and financial requirements and the potentialities are given for about 60 industries. Thirty-four small industries and seven large ones are recommended for industrial credit financing.

395. Tennenbaum, Edward A., *Taiwan's Turning Point*. 1961, 152 p. Prepared for AID/Washington by the Continental-Allied Co., Inc., P.O. Box 88, Herndon, VA 22070
ARC Catalog No. CH 354.5124900721 C762.

Traces the steps of economic and industrial development from the beginning of the Nationalist China regime on Taiwan through 1960. Appraises the impact of U.S. aid on economic development and points out the problems the Taiwanese Government encountered in developing an independent economic base. Traces the steps taken in stabilizing Taiwan currency and its effect in encouraging foreign investment and export marketing of Taiwan's manufactured products. Identifies steps that proved effective in curbing inflation in Taiwan and the resulting encouragement of industrial investment by Chinese businessmen. Gives detailed description of Taiwan's banking practices and the excessively high interest rates charged by independent money lenders and explains the steps taken to make capital available for economic development. Chapter nine explains the function of the China Productivity Center in improving manufacturing techniques, and outlines some of the difficulties it experienced in getting acceptance by Taiwan industries.

396. *Textile Production Reports: Brazil*. Contract No. AID/PIO/T 512-50258 and AID/PIO/T 512-61351. Eight reports prepared for AID/Washington by the Council for International Progress in Management Inc., 845 Third Ave., New York, NY 10022.
ARC Catalog No. BR 687 C855.

Reports by eight textile production experts after short tours as advisors to selected textile industries in Brazil. Plant layout and production, cost analysis and control, training, and administrative methods are considered in an attempt to secure high quality production at standard machine speeds. Reports identify the problems encountered and evaluate the effectiveness of the experts' advice. Long-term development programs for each plant are presented.

397. Thiesenhusen, William C., *A Suggested Policy for Industrial Re-invigoration in Latin America*. 1970, 36 p. Land Tenure Center, 310 King Hall, University of Wisconsin, Madison, WI 53706.
ARC Catalog No. LAT 338.012 T439.

Suggests land reform policies to stimulate industrial development and provide more equal distribution of resources and income. Argues that this approach would tend to reinvigorate the simple consumer goods subsector, stimulate farm goods manufacture and, consequently, investment of savings at growth points in the economy.

398. Thomas, George D., *Industrial Development Advisory Services to Pakistan Through the Pakistan Industrial Productivity Center*. 1959. 68 p. plus approximately 60 pages of plans, photographs, and statistical data. A project final report prepared by the Chief of Production Specialists and Machine Tool Technologist for the Center.
ARC Catalog No. PK 338.45621902 T456a.

Explains the scope of the Pakistan Productivity Center program in some detail. Reports on center assistance to about 30 industries and explains survey and evaluation procedures, financial assistance program, and the use of special development seminars.

399. Thorbecke, Erik, and Alfred J. Field, *Relationships Between Agriculture, Non-agriculture, and Foreign Trade in the Development of Argentina and Peru*. 1967, 85 p. Prepared for AID/Washington Summer Research Program.
ARC Catalog No. AR 338.982 T487.

Analyzes the major relationships within the main productivity sectors and foreign trade in the course of economic development in Argentina and Peru. Furnishes an analytical framework for a sectoral breakdown in terms of agriculture, industry, and services, and specifies major relationships between technological, income, and price relationships. Provides a policy framework within which the country performance can be evaluated and applied it to review the experience of Argentina. Presents a model which illustrates quantitatively the key role of agriculture as a determinant in both Argentina's growth and stagnation. Analyzes the performance of the Peruvian economy and foreign trade. Finally, contrasts the role of an entirely commercialized agricultural sector (Argentina) with a dual agricultural structure (Peru) in contributing to developmental objectives.

400. Thorsen, Thomas W., *Management Dimension for African Institutes of Administration*. 1966, 21 p. Report to USAID/Kampala, Uganda.
ARC Catalog No. AFR 658 T522.

Discusses the problems of Africanization of management personnel in government agencies and institutions in newly independent African countries and proposes a program for providing management training through existing institutions and extension programs.

401. Todd, John E., *Size of Firm and Efficiency in Colombian Manufacturing*. 1971, 56 p. AID/csd-2475 Center for Development Economics, Williams College, Williamstown, MA 01267.
ARC Catalog No. CO 338.09861 T634.

Argues that, in Colombian manufacturing, small and medium size establishments generate more output per unit of scarce resources than large establishments. Points out that a shift in the composition of manufacturing output by size of firm is not precluded by serious sectoral or regional bottlenecks.

402. Tomasini, Luigi M., *American Investments and Industrial Concentration in Europe*. 1969, 26 p. Economic Growth Center, Yale University, 206 Elm, New Haven, CT 06520.
ARC Catalog No. EU 332.673 T655.

Examines the problems of industrial concentration. Comments on the relationship between American investments in Europe and European industrial concentration. Provides useful statistical information regarding numbers and types of industries in several countries in Europe.

403. *Towards Full Employment, A Program for Colombia*. 1970, 471 p. Prepared by an Inter-Agency team organized by the International Labor Organization, Geneva, Switzerland.
ARC Catalog No. CO 331.1379861 I61.

An international team analysis of unemployment problems in Colombia which suggests a positive program of action. Provides guidance for aid and trade policies of international organizations and other donor agencies. The report considers the following:

- a. General macroeconomic policy-making and planning.
- b. General planning of human resources, with special reference to the policies and methods to be used for the evaluation of manpower needs in their overall and structural aspects.
- c. Planning for the shaping of human resources, with special reference to policies and methods that will permit an integration of education, for both the rural and urban sectors, with appropriate vocational training.
- d. Agricultural planning, with special reference to systems of land settlement, land reform, and agricultural technology.

- e. Industrial planning, with special reference to small industries, handicrafts, and agricultural industries.
- f. Market organization, especially for the products of agriculture, small industries, and handicrafts.
- g. Analysis of international trade and of the outlook for regional economic integration, with special reference to experience in Latin American areas and Colombian products.
- h. Planning of financial and income policies, with special reference to the enlistment of domestic and foreign resources and to their mobilization for planned investment; also wage policy, and income policy in general.
- i. Sociological aspects of development, with special reference to the attitudes, motivations, and social relations which are relevant for the evaluation of employment policies, the shaping of human resources, and the determination of the factors leading to migration from country to city.
- j. Planning of the public sector, with special reference to the organization of the public services, particularly those services that are related to the development of the infrastructure.
- k. Planning of the statistical, census, and survey systems, with special reference to their organization, costs, and maximum utilization of their present capacities.

Recommends short-term and long-term measures with a view to formulating a comprehensive national policy to ensure that the economic development of Colombia will result in a high level of productive employment in the reasonably near future.

Considers unemployment a symptom of failure in the development process as a whole and attempts to provide guidelines for reshaping development policies and practices toward employment-oriented programs.

404. *Trends in the Industrialization of Building*. Sales No. E.70.IV.13., 1970, 58 p. Bibliography. United Nations, Room 1059, New York, NY 10017. ARC Catalog No. 338.4769 U58.

A study of achievements, possibilities, and existing programs in the field of industrialized housing in the developing countries.

405. Tressler, Donald K., *Improvement of Israeli Food Processing Industries*. Contract No. PIO/T's 271-23-22-3-90282/00120, 1961, 24 p. Prepared for USAID/Israel by the Council for International Progress in Management, Inc., 845 Third Ave., New York, NY 10022. ARC Catalog No. IS 664.028 T799.

Reports on a program to improve food dehydration, refrigeration and freezing in Israel. Outlines a program for a technologically sound and economically feasible dehydration industry.

406. *Turkish Exports: Problems and Opportunities*. 1967, 30 p. Turkish Research Center for Export Promotion, Ankara, Turkey.
ARC Catalog No. TU 382.6 T939.

Examines methods of stimulating exports of Turkish commodities and outlines a program for increasing foreign exchange earnings by 60% in seven years. Discusses some specific export items and proposed research and marketing programs to promote and assure continued growth of Turkish exports. Proposals outlined in this paper would provide useful guidelines for developing export programs in other countries.

407. Turner, Frank L., Donald G. Woodworth, Edward A. Podesta, and Ramy Alexander, *The Artisan Community in Ecuador's Modernizing Economy*. 1963, 285 p. Prepared for the Government of Ecuador by the Stanford Research Institute, Menlo Park, CA 94025.
ARC Catalog No. EC 331.794 S885.

Examines the lines along which the artisan community is likely to evolve and suggests courses of action to assist artisans in making the transition to a modernized economy. Analyzes the productivity of artisan projects, the attitudes and aptitudes of artisans, the vocational training aspects of artisan development, and the production and marketing of artisan products.

408. *Two Conferences on Industrial Development Banking*. 1961, 74 p. 1962, 135 p. Economic Coordinator for CENTO, c/o U.S. Embassy, Ankara, Turkey.
ARC Catalog No. NEA 332.1 C397.

These reports cover conferences held in Ankara, Turkey in August 1961 and in Istanbul, Turkey in June 1962. They contain summaries of discussions and reprints of some of the important papers.

409. Tyler, William G., *Export Diversification and the Promotion of Manufactured Exports in Brazil*. 1969, 184 p. Prepared for AID/Washington.
ARC Catalog No. BR 382.6 T985.

Gives an overview of the export and import sectors, and discusses the characteristics of industrial exports in Brazil. Notes some indications of efficiency in the industrial sector and discusses obstacles and incentives in export promotion. Makes recommendations applicable directly to the Government of Brazil and to the AID program in Brazil.

410. *UNIDO Monographs on Industrialization of Developing Countries: Problems and Prospects*. United Nations Publications, Room 1059, New York, NY 10017.
ARC Catalog No. with monograph listing below.

These monographs are intended as a source of general information and reference for those concerned with problems of industrialization.

1. Non-ferrous Metals Industry. ARC 669.7 - U 58.
 2. Construction Industry. ARC 690 U58.
 3. Building Materials Industry. ARC 691 U58.
 4. Engineering Industry. ARC 681 U58.
 5. Iron and Steel Industry. ARC 672 U58.
 6. Fertilizer Industry. ARC 688.62 U58a.
 7. Textile Industry. ARC 677 U58.
 8. Chemical Industry. ARC 338.072 U58.
 9. Food-Processing Industry. ARC 664.028 U58.
 10. Industrial Research. ARC 338.072 U58.
 11. Small-Scale Industry. ARC 338.64 U58.
 12. Standardization. ARC 658.516 U58.
 13. Industrial Information. ARC 338 O185.
 14. Manpower for Industry. ARC 331 U58.
 15. Administrative Machinery. ARC 658 U58.
 16. Domestic and External Financing. ARC 338 U58e.
 17. Industrial Planning. ARC 338 U58d.
 18. Regional Cooperation in Industry. ARC 338 U58g.
 19. Promotion of Export Oriented Industries. ARC 382.6 U58.
 20. General Issues of Industrial Policy. ARC 338 U58f.
 21. Technical Cooperation in Industry. ARC 338 U58h.
411. Vaughn, Charles E., Bill R. Gregg and James C. Delouche, *Seed Processing and Handling*. Contract No. AID/W-607. 1968, 295 p. Prepared for AID/Washington by the Seed Technology Laboratory, Mississippi State University, State College, MS 38677.
ARC Catalog No. 631.521 M678a.
- A complete handbook of modern seed-processing equipment with principles and procedures of operation fully illustrated with photographs and drawings. Much of the equipment recommended in this handbook could be manufactured by entrepreneurs in developing countries.
412. *Vietnam Industry and Their Major Commodities*. 1967, approximately 150 p. Industry Division, USAID/Vietnam.
ARC Catalog No. VS 338.09597 A265.
- Provides an index of commodities and an alphabetic listing of industries in Vietnam.
413. *Vocational Instructor Training Institute, United Arab Republic*. 1967, 63 p. A report prepared for the Government of the United Arab Republic by the International Labor Organization, Geneva, Switzerland.
ARC Catalog No. UA 373.246 I61.

Reviews the development of vocational training and the establishment of the Vocational Instructor Training Institute in the United Arab Republic. Discusses the Institute plans, building requirements, equipment, and the organization of the Institute. Gives information regarding the Institute's training program and the personnel required for the project. Summarizes the report with conclusions and recommendations for future development of the project. A plan of operation is provided in Annex A.

414. *Vocational Training Schemes for Industry in India*. 1969, 107 p. A report prepared for the Government of India by the International Labor Organization, Geneva, Switzerland.
ARC Catalog No. IN 331.86 I61.

Reviews the development of vocational training in India and the function of Central Training Institutes in coordinating apprenticeship training with more formal vocation training courses. Discusses Central Training Institutes in five cities in India and gives details regarding personnel, courses, and methods. Discusses in some detail apprenticeship programs in Bombay, New Delhi, and Calcutta and explains institute training and on-the-job training in these cities. Evaluates the project after five and a half years of operation and makes recommendations for future development of the project. The Plan of Operation for the project is included in Appendix A.

415. Warmelo, W. Van, *The Development of Small Enterprises in Taiwan, Republic of China*. Small Business Series 7, 1968, 30 p. Prepared for the Asian Productivity Organization, Aoyama Daiichi Mansions, 4-14, Akasaka 8-Chome Manato-Ku, Tokyo 107, Japan.
ARC Catalog No. TW 338.64 V217.

Provides a profile of Taiwan's small manufacturing enterprises and examines the technological competence of Taiwanese workers and the labor, training and social welfare practices common in Taiwan industry. Evaluates the importance of government policy regarding small industry, such as the setting of development goals, small enterprise promotion, and the coordination of social and economic policies. Goes into some detail regarding the Taiwan Small Enterprise Development Program, the services provided to small industries, and the cooperating agencies involved in industrial and economic development.

416. Walinsky, Louis J., *Economic Development in Burma: 1951-1960*. 1962, 680 p. Twentieth Century Fund, Inc., 41 East 70th St. New York, NY 10023.
ARC Catalog No. BM 330.9591 W176.

A well-narrated account of Burma's early economic and industrial development plans and the frustrations of trying to implement them. Discusses the potential of the plans and the reasons for their limited impact. Finally, considers the significance, for Burma and other LDCs, of Western aid policy and practice.

417. *Warri (Nigeria) Industrial Estate*. 1967, 31 p. Arthur D. Little, Inc. Acorn Park, Cambridge, MA 02140.
ARC Catalog No. NI 338.9669 L778.
- Recommends a 146-acre tract of land near Warri and provides a development plan for industrial expansion in Midwestern Nigeria. Predicts that establishment of an industrial estate will promote the expansion of small-scale industries and attract overseas investment for industrial expansion.
418. Watkins, Ralph J., *Economic Development Planning in Taiwan*. 1961, 37 p. Prepared for the AID/Washington, DC 20523.
ARC Catalog No. TW 309.2 W335.
- Reviews the long range economic plans drawn up by the government of the Republic of China. Evaluates the plans in relation to the U.S. Assistance program. Makes recommendations for improving the organization, operation and staffing of the Chinese Government's long range economic planning and also recommends an Economic Board and personnel to provide technical assistance to the board.
419. Watkins, Ralph J., *Industrial Development in Tunisia*. 1964, 75 p. Prepared for AID/Washington by Surveys and Research Corporation, 1030 15th St., N.W. Washington, DC 20005.
ARC Catalog No. TN 338.09611 W335.
- Reviews and appraises industrial development in Tunisia. Assesses the production and management performance of more than 20 industries and analyzes the general economic and industrial development conditions in Tunisia.
420. Weiskopf, T.E., *Alternative Patterns of Import Substitution in India*. Contract No. CSD 1543. 1969, 42 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H33.9 (Vol. 4).
- Analyzes the structure of import and the scope for import substitution in Indian industry. Develops a programming model which gives a description of the Indian economy, involving close to 150 sectors.
421. Weiskopf, Richard, *Demand Elasticities for a Developing Economy: An International Comparison of Consumption Patterns*. Contract No. CSD 1543. 1969, 58 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Explores the relationship between consumption expenditure and relative prices for a developing economy. Speculates on the changing proportions of consumption with higher levels of income and specifies a low, shortrun elasticity of demand for food.

422. Westfall, Steven Lawrence, *Industrial Franchising in Northeast Brazil: A Feasibility Study of a New Program for Industrial Development*. 1968, 393 p. A PhD dissertation prepared for the University of California, 405 Hilgard Ave., Los Angeles, CA 90024.
ARC Catalog No. BL 338.0981 C153.

An investigation of the idea that industrial franchising between United States companies and entrepreneurs in underdeveloped regions like Northeast Brazil is a feasible way to make a significant contribution to international industrial development. Explores and supports the above idea thoroughly.

423. Westerman, Harland W., *Report of the Development of Industrial Districts in Turkey*. Contract No. AID/nesa-38. 1964, 91 p. Prepared for AID/Washington by Checchi and Co., 815 Conn. Ave., N.W., Washington, DC 20006.
ARC Catalog No. TU 338.94961 C514.

Reports the activities of the Government of Turkey and the consultants in the development of industrial districts in Turkey. Reviews the step-by-step development of a pilot industrial district at Bursa and summarizes the physical development, organization and costs of the project. Appendixes include contracts and agreements, forms and proposals used in developing the project.

424. Westerman, Harland W. and John E. Bingham, *Industrial Districts for Turkey: Proposed Plans for a Pilot Project at Bursa*. Contract No. AID/nesa-38. 1962, 122 p. plus charts and exhibits. Prepared for the Government of Turkey and AID/Washington by Checchi and Co., 815 Conn. Ave., N.W. Washington, DC 20006.
ARC Catalog No. TU 338.94961 C514a.

A report with recommendations relating to the establishment of industrial districts in Turkey as a means of strengthening and accelerating the rate of growth of Turkish industry. Specific plans are presented for establishing a model district at Bursa. Physical planning requirements and the financial feasibility of the project are considered. Proposals set forth in this report would provide guidelines for developing industrial districts anywhere.

425. Westphal, Larry E., *An Inter-Temporal, Multi-Sectoral Optimizing Model for Investment Planning in the Republic of Korea*. Contract No. CSD 1543. 1967, 12 p. Prepared for AID/Washington by the Center for International Affairs, Harvard University, Cambridge, MA 02138.
ARC Catalog No. 309.22072 H339 (Vol. 4).

Questions the advisability of Korea's decision to concentrate its investment in two large industrial development projects (iron and steel, and a petro-chemical complex) at this relatively early stage of Korean development and considers the effect of the move on the growth of the Korean economy. The author's interest is in developing techniques of analysis applicable to the programming of investment in the prospective major growth areas of an economy. It is intended that the model developed here will be of value for investment planning in Korea and in other countries.

426. Whittlesey, Norman K., *The Marketing System of Afghanistan*. 1967, 57 p. A report to the Agency for International Development.
ARC Catalog No. 380.141 W627.

An investigation of the commercial marketing system of Afghanistan, particularly as it pertains to agricultural products. Examines also the potential of a well-organized marketing system for servicing the agricultural sector with tools, insecticides, seeds and fertilizer.

427. Wiederman, C.F., Jr., *Small Industries Development: Niger*. Contract No. USAID/AFR-391-Niger. 1968, 56 p. Prepared for AID/Washington by Thomas H. Miner and Associates, Inc., 135 LaSalle Street, Chicago, IL 60603.
ARC Catalog No. NG 338.64 M664.

The consultant reports on his activities after 18 months as Investment Training Advisor to the Niger Development Bank and as an Industry Advisor to private entrepreneurs. Discusses types of assistance needed in the areas of personnel and labor training, installing accounting systems, operating procedures, marketing, etc.

428. Woodson, T.T. and J.P. Frankel, *Rural Industry Technical Assistance in Thailand*. 1965, 27 p. Prepared for AID/W by the University of California at Los Angeles, 405 Hilgard Ave., Los Angeles, CA 90004.
ARC Catalog No. TI 338.09593 C153.

Proposed that AID support a cooperative project between the University of California at Los Angeles and a University in Thailand (Chulalongkorn, for instance) for "Rural Industrial Development" in a selected region in northeast Thailand. Proposed a plan for the project operations, including a budget.

429. *Work Plan for Industrial Design Technical Assistance for the Handicrafts and Small Industries of Israel*. 1956, 10 p. Prepared for the United States Operations Mission to Israel by Peter Muller-Munk Associates, Tel Aviv, Israel.
ARC Catalog No. IS 338.64 M958.

A plan to promote the use of industrial design and the development of new products of Israel manufacture for local consumption and for more profitable export to world markets.

430. Yin, K.Y., *Economic Development in Taiwan: Record and Prospects - 1950-1960*. 1961, 57 p. International Cooperation Administration Mutual Security Mission to China, Taipei, Taiwan, Republic of China.
ARC Catalog No. TW 338.51249 Y51.

An evaluation of Taiwan's economic development during the early years of its development program, presented by a native Taiwanese economist. Appraises the many inputs into the development program, the stages of economic growth, and the prospects for future development.

431. Yokomizo, M. and M. Yamada, *Skill Formation in Japan*. Paper No. CID/IPE/D. 41. 1965, 46 p. Prepared for the Center for Industrial Development, Department of Economic and Social Affairs, United Nations. U.N. Publications, Room 1059, New York, NY 10017.
ARC Catalog No. JA 331.863 Y54.

Examines manpower training and development from a project rather than from a national point of view. Describes vocational training in Japan and reviews several skill development programs related to specific industries.

432. *Volunteers for International Technical Assistance, Inc. (VITA)* 3706 Rhode Island Ave., Mt. Rainier, MD 20822.

Scope

VITA is a nonprofit, nonsectarian, voluntary agency engaged in answering requests for technical help from people in the developing countries who are trying to improve their basic living conditions. Incorporated in Schenectady, New York, in 1960, VITA's primary resource is an international force of more than 6,000 volunteer scientists, engineers, educators, businessmen, and other specialists from 75 countries. The volunteers contribute person-to-person practical guidance, through an effective by mail, problem-solving service, limited short term consulting, and technical publications. These services are available to AID technicians and to foreign nationals and organizations without charge. Inquiries should be addressed directly to VITA headquarters.

Illustrative of publications developed in response to inquiries are:

- "Village Technical Handbook"
- "Tools for Development"
- "Small Scale Brick Making"

- “VITA Solar Cooker”
- “Fresh Produce Handling and Distribution”
- “Sanitary Food Handling Procedures”
- “Playground Equipment”
- “CINVA-Ram Manual” (brick and tile press) (Spanish translation available)
- “Water Lifting Devices for Irrigation”.

All of the publications previously listed are available to AID technicians without charge directly from VITA. VITA also has in its files some of the items from AID's now discontinued Technical Information Service collection.

433. Zenoff, David B., *Private Enterprise in the Developing Countries*. 1969, 282 p. Prentice-Hall, Inc., Englewood Cliffs, NJ 07632.
U.S. Department of State Library Catalog No. HG 4517.245.

Presents 13 case studies and 6 detailed personal interviews relating to business conditions in Mexico, India, Philippines, Brazil, Peru, Venezuela and some countries in the Middle East and Africa. Gives a close look at some of the possibilities, opportunities and limitations of private enterprise in economic development. Contends that larger productive enterprises are required to meet the economic and social needs of the less developed countries and that, given reasonably favorable conditions and incentives, skilled workers and management personnel will emerge to make this progress happen. Should be of interest to development economists, businessmen and investment promoters because of the range of policy, institutional and operating problems analyzed.

PART II UNANNOTATED LISTINGS

Unannotated List of United Nations Industrial Development Organization (UNIDO) Publications. Available from United Nations Publications, Room 1059, New York, NY 10017.

Administrative Machinery. 1969, 71 p. Bibliography.
ARC Catalog No. 658 U58.

Ammonium Chloride and Soda Ash Dual Manufacturing Process in Japan. 1969, 33 p. Illustrated.
ARC Catalog No. JA 669.6241 U58.

Bicycles: Case Study of Indian Experience. 87 p. Illustrated.
ARC Catalog No. IN 629.2272 U58.

- Brazilian Synthetic Polymer Industry.* 1969, 42 p.
ARC Catalog No. BL 668.4 U58.
- Building Materials Industry.* 1969, 77 p. Bibliography.
ARC Catalog No. 691 U58.
- Construction Industry.* 1969, 98 p. Bibliography.
ARC Catalog No. 621.9 U58a.
- Criteria and Methods of Evaluation: Problems and Approaches.* 1969, 160 p.
ARC Catalog No. 309,223 U58d.
- Design, Manufacturing, and Utilization of Dies and Jigs in Developing Countries.* 1970, 276 p. Illustrated.
ARC Catalog No. 621.9 U58a.
- Development of Clay Building Materials Industries in Developing Countries.* 1968, unpagged.
ARC Catalog No. 691.4 U58a.
- Development of Industrial Exports.* 1970, 154 p.
ARC Catalog No. 382.6 U58a.
- Development of Metalworking Industries in Developing Countries.* 1969, 557 p.
Illustrated.
ARC Catalog No. 621 U58.
- Development of Plastics Industries in Developing Countries.* 1970, 121 p.
ARC Catalog No. 668.4 U58g.
- Directory of External Sources of Financing Available for Industrial Projects in Developing Countries.* 1970, 157 p.
ARC Catalog No. 332.F42 U58a.
- Director of Fertilizer Production Facilities. Part I. Africa.* 1970, 271 p.
Bibliography.
ARC Catalog No. AFR 668.62 U58a.
- Domestic and External Financing.* 1969, 48 p. Bibliography.
ARC Catalog No. 338 U58c.
- Establishing Standardization of Plastics in Developing Countries.* 1969, 39 p.
ARC Catalog No. 668.4 U58.

- Establishment and Development of Automotive Industries in Developing Countries.* 1970, 230 p.
ARC Catalog No. 629.22 U58.
- Establishment of Brick and Tile Industry in Developing Countries.* 1969, 122 p.
Illustrated. Bibliography.
ARC Catalog No. 666.73 W517.
- Establishment of Pharmaceutical Industries in Developing Countries,* 1969, 63 p.
ARC Catalog No. 615.19 U58.
- Evaluation of Industrial Projects.* 1968, 298 p. Bibliography.
ARC Catalog No. 338 U58M.
- Expert Group Meeting on Agriculture Machinery Industry in Developing Countries.* 1970, 318 p.
ARC Catalog No. 631.3 U58.
- Expert Group Meeting on Fish Protein Concentrate Production.* 1969.
ARC Catalog No. 664.94 U58.
- Factors Inhibiting Indigenous Growth of the Fertilizer Industry in Developing Countries.* 1969, 120 p.
ARC Catalog No. 668.62 U58b.
- Fertilizer Industry.* 1969, 76 p.
ARC Catalog No. 668.62 U58a.
- Fibro Cement Composites.* 1970, 45 p.
ARC Catalog No. 666.9 U58a.
- Financial Aspects of Manufacturing Enterprises in the Public Sector.* 1970, 57 p.
ARC Catalog No. 332.742 U58.
- Food Processing Industry.* 1969, 77 p. Bibliography.
ARC Catalog No. 664.028 U58.
- Formulation and Implementation of Industrial Programs: The Greek Experience.* 1967, 12 p.
ARC Catalog No. GR 338.09495 U58.

- General Issues of Industrial Policy.* 1969, 66 p.
ARC Catalog No. 338 U58f.
- Guide to Industrial Directories.* 1970, 137 p.
ARC Catalog No. 338.025 U58.
- Incentive Policies for Industrial Development.* 1970, 68 p.
ARC Catalog No. 332.673 U58b.
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