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INDUSTRY COUNCIL FOR DEVELOPMENT

PROFILES OF MEMBER COMPANIES

Companies Whose Executives Contribute Their Services to Promote  
Agribusiness Development in LDCs

Funded Under a Grant By The Agency for International Development  
Bureau for Science and Technology  
Office of Rural Development  
Division of Employment and Small Enterprises

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AGRIP-AGROBER

Headquarters: Budapest, Hungary

Major Operations

Agricultural planning and consultive engineering.  
Agro-industrial equipment manufacturing, particularly in  
animal feed, dairy, mining, baking, canning and other food  
processing including meat and poultry, fruit, vegetable and  
wines.

Integrated services for soil cultivation, fertilization,  
plant protection, water analysis, irrigation.

Regions in which Company is active

Eastern and Western Europe, Middle East, Africa, Asia.

ALFA-LAVAL AB

Headquarters: Tumba, Sweden .....

Major Operations

Agricultural, dairy and industrial equipment manufacturing. Food  
\_\_\_\_\_ (especially milk and milk products, vegetable oils, jams, baby foods  
beverages), chemical, and marine industries. Engineering and  
metal-producing industries. Energy production conservation and  
recovery. Pollution control including disposal, utilization and  
conversion of wastes.

ASTRA

Headquarters: Sodertalje, Sweden

Major Operations

Largest pharmaceutical manufacturers in Scandinavia. Consulting services, planning, construction, operation of pharmaceutical plants, transfer of process technology. Research and development in cardiovascular, respiratory and central nervous system diseases; local anesthetics; virus infections; gastroenterology; anti-asthma agents, etc.

Regions in which Company is active

Western Europe, North and South America, Asia.

U.S. Companies and Joint Ventures: Joint venture with Merck and Co.

## B.A.T. INDUSTRIES

Headquarters: London, England

### Major Operations

World's largest tobacco manufacturers. Retailing operations; paper production; packaging and printing; cosmetics; home improvements industries; financial services.

### U.S. Companies and Joint Ventures

BATUS - tobacco, retailing, paper in U.S.  
Brown & Williamson - Third largest U.S. tobacco manufacturer  
Gimbels, Kohl Stores, Marshall Field and Co., Saks Fifth Avenue - retailing interests

**BATA LIMITED**

Headquarters: Toronto, Canada

Major Operations

World's largest shoe manufacturer and marketer. Research and Development; materials collection; tanning; textile milling; production shoe machinery and molds. Global management training and technology transfer.

**BUHLER BROTHERS**

Headquarters: Uzwil, Switzerland

Major Operations

Engineering and planning in conjunction with the manufacture of machinery and plant equipment for food production and non-food industries

Food production equipment for: grain milling and storage; seed cleaning; food processing including pasta, confectionery (cocoa), breweries, coffee and tea, vegetable oilseeds; animal feed mills.

Non-food industries equipment for: conveying systems for bulk and packaged goods; chemical handling and process technology; cement and non-metallic metals; environmental protection plants (sludge recovery); ink, paint and soap factories; tobacco industry; transport vehicles; metal die casting; plastics injection molding and processing; electronics. Quality control

Regions in which Company is active: Western Europe

U.S. Subsidiary: Buhler-Miag, Inc.

**CPC INTERNATIONAL, INC.**

Headquarters: Englewood Cliffs, New Jersey, U.S.A.

Major Operations

Consumer and industrial food business. World's largest corn wet miller

Grocery products include: Soups, sauces, bouillons and seasonings (e.g. Knorr); mayonnaise and corn oil (e.g. Best Foods, Hellmann's and Mazola brands); starches and syrups and dextrose (e.g. Karo, Argo and Niagara brands); peanut butter and other spreads (e.g. Skippy and Nucca brands); margarines; cheese and yogurt; desserts; breads and cereals (e.g. Thomas' brand); pasta (e.g. Mueller's brand); baby foods; pickled foods; teas.

Non-food products: Pharmaceuticals and chemicals; cosmetics; animal feed ingredients; contract packaging services.

CHRISTIAN SALVENSEN LIMITED

Headquarters: Edinburgh, United Kingdom

Major Operations

International trade and transport. Cold storage, refrigerated transport, food processing, packaging and distribution fresh frozen products. Marine transport. Fish processing and sales. Oil exploration, recovery and pollution control. Some construction and brick manufacture

Regions in which Company is active: UK and Nordic region.

U.S. Subsidiaries: Merchants Refrigerating Company - cold storage facilities and transport.

CIBA-GEIGY LTD.

Headquarters: Basle, Switzerland

- Pharmaceuticals: (Second largest world pharmaceutical enterprise) antirheumatics, analgesics and anti-asthmatics; cardiovascular drugs; central nervous system drugs; infective disease drugs.
- Agricultural: Agrochemicals and plant protection (herbicides, fungicides, insecticides, etc.); animal health products; seed production.
- Dyestuffs and Chemicals: Textile dyes and chemicals; soaps, detergents, and cosmetics; leather; paper dyes and chemicals.
- Plastics and Additives: Pigments; plastic hardeners, epoxies.
- Household Products: Air fresheners; home insecticides; other home products.
- Electronic and Photofinishing Equipment

Major U.S. Companies and Joint Ventures

Punk Seeds International, Bloomington, Illinois; Airwick Industries, Inc., Carlstadt, New Jersey; CX Corp., Seattle, Washington; Sublistatic Corp. of America, Dover, Delaware; Geneva Generics Inc., New York, New York; Ciba-Geigy Corp., Ardsley, New York.

Regions in which Company is active: Worldwide

COMPAGNIE FRANCAISE DES PETROLES (TOTAL)

Headquarters: Paris, France

Major Operations:

Energy. Oil and gas exploration, production, refining, marketing, transport. Chemicals. Exploration, production, trading of coal, uranium, metal ores. Industrial research in alternative energy sources such as solar technologies (photo-voltaics). Energy conservation.

COOPERATIEVE CONDENSFABRIEK "FRIESLAND" W.A.

Headquarters: Leenwarden, The Netherlands

Major Operations

Dairy cooperative of approximately 12,000 Dutch farmers which produces, processes and markets dairy products for consumer and industrial markets.

Consulting and technical assistance in project planning, engineering, dairy plant construction, process technology, packaging, product development.

Products for the consumer market include: Condensed and powdered milk; cheese whey; baby and infant foods; soft drinks; chocolate milk products.

Industrial market products include lactose (milk sugar). Industrial intermediates, not processing of milk into bulk dairy products such as drinking milk, butter or cheese.

Research in new product development and processing.

Regions in which Company is active

Western Europe, Africa, Middle East, South East Asia.

DANISH TURNKEY DAIRIES, LTD.

Headquarters: Aarhus, Denmark

Major Operations

Contracting for plant construction in food and industrial sectors including: dairy, ice cream and baby food factories; animal feed and egg processing plants; district heating; refuse incineration; electrical, water and sanitary installations. Rural development, including cooperatives.

Water Management: Desalination, purification.

Tourism: Development of tourist areas and supply of facilities.

ELDERS IXL LIMITED

Headquarters: South Jarra, -Australia

Major Operations:

Largest food company in Australia. Specializes in packaged  
and frozen foods.

DART & KRAFT, INC.

Headquarters: Northbrook, Illinois

Major Companies and Operations

Kraft, Inc.: Retail grocery foods; dairy products; industrial foods (edible oil refining, proteins, process and imitation foods, confections, emulsifiers); foodservice - industry supplier.

Tupperware International: Plastic food-container manufacturing, marketing, and retail.

Duracell, Inc.: Batteries

Hobart Corp.: Foodservice industry equipment manufacturer.

The West Bend Co.: Manufacture and marketing of home kitchenwares and appliances.

Specialty Products: Health care products; decorative building products, packaging and plastic products.

Regions in which Company is active: All over the world.

FRIGOSCANDIA AB

Headquarters: Helsingborg, Sweden

Major Operations:

Public cold storage facilities. Consultation on construction, engineering, operation, management and coordination of all services relating to cold store refrigeration projects, including food processing plants. Equipment and services related to transport refrigeration.

Regions in which Company is active

Western Europe, Latin America, Asia.

GENERAL FOODS CORPORATION

Headquarters: White Plains, New York, U.S.A.

Major Operations:

- Packaged Convenience Foods: Powdered beverages and soft-drinks; desserts; frozen foods; Italian food products; salad dressing mixes; cooking mixes and coatings.
- Basic Foods and Baked Goods: Breakfast foods; baked goods; pet foods.
- Coffee and Food Services: Coffee processing, packaging and marketing; food service industry suppliers.
- Processed Meats

Major U.S. Companies and Divisions

Oscar Mayer; Ronzoni Corp.; Birds Eye Corp.; Entenmann's Bakeries; Gaines Pet Foods; Post Cereals; Kool Aid; Jell-O; Maxwell House

Regions where Company is active: Global

GRAND MOULINS DE PARIS

Headquarters: Paris, France

Major Operations

Flour milling. Compounding of animal feeds. Sugar cane growing; sugar refining. Refining edible oils. Soap manufacturing; animal husbandry. Essential oil manufacturing. Manufacturing of sweets.

Research: Food for humans and cattle.

Regions in which Company is active: Africa, Europe.

EVA INTERNATIONAL BV

Headquarters: Amsterdam, The Netherlands

Major Operations

Scale integrated agricultural and agro-industrial projects in tropical and sub-tropical regions.

Harvesting, food processing and production experience in: Sugar cane and its by-products, molasses, bagasse; yeasts and alcohol derived from molasses; particle board from bagasse; palm oil; refining and fractionation edible crude oils; tea; rubber; cassava and its derivatives (starch, gari, flour, alcohol); fibres (sisal); tobacco; fresh, frozen, dried fruits/vegetables; fruit juices, jams, jellies; tomato paste; dairy, beef, poultry products (milk, butter, ice cream, cheese, eggs, meat); animal feeds; recycling waste.

Turnkey industrial projects; purchasing; management and training consultancy; marketing.

Regions in which Company is active

Tropical and sub-tropical developing countries.

HEINEKEN N.V.

Headquarters: Amsterdam, The Netherlands

Major Operations

Worldwide production and distribution of beer, soft drinks and distilled beverages. Export marketing expertise.

Technical services including: Research; handling of raw materials; product development; engineering; brewery construction; brewing techniques; packaging; environmental concerns. Training in brewery management. Licensing of breweries worldwide.

Regions in which Company is active:

Western Europe, North America, Caribbean, Africa, Asia.

HOFFMAN-LA ROCHE & CO.

Headquarters: Basle, Switzerland

Major Operations

Pharmaceuticals; vitamins for pharmaceutical and consumer use; vitamins for animal feed; perfumes and flavorings; cartenoids for feed and food use; medical instruments; pesticides and fungicides.

U.S. Companies and joint ventures:

Maag Agrochemicals, Inc.; Medi-Physics, Inc.; Kontron Electronics, Inc.; American Roche Int'l Inc.; Givaudan Corp. Inc.

Countries in whiche Company active:

Global

INTERNATIONAL BASIC ECONOMY CORP. (IBEC)/  
BOOKER McCONNELL, PLC

Headquarters: New York, New York, U.S.A.  
London, United Kingdom

Major Operations:

- Agriculture: Chicken breeding; turkey breeding; sugar production; farm management, appraisal, technical services, and consulting (tropical and temperate agriculture); forest and timberland investment management; agricultural investment banking and financial consulting; salmon farming.
- Food Distribution: Wholesale; distribution; marketing, supermarket retailing in the United Kingdom.
- Health Products: Health foods; pharmaceuticals; vitamins.
- Spirits and Liquors
- Engineering: Design, manufacturing, and marketing of gas and oil production and treatment equipment.
- Shipping
- Author Copyrights: Agatha Christie; Ian Fleming

Major U.S. Companies:

Arbor Acres Farm; Nicholas Turkey Breeding Farm; Wagner Woodlands; American Health Products Company; Radiance Products Co.; Plenty, U.S.A.

Regions where Company is active: Global

E. A. JUFFALI AND BROTHERS

Headquarters: Jeddah, Saudi Arabia

Major Operations

Major Saudi Arabian organization of commercial, industrial, engineering, construction and service companies.

Infrastructure: Schools; power utilities; communications; roads/highways; water systems and port facilities.

Industrial: Development of downstream industries associated with oil (petrochemical and other process industries); cement production.

Manufacturing: Automobile and truck assembly and sales; cooling systems; appliances; tractors; electronics; services.

Applications for high-technology. Training of mechanics, electricians, automotive technicians at Juffali Vocational Training Center.

Marketing of consumer and industrial products in Saudi Arabia.

Regions in which Company is active: Saudi Arabia

Sales and Distribution Agents for over 60 companies worldwide, including partnerships with:

IBM, Dow Chemical Company, RayChem, Butler Manufacturing, Enserch Corporation, Daimler Benz, Siemens, Fluor, Michelin

## INTERNATIONAL BUSINESS MACHINES

Headquarters: New York, N.Y., USA

### Major Operations:

Large scale computer systems which are now being put to work by customers in 129 countries around the world. Office equipment and personal computers; in agribusiness and food industries alone, over 40 different systems are available. These include pre-harvest planning and resource allocation, agribusiness management information systems, agricultural accounting programmes and agribusiness systems for poultry, dairy, livestock and farming, fruit and vegetables, feeds and grain production, etc. In the food industry, use is made of the system of linear programming for food manufacturing, for computerized delivery systems, computer approach to marketing, data processing and in various other specialized branches.

### Countries in which the Company is active:

All over the world.

MODI INDUSTRIES LIMITED

Headquarters: New Delhi, India

Major Operations

One of India's largest industrial firms. Activities include production of textiles, rubber; cement; general manufacturing and construction, among other things.

NESTLE S.A.

Headquarters: Vevey, Switzerland

Major Operations

Specializes in the processing of vegetables and animal raw materials. Food products include:

Dairy Products: Condensed, evaporated and powdered milk; cheese; infant foods and dietetics; ice cream; yogurt.

Cereal foods and baked goods.

Beverages: Instant mixes; mineral water; fruit and vegetable juices; wine; coffee and tea; chocolate drinks.

Culinary Products: Soups, bouillons, seasonings; dressings and condiments; prepared dishes; frozen foods; tomato pastes/sauces.

Chocolate and confectionery products.

Pharmaceuticals and contact lenses.

Cosmetics (L'Oreal and Lancome brands.)

Research (raw materials); packaging.

Pet foods.

Restaurants and hotels.

U.S. Operating Companies of Nestle Group include:

Alcon Laboratories, Inc.

Beech Nut

Carnation

Deer Park

OWENS-ILLIONIS, INC.

Headquarters: Toledo, Ohio

Major Operations:

Packaging: glass containers; plastic containers and closures for beverages and home consumer goods.

Other: forest products; health care products; television products; glassware.

Countries in which Company is active:

Worldwide

**PACKAGES LTD.**

Headquarters: Lahore, Pakistan

Major Operations and Products

- Board; paper; pulp
- Consumer packaging for wide range of products manufactured and sold in Pakistan
- Milk and soft drink packaging ("Tetra Pak" process)
- Transport containers
- School and office stationery

Dairy: Milkpak Ltd., an integrated dairy operation - extension and collection system reaching "one buffalo" dairy farmer at millage level; milk processing; packaging; distribution; marketing. (First company to successfully introduce long-life and sterilized milk on commercial scale in Pakistan.)

**PARSONS AND WHITTEMORE**

Headquarters: New York, New York, U.S.A.

Major Operations:

World leader in the development of pulp and paper mills in the use of local fibres. Forest management; logging transport; manufacturing of wood products - veneers, plywood, boards, chemical wood products, cellulose, pulp and paper, machinery for forest industry. Timber construction.

N.V. PHILIPS'

Headquarters: Eindhoven, The Netherlands

Major Operations:

Lighting; domestic appliances, radio, television and record playing equipment; electronic components and materials; electro-acoustics; telecommunications and defence systems; data systems; industrial equipment; medical systems; pharmaceutical-chemical products; allied industries and glass; music.

U.S. Companies and joint and ventures:

The Magnavox Company; Signetics Corporations; Philips Medical Systems, Inc.; North American Philips Corp.

**POLESERVICE FOREIGN TRADE ENTERPRISE**

Headquarters: Warsaw, Poland

Major Operations:

International cooperation in economic, scientific and technological areas including consulting and technical services, Research and Development. Main areas of activity include: metallurgy, mining, mechanical and electrical engineering, chemistry, construction and agriculture.

Agricultural activities include: water management and land reclamation; plant breeding; grain processing and preservation technology; organization of farm operations; food and beverage processing industries (refrigeration, fodder, dairy and sugar industries, oil mills, margarine plants, fish processing, storage and use of by-products); forestry management and related industries; environmental protection; construction of fishing harbors and vessels; training on techniques in mechanized agriculture.

TATE AND LYLE LTD.

Headquarters: Kent, England

Major Operations:

One of the U.K.'s largest companies specializing in development, rehabilitation and management of: land, soil, water and human resources; rural and social infrastructure; irrigation/drainage; agricultural production, extension and processing technologies; training; research.

Activities include: bulk liquid storage; production, refining, sales and distribution of cane sugar; cereal sweeteners, syrups and starches; commodity trading; insurance services; molting; molasses trading, storage, distribution, warehousing, packaging; livestock and fish culture development; agricultural, engineering and field mechanization; shipbuilding; construction and packaging materials. Technical consultancy services.

Regions in which Company is active:

Extensive experience in developing countries.

TETRA PAK INTERNATIONAL AB

Headquarters: Lund, Sweden

Major Operations:

Aseptic packaging for liquid foods - milk juices, wines.  
Research and development; production of packaging materials  
and machinery; marketing.

In the U.S., Tetra Pak packaging systems is marketed by:

Brik Pak Inc.

Tetra Pak packaging technology is used by the following U.S.  
companies:

Borden, Inc.

Green Spot

Hi-C

Johanna Farms, Inc.

Ocean Spray

Maui Pineapple Company, Ltd.

Real-Fresh

Texsun

UNILEVER N.V.

Headquarters: Rotterdam, The Netherlands

Major Operations:

Largest producer of branded and packaged consumer goods in the world: mainly foods, detergents and toilet preparations (Lux, Sunlight, Pepsodent, Close-Up brands).

Foods include: margarine (Blue Band brand), oils and other fats; ice cream; frozen and other convenience products (Cup-A-Soup brand); meat; fish; tea and other beverages (Lipton brand).

Other Activities include: Chemicals; paper; plastics and packaging; animal feeds. Transport, agribusiness and tropical plantations. Overall management. Research and Development. Technology transfer. Training.

Companies operating in U.S.:

Lever Brothers  
Lipton  
National Starch

VOLVO, A.B.

Headquarters: Goteborg, Sweden

Major Operations:

- Transportation Equipment: Automobiles, trucks; buses; construction vehicles and equipment; marine engines; aircraft and jet engines.
- Food: Preserved and deep-frozen foods; fish preserves, stockfish, and international fish trading; processed meats; international meat and vegetable trading; mineral water; soft-drinks and flavorings.
- Energy: Exploration, production, and trading of oil and gas.

NABISCO, INC.

Headquarters: U.S.A.

Major U.S. food processing company. Joined ICD September 1984.  
Detailed information not yet available.

SODETEG

Headquarters: Le Plessis-Robinson, France

Major Operations:

Farm Management: Producers and processors of foods (including prepared foods), livestock, dairy, meat and fish products; growers of animal feeding stuffs; forest management, logging and transport; manufacturers of forest products (veneer, plywood); chemical wood products, (cellulose); animal health products including animal feeds and additives; tanning materials; water desalinization and purification; plant construction for agro-chemicals and food industries. Research, training, education, demonstration and related audiovisual media. Rural development including low-cost housing cooperatives. Investment institutions, trusts.

Engineering: Industrial breeding - dairy and meat industries; tannery; slaughterhouses; warehouses including trade of these products.

Canned Products: Fruit juices, vegetables, meat, cooked meals, fish.

Essential oils and flavors.

Coffee, cocoa, sugar (beet, root, cane.)

Countries in which Company is active: All over the world.

SVALOF AB

Headquarters: Svalof, Sweden

Major Operations:

Agricultural seed breeding, production and marketing company, 50 percent owned by a farmers' marketing cooperative/50 percent by the Swedish Government. Crops include: wheat; barley; oats; oil crops; forage crops; potatoes; lawn grasses; horticultural plants.

Countries in which Company is active:

Major investor in Zambia Seed Company. Trading and licensing arrangements worldwide.

THE WELLCOME FOUNDATION LTD.

Headquarters: London, United Kingdom

Major Operations:

The principal activities are the manufacture and sale of medical and veterinary pharmaceutical preparations; biological products; fine chemicals; household, industrial and animal nutrition products; equipment for hospitals and other pharmaceutical engineering products.

Countries in which Company is active: All over the world.

NOTE: Major reorganization took place late 1983/early 1984.  
Details of present structure not yet available.

RECENT ADDITIONS TO FGD MEMBERSHIP

AGROCERES (the largest locally-owned Brazilian seed company)

ARCHER DANIELS MIDLAND (grain processing and food products)

PENDING MEMBERSHIP APPLICATIONS

CONTINENTAL LONDON BANKERS (including Agribusiness Associates)

LAND O' LAKES (growers cooperative)