

GHANA TRIP REPORT

1995 NGO Logistics Management Workshop; Preparation of 1995 CPTs;
CPT Workshop

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LIST OF ACRONYMS

AMC	average monthly consumption
CBD	community-based distribution
CPR	Contraceptive Prevalence Rate
CPT	Contraceptive Procurement Table
CYP	couple years of protection
DHS	Demographic and Health Survey
FPLM	Family Planning Logistics Management (Project)
GHANAPA	Ghana Population and AIDS Program
GOG	Government of Ghana
GRMA	Ghana Registered Midwives Association
GSMF	Ghana Social Marketing Foundation
HPN	Health, Population and Nutrition
IEC	information, education, and communication
IPPF	International Planned Parenthood Federation
ISTI	International Science and Technology Institute
IUD	intra-uterine device
JSI	John Snow, Inc.
LMIS	logistics management information system
MCH/FP	maternal and child health/family planning
MOH	Ministry of Health
MOSH	months of stock on hand
NGO	non-governmental organization
NPC	National Population Council
PPAG	Planned Parenthood Association of Ghana
QTO	quantity to order
SDP	service delivery point
UNFPA	United Nations Population Fund
USAID	United States Agency for International Development
VFT	vaginal foaming tablet
VSC	voluntary surgical contraception

I. EXECUTIVE SUMMARY

The following is a brief summary of the major findings and recommendations of this TDY. For a more complete explanation of each recommendation, please refer to the relevant section of the report indicated:

- A. At the central level, the MOH is now moving toward adoption of a 21 month contraceptive pipeline. Our review of logistics records revealed that central level staff are now using the reduced pipeline to determine issue quantities, although lower level staff still order quantities based on a 31 month pipeline. (Section III.D.1.)
- MOH central level staff should assist logistics personnel at lower levels of the system in converting to a 21 month pipeline. At the next technical assistance visit, FPLM consultants should provide necessary support to appropriate MOH staff and should conduct field visits to monitor adaptation of the MOH contraceptive logistics system to the reduced pipeline, and to identify problem areas.
- B. As cost has often been cited as a deterrent to contraceptive use in rural areas, there exists a need for an inexpensive and cost-effective contraceptive for distribution by CBD agents. Access of rural populations to oral contraceptives, a very effective method at a low cost per CYP (as compared to VFTs and condoms which are now distributed through CBD activities) is currently limited. (Section III.B.4.)
- GSMF should supply oral contraceptives for community-based distribution as soon as possible. USAID/Accra should provide assistance in expediting this process.
- C. Although the consultants were advised that the GOG pharmaceutical registry board has no objections to the replacement of Norquest by Duofem, formal steps requesting registration of this new social marketing oral have not been taken. (Section III.B.4)
- USAID/Accra should immediately initiate actions to expedite registration of Duofem.
- D. Both progestin-only pills, Micronor and Ovrette, showed unexpectedly high increases in distribution in 1994. The remaining in-country stocks of Micronor are scheduled to expire in August of this year. (Section III.B.2)

- USAID/Accra should take necessary action to avoid a potential stock out of progestin-only pills, including air-freight shipment of a portion of the proposed Ovrette shipment in the 1995 CPFs.
- E. Analysis of MOH distribution trends revealed that a shift from short- to long-term methods is occurring at a slower pace than planned under GHANAPA. The consultants analyzed both historical and projected achievement of CYP conditionality benchmarks for the MOH and noted that, at currently projected distribution rates, the 1996 benchmark for long-term methods would not be achieved. (Section III.C.)
- USAID/Accra should closely monitor MOH progress in achieving CYP conditionality benchmarks established in the bilateral project.
- F. For the first time in Ghana, a contraceptive logistics management workshop was held for NGO Field Supervisors. This very successful training activity demonstrated the need for other similar training interventions. (Section IV.A.)
- USAID/Accra, with the assistance of FPLM, should conduct follow up to this training, including monitoring the NGO Supervisors who were trained, determining their additional needs, and beginning training program design for the Second Annual Conference to be held in 1996.
 - FPLM should conduct a training needs assessment for logistics management training for Supervisors of Work Place Distribution Agents so that, if the needs and feasibility are confirmed, an appropriate training design for this course could be developed and a course prepared.
 - FPLM should develop a brief CBD Agents Logistics Workbook to assist the trained Supervisors in training hundreds of new CBD Agents in the coming months. The Agents Handbook would complement the Field Supervisors Manual used during the NGO Supervisors' training.

II. PURPOSE OF TRIP

At the request of USAID/Washington and USAID/Accra, FPLM consultants Tim Rosché (FPLM/West Africa) and Glenn Dixon (FPLM/Washington) provided technical assistance to USAID/Accra from March 21 to April 7, 1995; FPLM training advisor Gary Steele provided assistance from March 22 to March 29, 1995. The scope of work for this visit was as follows:

- Prepare the 1995 Contraceptive Procurement Tables (CPTs) for the Ministry of Health (MOH) and the Ghana Social Marketing Foundation (GSMF).
- Conduct a contraceptive logistics management workshop for NGOs involved in the community-based distribution of contraceptives.
- Conduct a workshop for representatives of the MOH, GSMF, UNFPA, and USAID/Ghana in preparation of CPTs and contraceptive forecasting.

In addition, the consultants reviewed historical and forecasted distribution of MOH-supplied contraceptive commodities in light of goals established under the GHANAPA bilateral project.

III. ACTIVITIES AND FINDINGS

A. Forecasting Methodology

For preparation of the contraceptive forecast for MOH-supplied commodities, regional quarterly returns were available for all of 1993 and 1994; these returns had been aggregated at the central level into Quarterly Contraceptive Needs Assessments. Quarterly stock reports from the Central Medical Stores in Tema were also available, detailing stocks on hand at the end of each quarter, quantities received, and receipt, manufacture and expiry dates. *Table 1* (Annex 2) was based on these logistics records and presents aggregated dispensed to user data for each product by quarter, 1994 aggregated totals, and transfers for the 3rd and 4th quarters of 1994.

Table 2 (Annex 2) was used for comparative purposes in preparing the final forecast for use in the CPTs. The first column in the table shows actual dispensed to user data for 1994, followed in the next column by a logistics forecast based solely on a linear change in distributions. This logistics forecast was compared to the Target-Cost estimate of distribution of MOH products for 1994, 1995, and 1996. The final forecast (the last column of the table) was based on a comparison of these two forecasts and an analysis of various programmatic factors affecting distribution for each commodity. The various factors considered in determining future distribution for each commodity are detailed in the product-specific discussion below and in the CPT footnotes.

A similar forecasting methodology was used for PPAG and GSMF products. For PPAG products, we used PPAG logistics records of dispensed to user quantities. For GSMF, we used quarterly sales figures for 1993 and 1994 of quantities sold to distributors out of the central warehouse. In addition, beginning of year stocks on hand in the central

warehouse, detailed by bulk and repackaged stock on hand, were available for 1994 and 1995. As with the MOH forecast, adjustments were made based on various programmatic factors. Table 2 includes the various forecasts used in obtaining the final forecast for both PPAG and GSMF.

B. Product-specific Discussion

The following section is a brief product-by-product review of specific factors considered in determining estimated future consumption levels used in the 1995 CPTs, and important observations and conclusions regarding supply of these products.

1. Ministry of Health - Overview

For several products, preparation of the MOH's CPTs revealed that percentage increases in distribution were notably greater between 1992 and 1993 than between 1993 and 1994. This was particularly true for USAID-supplied products, which enjoyed more regular supply than UNFPA-supplied products, and whose distribution was therefore not constrained by the quantity of stock available and thus more closely reflected actual demand. This declining rate of increase may have resulted from decreased MOH budget allocations, or "fiscal encumbrances," for campaign and outreach activities in 1994.

In the 1994 CPTs, maximum/minimum levels for the MOH were set at 24 and 12 months respectively. Since the MOH contraceptive pipeline has subsequently been reduced to a 21 month maximum to meet one of the Conditions Precedent for the disbursement of Non-Project Assistance funds under GHANAPA, a 21 month maximum level and a 12 month minimum level were used in the preparation of the 1995 CPTs.

2. Ministry of Health - USAID-supplied Products

Non Colored-No Logo Condoms: 1994 consumption rose 9% over 1993 consumption, caused in part by a substantial decrease in PPAG's condom distribution which was caused by supply problems, and a slump in GSMF's Panther condom sales. As PPAG now has enough stock on hand to last well into 1997, and renewed efforts to stimulate Panther sales are envisioned, MOH condom distribution is expected to decline slightly to an increase rate of about 5%. If changes in the MOH's price structure, long under discussion, are finalized, and prices are adjusted upward, a decrease in the differential between MOH prices and those of PPAG and GSMF may also result in a downward shift in the MOH share of condom distributions.

Lo-Femenal: MOH distribution of Lo-Femenal has shown very impressive growth over the past several years, including a 15% increase from 1993 to 1994. Although an irregularity in supply of the roughly equivalent UNFPA-supplied Microgynon perhaps contributed to the 1994 increase, Lo-Femenal remains by far the most popular oral contraceptive in Ghana. Norquest sales through the GSMF also increased sharply in 1994, indicating perhaps that an increasing number of oral clients are being resupplied outside the MOH system. We do anticipate, however, continued strong growth in public sector distribution of this product.

Ovrette: Although it represents less than 5% of the MOH's total oral contraceptive distribution, increased demand for this product was reflected in a 75% increase in distributions from 1993 to 1994. A similar increase was observed for Micronor, the roughly equivalent UNFPA-supplied product. These sharp increases are apparently due to an intensified MOH "well mothers" campaign, focusing on health IEC for both mothers with young children and the children themselves, which has likely increased the awareness of breast-feeding mothers of the importance of birth spacing. Such a large percentage increase was in part possible because of Ovrette's relatively small distribution base (approximately 15,000 cycles distributed in 1993). Therefore, although the effects of the campaign and continued similar efforts will continue to stimulate demand for this product, the rate of increase should decline somewhat.

Another important factor considered in preparing the forecast for Ovrette is the uncertain future of UNFPA supply of Micronor. All Micronor stocks currently held in country will expire in August 1995, and it appears unlikely that UNFPA will be able to replenish stocks prior to that date. The forecast for Ovrette assumed that demand for Ovrette would increase as a result of shortages of Micronor, and additional shipments were proposed for 1995.

An alternative to supply of these two nearly identical products would be to have USAID cover the cumulative distribution of both these progestin-only pills through increased shipments of Ovrette. MOH stock management would be simplified through reduction of the total number of contraceptives offered from 10 to 9, and UNFPA could concentrate their financial resources on products for which USAID cannot supply an equivalent, or for which the USAID equivalent is either less popular (Conceptrol/NeoSampoon) or less appropriate due to its shorter shelf life (Depo-Provera®).

- USAID, UNFPA, and the MOH should investigate the possibility of UNFPA discontinuing supply of Micronor and of USAID supplying enough Ovrette to meet demand for progestin-only orals.

Copper T 380 IUDs: Although the number of IUD insertions continues to increase, albeit at a very modest rate, the IUD share of the method mix has declined slightly. As this is the method specifically cited in USAID's strategy for a shift from short- to long-term methods, intensified efforts appear necessary to increase its acceptance. CPT estimates, therefore, assume a somewhat higher growth rate in the future (10%) than has been observed in the past (7%).

During 1994, 591 IUDs with printed expiry dates of October 1993 were reported as having been destroyed in the regions. Although the exact reason for their destruction is not known, it is possible that the recent extension of IUD shelf life from 4 to 7 years was not taken into account.

- The Mission should ensure that the MOH is informing all service providers of the IUD shelf life extension from 4 to 7 years.

Conceptrol: A quarter-by-quarter analysis of the MOH's contraceptive distribution in 1994 (see Table 1) shows that there is a direct interrelationship between Conceptrol and NeoSampoon. In the first quarter, when supply of NeoSampoon was limited, Conceptrol distribution was high. However, once supplies of NeoSampoon were restored, its distribution began to exceed that of Conceptrol. As there are now considerable quantities of both products in-country, Conceptrol distribution is expected to remain fairly stable with only a slight increase in 1995. The rapidly-increasing popularity of Kamal as reflected in sales increases will also have an effect on Conceptrol's growth rate.

Norplant®: 331 insertions were performed in 1994, nearly doubling the 170 insertions that were performed in 1993. Because the actual number of insertions used as the base for these percentage increase calculations is so small, a rough "annual doubling" figure was used to calculate Norplant®'s future consumption.

3. *Ministry of Health - UNFPA-supplied Products*

Depo-Provera®: Although Depo-Provera® distribution showed an increase of over 50% between 1992 and 1993, distribution remained stable in 1994, with only a 1% increase from the 1993 level. This was partially due to stock shortages in the early part of the year. As in-country supply is now sufficient, the growth rate is expected to accelerate again, averaging approximately 10% per year over the next 2 to 3 years.

Although UNFPA has been the sole supplier of this product, an initial shipment of USAID-supplied Depo-Provera® has been scheduled for May 1996. We anticipate that

for the foreseeable future UNFPA will remain the primary supplier of Depo-Provera® to the MOH.

Microgynon: Due to stock shortages in the early part of 1994, distribution of this product was lower than the 1993 level. As in-country stock is now sufficient to cover needs well into 1997, distribution is expected to more closely approximate demand. Estimates for 1995 were extrapolated from fourth quarter 1994 distributions (when supply levels were normalized), with an additional 10% increase per year thereafter, based on the impressive growth rate that was observed between 1992 and 1993 when supply was regular. The ratio of Microgynon distribution to that of the roughly equivalent USAID-supplied Lo-Femenal is about 1 to 9.

Micronor: As with the USAID-supplied Ovrette, this progestin-only pill experienced phenomenal growth from 1993 to 1994 (a 88% increase). As mentioned above in the Ovrette narrative, all currently held Micronor stocks will expire in August 1995. Although supplementary Ovrette shipments were scheduled for 1995 to prevent a generalized stockout of progestin only pills, demand for progestin-only pills should be closely monitored in order to avert possible stock shortages. If the MOH requests that UNFPA continue to supply Micronor, an appropriate quantity for the latter part of 1995 through 1997 would be approximately 90,000 to 100,000 cycles. (See Ovrette above.)

NeoSampoon: Following receipt of large quantities of NeoSampoon in mid-1994, distribution increased considerably, demonstrating the popularity of this method in Ghana. There is, however, some inconsistency in the 1994 data for MOH NeoSampoon the distribution obtained mathematically from the beginning of year stock, quantities received during the year, and end of year stock far surpasses the aggregated dispensed to user data provided by the regions. Because of this unexplained inconsistency in the data, the 1994 consumption on the NeoSampoon CPT appears to be atypically high. Therefore, future consumption estimates were extrapolated from 1994 fourth quarter distribution, factoring in a 10% increase per year. As large quantities of stock are available in country and another large shipment (1,460,000 tablets) is already on order and expected in the third quarter of 1995, no stock problems are foreseen.

4. *Ghana Social Marketing Foundation*

When the 1994 CPTs were prepared, a maximum level of 18 months and a minimum level of 10 months were used for GSMF. Due to the investment in computer equipment and transportation infrastructure for the three GSMF distributors, the efficiency of their distribution and product tracking capabilities is expected to improve, and the max/min levels used in the 1995 CPTs were reduced to 12 and 8 months respectively.

Non-Colored Panther Condoms: Panther sales declined slightly in 1993 and by about 17% in 1994. Among various factors possibly responsible for this decline is competition from sales of illegally imported "Gold Circle" condoms from Nigeria. Although data are not available to accurately quantify the effect of these sales, substantial quantities are apparently imported and they are available in many of the chemical shops that carry GSMF products. Furthermore, as there is no established profit margin that the chemical sellers are required to respect, the sellers' tendency may be to "push" the Gold Circle condoms more energetically than Panther or Protector condoms.

Renewed efforts are, however, envisioned to stimulate Panther sales, and a gradual increase (5%) is expected in 1995. The increase rate is expected to accelerate somewhat in subsequent years, particularly if the MOH does indeed increase their prices as planned. In addition, as more CBD agents are trained and begin sales of this product, GSMF may realize increased sales through these outlets.

Declining Panther sales have resulted in surpluses of this product. We recommended to the Mission that two orders scheduled for September 1995 be cancelled; an addition to the contraceptive draft order cable specifying these cancellations was prepared and left with the Mission.

Non-Colored Blue/Gold Condoms: Sales of Protector, which were launched in the second quarter of 1992, increased by 24% from 1993 to 1994. Again, such a large percentage increase is due in part to the rather modest base (504,000 condoms sold in 1993) from which the percentage of increase is calculated. Although sales should continue to increase substantially, the percentage growth rate in sales is expected to decline to 15% in 1996 and 1997 from an increase of 20% in 1995.

Norquest/Duofem: Secure sales have been quite impressive over the past 2 years - nearly doubling between 1992 and 1993 (again, due in part to the relatively small distribution base), then increasing by 31% in 1994. These figures suggest that oral clients who initially received contraceptives through other sources may have begun to purchase their resupplies through GSMF outlets. If media campaign efforts are maintained, this rapid growth should continue, paralleling the recent rapid increase in oral distribution in the public sector. The increasing popularity of oral contraceptives in Ghana is further confirmed by the increasing percentage of orals in the method mix.

Another avenue that should be explored is including orals, preferably Secure, in the gamut of products distributed through CBD activities. Cost has often been cited as a deterrent to contraceptive use in rural areas, and currently the rural, lesser-monetized segments of the population have limited access to oral contraceptives, a very effective method available at a low cost per CYP. (For example, the USAID cost of VFTs, a

method currently distributed by CBDs in rural areas, is approximately \$16 50 per CYP, or \$0.11 x 150 VFTs. In comparison, a CYP provided by orals costs about \$3.00, or \$0.20 X 15 cycles of pills.)

- GSMF should supply oral contraceptives for community-based distribution as soon as possible. USAID/Accra should provide assistance in expediting this process.

The CPT for Norquest "closes out" in 1995, and is transferred to a new CPT for Duofem. Remaining stocks of Norquest will continue to be sold as Secure, and will then be replaced with Duofem, the new USAID-supplied social marketing oral contraceptive, which will also be sold in Ghana under the same brand name of Secure. The last Norquest order appearing in the NEWVERN shipment history (#6165/1, 91,200 cycles, scheduled for shipment on September 30, 1995) has also been moved into the Duofem CPT. Depending upon remaining supplies of Norquest to be shipped by USAID/Washington, it is possible that this final shipment of Norquest will be changed to Duofem.

Although the consultants were informed that registration of Duofem by the GOG pharmaceutical registry board is not expected to pose any problem because Duofem and the already registered Lo-Femenal are the same chemical formulation, the necessary steps to initiate this process had not yet been taken.

- USAID/Accra should immediately initiate actions to expedite registration of Duofem.

Flower Foaming Tablets: Although Kamal sales dropped slightly between 1992 and 1993, they showed a 21% increase in 1994, primarily due to a concerted advertising campaign and the general popularity of VFTs in Ghana. (Ghana receives more USAID-funded VFTs than any other country in the world.) Kamal is also distributed by CBD agents working for the various NGOs associated with GSMF. Although their aggregated sales are currently limited, quantities dispensed by CBD agents are expected to continue to increase for the foreseeable future.

Discussions were held with the Mission and GSMF regarding the relatively large share of the method mix held by VFTs in Ghana. As VFTs are one of the most expensive methods in terms of cost per CYP, are the least effective, and do not have the added value of preventing AIDS or other sexually transmitted diseases, there is some interest in directing GSMF clients toward more effective, less expensive, or at least more protective methods, such as orals or condoms. GSMF officials indicated that advertising for Kamal had been reduced considerably but that sales of this product remain brisk.

Depo-Provera®: In 1993 and 1994, Depo-Provera® sales through GSMF were primarily on an experimental basis, emphasizing development of strategies for sales to private

practitioners and organizations such as the Ghana Registered Midwives Association (GRMA). As sales of this product have essentially equalled the quantities of Depo-Provera® available to GSMF through transfers from the MOH, there are currently no available data on potential sales if sufficient stocks were available.

GSMF received its first shipment of Depo-Provera® through USAID in December 1994 (29,600 doses), and it is expected that more intensive distribution efforts will begin soon. The CPTs used a projected sales figure of 20,000 doses in 1995, with a considerable portion of this quantity required for pipeline filling. Subsequently, as Depo-Provera® becomes more popular with private practitioners, and if a mutually-acceptable scheme can be developed for distribution by appropriately qualified health personnel through more diverse channels such as community based distribution, sales are expected to increase considerably.

Copper T 380 IUDs: As with Depo-Provera®, IUD sales to date through the GSMF have been primarily experimental, with the objective of establishing a distribution network among private practitioners. Quantities distributed have been determined by the quantities obtained through transfers from the MOH.

A CPT was prepared for the GSMF's IUD distribution in order to begin to systematically track the results of this "experimental" phase of sales. Although a slight increase in sales (15% per year) is expected, the quantities are too limited at this point to warrant establishing the GSMF as a separate recipient of Copper T 380s. Until more complete data are available on sales of this product, we suggest that GSMF continue to receive limited transfers from the MOH.

C. Trend Analysis

In order to assist the Mission in monitoring progress of the MOH in achievement of goals established under GHANAPA, the consultants used both historical distribution data and forecasted quantities to develop a series of tables. Tables 3 - 7, which can be found in Annex 2, are explained below.

Table 3 presents distribution data and CYPs generated, by product, for the years 1992, 1993, and 1994, for the MOH, GSMF, and PPAG, as well as for the three sources combined. Although all MOH-supplied products experienced substantial increases in distribution from 1992 to 1993, distribution of all of these products, with the exception of vaginal foaming tablets and orals, increased only moderately from 1993 to 1994. VFTs and orals showed the most impressive increases; in terms of CYPs generated, VFTs increased by approximately 8,000 and orals by about 10,000. Most importantly, there were only moderate increases in CYPs for long-term methods, and most of the increase in total CYPs generated by MOH products was due to increases in short term methods.

Primarily because of depressed sales of Panther condoms, GSMF sales of condoms declined from 1993 to 1994. Sales of VFTs, and orals, in particular, increased during that period; most of the increase in total CYPs produced through GSMF distribution resulted from increased sales of those two products. Largely due to supply shortages, all PPAG products except VFTs experienced decreases in distribution; distribution of VFTs almost doubled during that period.

The consultants also aggregated distribution data and CYPs for the three programs. Almost all of the overall increase in CYPs was due to increased distribution of VFTs and orals; there was a modest increase for IUDs and a decrease for Depo-Provera®. Analysis of trends in distributions and CYPs from 1993 to 1994 suggests that there is not yet a marked shift from the use of short-term to long-term methods.

Table 4 presents the method mix (derived from number of CYPs generated) for MOH products as well as aggregated totals for the MOH, GSMF, and PPAG. For MOH-supplied products, the only appreciable change in the method mix was an increase in the share of VFTs. The share of IUDs and injectables in the overall method mix actually declined slightly from 1993 to 1994, while that of the remaining methods remained essentially unchanged. Trends for the total Ghana family planning program (MOH, GSMF, and PPAG) were similar, with the VFT share of the method mix increasing, the condom share decreasing, and the share of long-term methods decreasing slightly.

Table 5 presents 1993 and 1994 market shares for the three distribution networks. At the end of 1994, the MOH had gained a larger share of condom distribution, while its share of IUD distribution decreased slightly and its Depo-Provera® share increased modestly. Despite the GHANAPA goal of increasing GSMF's market share of short-term methods, its share for both condoms and VFTs decreased while the orals' share increased slightly.

In order to monitor the MOH's achievement of CYP conditionality benchmarks under GHANAPA, we compare, in *Table 6*, actual CYPs produced in 1994 with benchmarks for short- and long-term methods and for total CYPs generated. We also compare 1995 and 1996 benchmarks with CYP estimates derived for those years from the 1995 CPTs. In 1994, the MOH easily achieved all GHANAPA benchmarks. However, based on our forecast of distributions in 1995 and 1996, this table confirms the findings noted above regarding relatively modest increases in distribution of long-term methods. While our CPT estimates indicate that the MOH will easily achieve GHANAPA benchmarks for short-term and "all" methods in 1995 and 1996, it will only barely achieve benchmarks for long-term methods in 1995 and fall slightly short of those goals in 1996.

Table 7 presents data for the years covered in the 1995 CPTs (1993 - 1997): distributions, CYPs, method mix, and contraceptive prevalence. Although IUDs are emphasized in the GHANAPA project as a preferred long-term method, it should be noted that, based on the FPLM CPT exercise, the IUD share of the method mix is forecast to decrease, and the share of Depo-Provera® is forecast to increase only slightly. An increase is

anticipated for Norplant®; now that USAID/Washington has signed a contract with the product manufacturer, continued supply should be assured. It appears also that the CPR is increasing during this period and is moving satisfactorily toward the GHANAPA goal of 20% for all women/modern methods by the year 2000.

Finally, *Table 8* compares the estimates for method mix and CPR obtained in the 1993 Ghana DHS from those derived from CYPs based on logistics data used in preparation of the 1995 CPTs. It is interesting to note that estimates obtained from these different sources are quite similar, suggesting that logistics data can be a useful tool in estimating method mix and CPR when current survey data is unavailable.

D. Other Findings

1. Pipeline Reduction

FPLM and USAID/Ghana have been working with MOH officials on reduction of the contraceptive pipeline from 31 months to a more reasonable period. During this TDY, a review of MOH central level logistics records revealed that central level staff are in fact now using a 21 month pipeline (3 months - clinic level, 4 months - district, 5 months - region, and 9 months at the central warehouse) to determine issue quantities. However, it appears that staff at lower levels of the system are still placing orders based on the 31 month pipeline.

- MOH central level staff should assist logistics personnel at lower levels of the system in converting to a 21 month pipeline. At the next technical assistance visit, FPLM consultants should provide assistance in this area to appropriate MOH staff, and should conduct field visits to monitor adaptation of the system to the reduced pipeline, and identify problem areas.

2. Tracking and Recording Transfers

During the last FPLM visit, the consultants noted that MOH staff did not routinely track separately transfers from MOH regional and district storage facilities to other recipients, including PPAG and various NGOs. Although these transfers typically occur on a regular basis, they were treated as if they were quantities dispensed to MOH clients; consequently it has not been possible to specify exact quantities dispensed to users and those transferred to other recipient agencies. A review of MOH logistics records revealed that, as of the third quarter 1994, these transfers are now recorded separately. Rather than simply aggregating all dispensed to user data, the Central level aggregates now include two additional columns: transfers and "expired/damaged/demonstration." Although this is an improvement in the LMIS, it is not known if all regions and districts are consistently recording transfers separately from quantities dispensed to users.

In preparing the 1995 CPTs, the consultants estimated transfers for the first two quarters of 1994 and used transfer quantities from MOH logistics records for the last two quarters. These transactions are entered on the 1995 CPTs under "Sales/Distributions" since they are not actually transfers in that they represent quantities regularly provided to other agencies and not returned. While both MOH dispensed-to-user totals and these transferred quantities are included under "Sales/Distributions" in the CPTs, the actual transferred quantities are specified in the CPT footnotes.

IV. TRAINING ACTIVITIES

Two courses were conducted during this TDY: a three-day contraceptive logistics management course for NGO Field Supervisors of CBD agents and a one-day overview of CPT preparation and basic contraceptive forecasting methodologies.

A. NGO Field Supervisors Contraceptive Logistics Management Workshop ("First Annual NGO Field Supervisors Conference")

1. Background on the Course

Thirty-six Field Supervisors of CBD agents from eighteen Ghanaian NGOs were trained in essentials of contraceptive logistics. This training activity, which was essentially a "calculator, form, and formula" course, was competency-based with a final review exercise. The course faculty members were the consultants (Rosché, Dixon, and Steele) plus John Totoe, Resident Consultant for Johnson's Wax, a major distributor in Ghana, and Alice Lamptey, NGO Coordinator for the GSMF. The course schedule, and list of participants and the NGOs they represent, can be found as Annex 3.

The NGO logistics system had been diagnosed as being "volatile" since historical data generally were not collected or used as a basis for setting minimum and maximum stock levels, determining quantity to order, or forecasting. The consultants developed and introduced in the course five logistics forms for use in the Ghana NGO context: the Agent AMC (Average Monthly Consumption) Tracking Sheet, the Monthly Order Form, the Monthly Issues Record, the Monthly Statistics Report, and the Inventory Record.

Noteworthy characteristics of the NGO system include an extremely short lead time (i.e., one or two days); a "maximum emergency lead time" of a day or less; and, in some instances a "delivery truck system," or more appropriately a "delivery basket system." For these reasons, the concept of minimum stock level was not presented in the course as such, and since Average Monthly Consumption (AMC) almost never doubles in two months, maximum stock level was simply set at two months.

The NGOs represented in the course are quite varied in nature, size, and age, but they are all supported to some degree by the GSMF, which is moving toward partial financial independence through an endowment, but still receives support through a USAID-

funded contract held by the Futures Group with the International Science and Technology Institute (ISTI) as a subcontractor.

2. *Results of the Training Activity*

The NGO representatives' participation and enthusiasm were high, and course evaluations were very good. All participants passed the competency exercise, although a second or third attempt using alternate versions of the exam was necessary for a small number of participants. Two participants passed at the minimum level even on their second or third attempt. The competency test was a multiple-version, ten item test: two word problems on Average Monthly Consumption, two on Months of Supply on Hand, three on Quantity To Order, and lastly, "identify and correct any three of five errors on this order form." A total of seven correct answers was required. Most participants had eight, nine, or ten correct answers on their first try.

In the final analysis, the level of difficulty of the competency exercise developed by the consultants was appropriate, i.e., it was based on the skills the participants really needed and provided a reasonable challenge in demonstrating those skills, but it did not unrealistically disqualify a significant percentage of the participants. Additionally, the competency exercise served as a useful learning tool, not just a measuring tool. Participants discussed their right and wrong answers in detail, wanted to check every error on the sample order forms, and several requested copies of all versions of the competency exercise to use in training the CBD Agents they supervise.

Participants became skilled in using the new *Ghana NGO Field Supervisor Contraceptive Logistics Handbook*, written by the consultants. A copy of the Table of Contents of the handbook is included in the Annex of this report. The participants responded quickly to invitations to develop their own examples of atypicality, seasonality, error patterns in order forms, etc. Because the logistics system of many of the NGOs is still in the early stages, the faculty had the opportunity to introduce some vital principles and practices at a crucial time.

A very successful session on how Field Supervisors can effectively review errors in order forms with CBD agents was presented using the principles presented in William Byham's management book, *Zapp: The Lightning of Empowerment*. This was a de facto Training-of-Trainers session, and Zapp/Sapp theory now seems imbedded in the NGO operational methodology.

3. *Problems and Concerns*

Despite the positive factors described above, certain problems were encountered. Short preparation time for the course made it impossible to visit a sample of the Ghana NGOs to determine their specific needs in advance. This resulted in considerable revision of

the *Field Supervisor's Handbook* just before the course started. Thirty-six participants were double what would be considered the ideal maximum number to train, but for various reasons, there were no alternatives to training this number. Logistics system design occurred concurrently with curriculum design in country. More preparation time for the course and/or an advance trip would have been very useful.

4. *Recommendations and Next Steps*

Any next steps in this training initiative are conditional. Certain policy points should be clarified with some of the cooperating agencies involved, especially in terms of on-going support for the NGOs and the three contracted commercial distributors now being used. Specifically, the type and degree of support provided by the Ghana Social Marketing Foundation to the NGOs needs to be clarified. Additional training would not be worthwhile unless the NGOs are assured resources to implement the training content. Also, the policy between GSMF and the three distributors in respect to surcharges for delivery to NGOs up-country needs to be settled and articulated. As mentioned earlier, obtaining authorization for the NGOs to resupply oral contraceptives would have a major impact on the growth and sustainability of their family planning programs. Follow up on these points needs to be done on the next technical assistance visit.

This course was presented as "The First Annual Ghana NGO Field Supervisors' Contraceptive Logistics Conference." It seems certain that a second annual conference would be worthwhile. There will be additional Field Supervisors to train, and they could arrive a few days earlier for the basic course, ideally presented in collaboration with some of the supervisors trained this year. This could be followed by a two-day conference offering such sessions as refresher exercises; evaluation, updates, and improvements in the system; post reports; and possibly the formation of task forces to address problem areas. As many of the NGOs are just learning to measure their impact, select priority targets, and allocate resources, this conference would provide an opportunity to report on and analyze data gathered throughout the NGO system as a basis for some collaborative strategic planning. If support is available for the NGOs, planning for a second conference should start at least four months in advance, i.e., in November or December 1995.

Additionally, GSMF and ISTI would like to explore with FPLM the possibility of conducting a training for Supervisors of Work Place Distribution Agents, who distribute contraceptives in factories and plantations. Although a course would need to be tailored for this group, there would be many similarities with the course for the NGO Field Supervisors. It would be important to begin preparation well in advance and target the problems and needs of this group so that urgent last minute revisions in course content would not be necessary.

In the coming months, the trained NGO Field Supervisors will be training, either through on-the-job training or more formal settings, hundreds of new CBD Agents. To

assist in this training, a *Ghana CBD Agent's Logistics Workbook* would be useful as a complement to the *Field Supervisor's Handbook*. The Agent's workbook would be shorter and simpler with perhaps 100 word problems: 25 on Average Monthly Consumption, 25 on Months Of Supply on Hand, 25 on Quantity To Order, and 25 on correcting errors in order forms. An annex would contain the answers and explanations.

There are strong indications of great potential for rapidly increased CYP provision through NGO CBD Agents. The growth potential may be stronger than through the MOH or through Social Marketing, particularly in respect to meeting the family planning needs of Ghana's rural and low income populations. During this course, the consultants took some preliminary steps toward instituting a CYP tracking system for NGO CBD activities using the forms designed and introduced. As data become more available, it will be possible to monitor increases and solicit resources for appropriate training and expansion.

B. CPT Workshop

The consultants presented a one-day workshop in CPT preparation to representatives of the MOH, GSMF, UNFPA, and USAID/Accra. Participants were trained in the use of CPTs, the mechanics of manually completing a CPT, and the use of NEWVERN shipping histories. The participants received brief overviews of the use of logistics data and techniques for correcting missing and erroneous data as well as of different forecasting methodologies. As a primary emphasis of the workshop was on hands-on use of actual logistics data, the participants conducted exercises using MOH logistics data, including completion of a manual CPT for MOH condoms. Finally, NEWCPT software was demonstrated to the participants, who then completed a CPT using the software.

Following the workshop, NEWCPT software was installed on computers at each of the agencies represented. As the response of all participants was very enthusiastic, we believe that the next CPT preparation process should be a more collaborative one, leading to eventual transfer of this responsibility to host country officials.

V. NEXT STEPS

The following are highlights of areas which will require monitoring and/or technical assistance in the upcoming months:

Mid-Year Review: At a mid-year review tentatively scheduled for September, FPLM consultants should analyze logistics data for the MOH and GSMF, including distribution for the first two quarters of 1995, stock levels, and scheduled shipments, and determine any necessary modifications in the NEWVERN shipping schedules. Other activities for

this mid-year review include follow-up on MOH efforts on pipeline reduction and systematic tracking and recording of transfers at the regional and district levels. Field visits to selected MOH sites should also be scheduled during this TDY.

- *Workplace-based contraceptive distribution:* The possibility of collaborating with the GSMF NGO network in the organization of a contraceptive logistics management workshop for workplace-based "peer counselors" should be further explored.
- *Assistance to the MOH in developing an automation strategy:* As the MOH recently received two new computers from UNFPA, assistance should be provided to ensure their optimal use. Although, initially, only limited short-term technical assistance would be required, in the long term, these efforts could lead to development of a strategy for automation of the MOH LMIS.
- *Follow-up to the NGO Contraceptive Logistics Management Workshop:* A field visit to selected supervisors trained at the workshop would be useful to assess their performance and use of the LMIS forms designed for NGO supervisors and CBD agents.
- *Additional areas requiring follow-up:* As the Ghana family planning program continues to evolve, the following are among the areas that will likely require FPLM follow-up: adjustment of the MOH price structure; results from the NGO CBD condom pricing test currently underway; steps toward inclusion of oral contraceptives in CBD activities; distribution of Depo-Provera® by GSMF; and setting supply levels for progestin-only orals (Ovrette and/or Micronor).

ANNEX 1

List of Persons Contacted

LIST OF PERSONS CONTACTED

USAID/Accra

Mr. Charles Llewellyn, HPNO
Mr. Lawrence Adnonum-Darko, Program Specialist
Dr. Benedicta M. Ababio, Deputy HPNO

Ministry of Health/Accra

Dr. Henrietta Odoi-Agyarko, Senior Medical Officer, MCH/FP
Ms. Victoria Assan, Senior Principal Nursing Officer, MCH/FP

Ghana Social Marketing Foundation

Mr. Don Dickerson, Chief of Party
Mr. Alex Banful, Marketing Specialist
Mrs. Alice Lamptey, NGO Coordinator

LIST OF PARTICIPANTS IN CPT WORKSHOP

Mrs. Rosemond Opare-Kumi, UNFPA
Ms Rejoice Nutakor, MOH-MCH/FP
Ms Victoria Assan, MOH-MCH/FP
Mr. Duah Owusu-Sarfo, UNFPA
Dr. Henrietta Odoi-Agyarko, MOH-MCH/FP
Dr. Benedicta M Ababio, USAID/Accra
Mr. Kojo Lokko, GSMF
Mr. Roderick Lokko, GSMF
Mr. Ebenezer Kyeremateng, PPAG
Mr. Lawrence Adnonum-Darko, USAID/Accra
Mr. Ziem Yaan-Tol, UNFPA

ANNEX 2

Tables

**TABLE 1: QUANTITIES DISPENSED TO USERS
MINISTRY OF HEALTH - 1994**

PRODUCT	DISPENSED TO USER (1994)					TRANSFERS ¹
	1st QTR. ²	2nd QTR.	3rd QTR.	4th QTR.	TOTAL	
CONDOM	1,129,145	1,427,094	1,140,190	1,153,354	4,849,783	528,749
LO-FEM	126,982	143,453	142,263	164,896	582,594	94,707
OVRETTE	7,775	5,999	5,968	6,498	26,240	275
CT380	3,904	3,946	4,263	3,484	15,597	1,153
CONCEPTROL	255,416	173,236	190,289	209,875	828,816	29,800
NEOSAMPOON	147,763	233,860	285,274	248,961	915,858	85,660
DEPO	37,758	32,867	41,439	43,333	152,397	21,594
MICROGYNON	10,175	6,676	13,156	13,973	43,980	15,953
MICRONOR	6,114	4,653	6,257	6,283	23,307	1,300
NORPLANT	Quarter totals not available				331	-

¹ Transfers for 3rd and 4th quarters only. Prior to those quarters, transfers were not tracked separately. For 1st and 2nd quarters 1994, transfers are included in dispensed to user totals.

² Does not include dispensed to user data for Upper East Region.

TABLE 2: COMPARATIVE AND FINAL FORECAST

1995/96 CONTRACEPTIVE REQUIREMENTS FOR MOH, GSMF, & PPAG

PRODUCT	ACTUAL DIST.	LOGISTICS FORECAST		TARGETCOST			FINAL FORECAST	
	1994	1995	1996	1994	1995	1996	1995	1996
CONDOMS								
MOH - 52NX	6,285.3	6,851.0	7,467.6	4,760.7	5,092.1	5,232.2	6,600.0	6,930.0
GSMF - PANTHER	3,133.0	2,600.4	2,158.3				3,289.7	3,783.2
GSMF - PROTECT	624.0	773.8	959.5				748.8	861.1
GSMF - TOTAL	3,757.0	3,374.2	3,117.8	5,150.0	6,230.0	7,370.0	4,038.5	4,644.3
PPAG	762.0	464.8	283.5	1,451.5	1,712.9	1,984.1	1,030.0	1,081.5
CONDOMS - TOTAL	10,804.3	10,690.0	10,868.9	11,370.0	13,030.0	14,680.0	11,668.5	12,655.8
ORALS								
MOH - LO-FEM	739.3	849.9	977.3				849.9	977.3
MOH - OVRETTE	26.5	46.4	81.2				56.7	70.9
MOH - MICROGYNON	67.9	52.3	40.3				90.8	99.9
MOH - MICRONOR	24.6	46.2	86.9				20.0	-
MOH - TOTAL	858.3	994.8	1,185.7	666.8	726.0	773.2	1,017.4	1,148.1
GSMF - SECURE	490.1	642.0	841.1	543.7	684.0	841.7	642.0	841.1
PPAG	342.9	332.6	322.6	388.6	455.5	525.0	390.0	448.5
ORALS - TOTAL	1,691.3	1,969.4	2,349.4	1,599.1	1,865.5	2,139.8	2,049.4	2,437.7

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PRODUCT	ACTUAL DIST.	LOGISTICS FORECAST		TARGETCOST			FINAL FORECAST	
	1994	1995	1996	1994	1995	1996	1995	1996
VFTS								
MOH - CONCEPTROL	878.2	895.8	913.7				895.8	913.7
MOH - NEOSAMPOON	1,648.9	3,957.4	9,497.7				1,200.0	1,300.0
MOH - TOTAL	2,527.1	4,853.2	10,411.4	1,204.4	1,258.1	1,281.1	2,095.8	2,213.7
GSMF - FLOWER	2,445.0	2,958.5	3,579.7	2,090.8	2,341.4	2,562.2	2,934.0	3,374.1
PPAG - CONCEPT/SAMP	2,281.0	14,370.3	90,532.9	945.8	1,060.0	1,161.3	1,060.0	1,161.3
VFTS - TOTAL	7,253.1	22,182.0	104,524	4,240.9	4,659.5	5,004.2	6,089.8	6,749.1
IUDS								
MOH - CT380	17.6	18.8	20.2	23.4	23.4	27.8	19.4	21.3
GSMF - CT380	1.1	1.2	1.3	0	.4	2.8	1.3	1.5
PPAG - CT380	2.6	3.1	3.6	3.9	5.0	5.9	3.1	3.7
IUDS - TOTAL	21.3	23.1	25.1	27.3	28.8	36.5	23.8	26.5
INJECTABLES								
MOH - DEPO	183.5	185.3	187.2	219.3	284.9	320.4	201.9	222.1
GSMF - DEPO	1.4	1.0	0.7	0	0	33.3	20.0	35.0
PPAG - DEPO	20.3	15.0	11.1	33.4	43.3	62.4	27.4	34.3
INJECTABLES - TOTAL	205.2	201.3	199.0	252.6	328.2	416.1	249.3	291.4
NORPLANT - MOH³	331	645	1,258.0	853.0	1,341.0	1,830.0	662.0	1,324.0

TABLE 3: CONTRACEPTIVE COMMODITIES DISTRIBUTED

³ Actual numbers (for all other products, numbers are in 000s)

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AND CYPs PRODUCED, BY SOURCE
(all figures in 000s)

MINISTRY OF HEALTH:

METHOD	DISTRIBUTION			CYPs PRODUCED ⁴		
	1992	1993	1994	1992	1993	1994
CONDOMS	2,065.2	5,760.6	6,285.3	20.7	57.6	62.9
ORALS	410.0	761.2	858.3	31.5	58.6	66.0
VFTS	1,124.0	1,550.9	2,527.1	11.2	15.5	25.3
IUDS	12.6	16.5	17.6	31.5	41.3	44.0
NORPLANT	-	.2	.3	-	.7	1.1
INJECTABLES	115.2	181.5	183.5	28.8	45.4	45.9
TOTAL				123.7	219.1	245.3

GSMF:

METHOD	DISTRIBUTION			CYPs PRODUCED		
	1992	1993	1994	1992	1993	1994
CONDOMS	4,026.7	4,289.8	3,757.0	40.3	42.9	37.6
ORALS	188.4	373.8	490.1	14.5	28.8	37.7
VFTS	2,190.4	2,027.4	2,445.0	21.9	20.3	24.5
IUDS	-	1.0	1.1		2.5	2.8
INJECTABLES	-	2.0	1.4		.5	0.4
TOTAL				76.7	95.0	103.0

PPAG:

METHOD	DISTRIBUTION			CYPs PRODUCED		
	1992	1993	1994	1992	1993	1994
CONDOMS	853.2	1,248.9	762.0	8.5	12.5	7.6

⁴ GHANAPA CYP Conversion Factors -

Condoms/VFTs: 100/CYP
Orals: 13/CYP
Injectables: 4/CYP
IUD = 2.5 CYP
Norplant® = 3.5 CYP

ORALS	291.5	351.7	342.9	22.4	27.1	26.4
VFTS	362.1	359.7	2,281.0	3.6	3.6	22.8
IUDS	2.3	2.2	2.6	5.8	5.5	6.5
INJECTABLES	20.4	27.5	20.3	5.1	6.9	5.1
TOTAL				45.4	55.6	68.4

TOTAL PROGRAM:

METHOD	DISTRIBUTION			CYPs PRODUCED		
	1992	1993	1994	1992	1993	1994
CONDOMS	6,945.1	11,299.3	10,804.3	69.5	113.0	108.0
ORALS	889.9	1,486.7	1,691.3	68.5	114.4	130.1
VFTS	3,676.5	3,938.0	7,253.1	36.8	39.4	72.5
IUDS	14.9	19.7	21.3	37.3	49.3	53.3
NORPLANT		.2	.3	-	.7	1.1
INJECTABLES	135.6	211.0	205.2	33.9	52.8	51.4
TOTAL				246.0	369.6	416.4

TABLE 4: METHOD MIX

(derived from number of CYPs generated per method)

METHOD	MOH			TOTAL PROGRAM		
	1992	1993	1994	1992	1993	1994
CONDOMS	16.7	26.3	25.6	28.2	30.6	25.9
ORALS	25.5	26.7	26.9	27.8	30.9	31.3
VFTS	9.0	7.1	10.3	15.0	10.7	17.4
IUDS	25.5	18.8	18.0	15.2	13.3	12.8
NORPLANT	-	.3	.4	-	.2	.3
INJECTABLES	23.3	20.8	18.8	13.8	14.3	12.3
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

TABLE 5: MARKET SHARES

METHOD	MOH		GSMF		PPAG	
	1993	1994	1993	1994	1993	1994
CONDOMS	51.0	58.2	38.0	34.8	11.1	7.0
ORALS	51.2	50.7	25.1	29.0	23.7	20.3
VFTS	39.4	35.9	51.5	33.7	9.1	31.4
IUDS	83.4	82.6	5.1	5.2	11.2	12.2
NORPLANT	100.0	100.0	-	-	-	-
INJECTABLES	86.0	89.4	.9	.7	13.0	9.9

TABLE 6: CYP CONDITIONALITY BENCHMARKS FOR THE MINISTRY OF HEALTH

	1994		1995		1996	
	P.P. BENCHMARK	ACTUAL	P.P. BENCHMARK	CPT ESTIMATE	P.P. BENCHMARK	CPT ESTIMATE
SHORT TERM	94	154.4	96	165.3	91	179.7
LONG TERM	82	91.0	98	101.5	114	112.2
TOTAL	176	245.3	194	266.8	205	291.9

**TABLE 7: DISTRIBUTION, COUPLE YEARS OF PROTECTION, METHOD MIX
AND CONTRACEPTIVE PREVALENCE RATE
GHANA: 1993 - 1997**
(All Programs Combined - All Quantities in 000s)

	1993	1994	1995	1996	1997
QUANTITIES DISTRIBUTED					
Condoms	11,299.3	10,804.3	11,638.5	12,724.3	13,750.9
Orals	1,486.7	1,691.3	2,036.6	2,430.0	2,805.4
VFTs	3,938.0	7,253.1	6,089.8	6,748.9	7,490.6
IUDs	19.7	21.3	23.7	26.3	29.1
Injectables	211.0	205.2	249.4	287.4	347.6
Norplant	.2	.3	.7	1.3	2.6
COUPLE YEARS OF PROTECTION PRODUCED					
Condoms	113.0	108.0	116.4	127.2	137.6
Orals	114.4	130.1	156.7	186.9	215.8
VFTs	39.4	72.6	60.9	67.5	74.9
IUDs	49.3	53.3	59.3	65.8	72.8
Injectables	52.8	51.3	62.4	71.9	86.9
Norplant	.7	1.1	2.5	4.6	9.1
Total	369.6	416.4	458.2	523.9	597.1
METHOD MIX					
Condoms	30.6	25.9	25.4	24.3	23.1
Orals	30.9	31.3	34.2	35.7	36.1
VFTs	10.7	17.4	13.3	12.9	12.5
IUDs	13.3	12.8	12.9	12.5	12.2
Injectables	14.3	12.3	13.6	13.7	14.6
Norplant	.2	.3	.6	0.9	1.5
	100 %	100 %	100 %	100 %	100 %
CONTRACEPTIVE PREVALENCE RATE					
@ 100% of WRA	9.6	10.6	13.3	12.6	14.0
@ 85% of WRA	11.3	12.4	13.3	14.8	16.4

Source: 1995 Contraceptive Procurement Tables (CPTs)
GHANPAPA CYP Conversion Factors: Condoms/VFTS - 100/CYP; Orals - 13/CYP; Injectables - 4/CYP; IUD = 2.5 CYPs; Norplant@ = 3.5 CYPs

TABLE 8: 1993 METHOD MIX (MODERN METHODS)⁵

COMPARISON OF DHS AND LOGISTICS DATA

	LOGISTICS (GHANAPA Factors)	LOGISTICS (USAID Global Standards)	DHS (All Women)	DHS (Currently Married)
METHOD MIX				
CONDOMS	30.6	23.3	28.0	21.8
ORALS	30.9	30.7	30.1	31.7
VFTS ⁶	10.7	8.1	11.8	11.9
IUDS	13.3	21.4	7.5	8.9
INJECTABLES	14.3	16.3	12.9	15.8
NORPLANT	.2	.2	-	-
STERILIZATION	-	-	8.6	8.9
CONTRACEPTIVE PREVALENCE RATE				
100% WRA	9.6	8.4	9.3	10.1
85% WRA	11.3	9.9		

⁵ Due to rounding of method mix figures, totals may not equal 100%.

⁶ For DHS, includes diaphragm/foam/jelly.

ANNEX 3
NGO Logistics Training

**GSMF CONTRACEPTIVE LOGISTICS COURSE
FOR NGO FIELD SUPERVISORS
MARCH 27, 28, AND 29 -- ACCRA, GHANA**

Unless otherwise announced, sessions begin at 8:30 and end at 4:30. The Tuesday Tutorial Session after 4:30 is optional. There will be a 15 minute break mid-morning and mid-afternoon.

MONDAY, MARCH 27	TUESDAY, MARCH 28	WEDNESDAY, MARCH 29
<p>Introduction to the Course and Course Methodology</p> <p>Icebreaker</p> <p>Average Monthly Consumption</p> <p>The Agent AMC Tracking Sheet</p> <p>Months of Stock of Hand</p>	<p>Helping the CBD Agents do Their Best</p> <p>Verifying the Order Form</p>	<p>Protecting the Quality of Contraceptive Goods</p> <p>Final Review Exercise</p> <p>Panel Interview: Suppliers</p>
Lunch -- 12:00 - 1:30	Lunch -- 12:00 - 1:30	Lunch -- 12:00 - 1:30
<p>Essential Logistics Theory</p> <p>Quantity to Order</p> <p>The Monthly Order Form</p> <p>"The Frame Game"</p>	<p>Using the Monthly Statistics Report, the Monthly Issues Record, and the Inventory Record</p> <p>Keeping the Forms Straight</p> <p>Practice for the Final Review Exercise</p>	<p>Couple Years of Protection (CYPs)</p> <p>Course Summary</p> <p>Base Line Questionnaire</p> <p>Course Evaluation</p> <p>Presentation of Certificates</p>
	<p>Optional Tutorial Session in Preparation for Final Review Exercise</p>	

GHANA CONTRACEPTIVE LOGISTICS WORKBOOK

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ANNEX 4

1995 CPTs

NEWCPT V2.2

Country: Ghana
 Recipient: Ghana Social Marketing Foundation (CSM)
 Product: 52mm Non-Colored Blue-Gold
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 05/03/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	1,567.9	1,813.9	1,845.2	1,096.4	997.3
2. Estimated Consumption					
(a) Sales/Distrib.	504.0	624.0	748.8	861.1	990.3
(b) Loss/Disposal					
(c) Transfer/Adjust.		94.5			
3. Add'l Contraceptives					
(a) Received	750.0	749.8		NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	1,813.9	1,845.2	1,096.4	235.3	NA
5. Desired EOY Stock	NA	NA	861.1	990.3	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	234.0		NA
(b) Qty Needed	NA	NA		756.0	NA
7. Supply Shortfall	NA	NA		-6.0	-5.9
1995 Minimum stock (months):	8				
Maximum stock (months):	12				
Desired stock (months):	12				
1996 Minimum stock (months):		8			
Maximum stock (months):		12			
Desired stock (months):		12			

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NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: 52mm Non-Colored Blue-Gold
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 04/01/95
Modified on: 05/03/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

1994 and 1995 BOYS provided by GSMF - stocks on hand at Central warehouse, bulk and repackaged stocks combined.

2a. ESTIMATED USE

Year: 1993

Aggregated quarterly sales figures - sold to distributors out of Central warehouse.

2a. ESTIMATED USE

Year: 1994

Aggregated quarterly sales figures - sold to distributors out of Central warehouse.

2a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase of 24%. This is expected to taper off to 20% during 1995.

2a. ESTIMATED USE

Year: 1996

Increase rate is expected to taper off to 15%. During the first few years of sales, the % increase generally appears to be high since the absolute sales figures for the preceding year were relatively low.

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NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: 52mm Non-Colored Blue-Gold
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 04/01/95
Modified on: 05/03/95

a. ESTIMATED USE Year: 1997

Sales increase expected to continue at 15%.

c. TRANSFERS Year: 1994

Issues from Central warehouse other than sales - primarily for promotional purposes.

NEWCPT V2.2

Country: Ghana
 Recipient: Ghana Social Marketing Foundation (CSM)
 Product: 52mm Non Colored Panther
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 05/03/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
1. Beg. of Year Stock	5,596.4	6,310.6	7,279.4	7,193.7	4,166.5
2. Estimated Consumption					
(a) Sales/Distrib.	3,785.8	3,133.0	3,289.7	3,783.2	4,161.5
(b) Loss/Disposal					
(c) Transfer/Adjust.		269.0			
3. Add'l Contraceptives					
(a) Received	4,500.0	4,370.8		NA	NA
(b) Scheduled	NA		3,204.0		NA
4. End of Yr Stock	6,310.6	7,279.4	7,193.7	3,410.5	NA
5. Desired EOY Stock	NA	NA	3,783.2	4,161.5	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	3,408.0		NA
(b) Qty Needed	NA	NA		750.0	NA
7. Supply Shortfall	NA	NA		-6.0	-3.6

1995 Minimum stock (months): 8
 Maximum stock (months): 12
 Desired stock (months): 12

1996 Minimum stock (months): 8
 Maximum stock (months): 12
 Desired stock (months): 12

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Country: Ghana
 Recipient: Ghana Social Marketing Foundation (CSM)
 Product: 52mm Non Colored Panther
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 05/03/95

1995 Contraceptive Procurement Table
 Footnotes

BEGINNING STOCK

Year: 1993

1994 and 1995 BOYS provided by GSMF for Central warehouse - bulk plus repackaged stocks combined.

a. ESTIMATED USE

Year: 1993

Aggregated quarterly sales figures - sold to distributors out of Central warehouse.

a. ESTIMATED USE

Year: 1994

Aggregated quarterly sales figures - sold to distributors out of Central warehouse.

a. ESTIMATED USE

Year: 1995

Though sales slumped in 1994, renewed publicity efforts are expected to cause sales to begin to increase, surpassing 1994's sales by 5%. If MOH condom prices are adjusted upward as has been proposed for some time now, this will also stimulate Panther sales.

a. ESTIMATED USE

Year: 1996

By 1996, MOH prices should have been adjusted, decreasing the differential between 52NX and Panther, thus stimulating Panther sales. A 15% increase is expected.

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NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: 52mm Non Colored Panther
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 04/01/95
Modified on: 05/03/95

2a. ESTIMATED USE Year: 1997

Increase trend expected to taper off to 10%.

2c. TRANSFERS Year: 1994

Issued from Central warehouse as promotional or "starter stock" - the vast majority of which was given to NGOs (6 cartons/NGO) to begin their CBD programs. When the NGOs report back their sales, they will presumably be added to 1995 sales figures.

3b. SHIPMENTS SCHEDULED Year: 1995

Shipments 6164/2 and 6164/3 for 1,740,000 and 702,000 Non Colored Panthers respectively, both with estimated shipping dates of 09/30/95 were suggested to be cancelled, and an addition to the order cable to this affect was left with the Mission.

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NEWCPT V2.2

Country: Ghana
 Recipient: Ghana Social Marketing Foundation (CSM)
 Product: Copper T, 380
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
. Beg. of Year Stock	0.0	0.0	1.5	1.5	1.7
. Estimated Consumption					
(a) Sales/Distrib.	1.0	1.1	1.3	1.5	1.7
(b) Loss/Disposal					
(c) Transfer/Adjust.	-1.0	-2.6	-1.3	-1.7	-2.0
. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
. End of Yr Stock	0.0	1.5	1.5	1.7	NA
. Desired EOY Stock	NA	NA	1.5	1.7	NA
. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA			NA
. Supply Shortfall	NA	NA			

1995 Minimum stock (months): 8
 Maximum stock (months): 12
 Desired stock (months): 12

1996 Minimum stock (months): 8
 Maximum stock (months): 12
 Desired stock (months): 12

NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: Copper T, 380
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

1995 BOYS provided by GSMF - stocks on hand in Central warehouse.

2a. ESTIMATED USE

Year: 1993

"Experimental" distribution, limited by the amount made available through transfers from the MOH.

2a. ESTIMATED USE

Year: 1994

Initial distribution to GRMA and private practitioners.

2a. ESTIMATED USE

Year: 1995

A modest increase of 15% is expected.

2a. ESTIMATED USE

Year: 1996

15% increase trend expected to continue.

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NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: Copper T, 380
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

a. ESTIMATED USE Year: 1997
15% increase trend expected to continue.

c. TRANSFERS Year: 1993
Transfer received from the MOH.

c. TRANSFERS Year: 1994
Transfers received from MOH.

c. TRANSFERS Year: 1995
Transfers from MOH required to keep GSMF's stock on hand between its minimum and maximum levels. At this point, limited quantities that GSMF is expected to distribute to GRMA and private practitioners does not warrant separate shipments to GSMF as a separate recipient.

c. TRANSFERS Year: 1996
Transfers required to keep GSMF's stocks between their minimum and maximum levels, ending the year with a 12 month DEOYS (see note for 1995).

c. TRANSFERS Year: 1997
Transfers required to keep GSMF stocks between their minimum and maximum levels, ending the year with a 12 month DEOYS.

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NEWCPT V2.2

Country: Ghana
 Recipient: Ghana Social Marketing Foundation (CSM)
 Product: Depo-Provera (every 3 mos)
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
1. Beg. of Year Stock	0.0	0.0	38.2	35.0	70.0
2. Estimated Consumption					
(a) Sales/Distrib.	2.0	1.4	20.0	35.0	70.0
(b) Loss/Disposal					
(c) Transfer/Adjust.	-2.0	-10.0			
3. Add'l Contraceptives					
(a) Received		29.6		NA	NA
(b) Scheduled	NA			24.4	NA
4. End of Yr Stock	0.0	38.2	18.2	24.4	NA
5. Desired EOY Stock	NA	NA	35.0	70.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	16.8	45.6	NA
7. Supply Shortfall	NA	NA			

1995 Minimum stock (months): 8
 Maximum stock (months): 12
 Desired stock (months): 12

1996 Minimum stock (months): 8
 Maximum stock (months): 12
 Desired stock (months): 12

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Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: Depo-Provera (every 3 mos)
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

1995 Contraceptive Procurement Table
Footnotes

. BEGINNING STOCK Year: 1993
1995 BOYS provided by GSMF - stock on hand in Central warehouse.

a. ESTIMATED USE Year: 1993
"Experimental" sales, limited by the amount made available through transfers from the MOH.

a. ESTIMATED USE Year: 1994
Initial distributions - stocks were not received until December 1994.

a. ESTIMATED USE Year: 1995
Once legislative/administrative obstacles for the sale of Depo have been settled, sales through pharmacies and to private practitioners should begin to gain momentum. However, a large part of estimated 1995 distribution constitutes pipeline filling.

a. ESTIMATED USE Year: 1996
This figure much more closely reflects actual expected sales, pipeline having already been filled in 1995.

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NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: Depo-Provera (every 3 mos)
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

2a. ESTIMATED USE Year: 1997

Sales expected to double as market expands. There is also the possibility that an acceptable mechanism can be developed to make Depo available through CBD activities.

2c. TRANSFERS Year: 1993

Transfers received from the MOH.

2c. TRANSFERS Year: 1994

Transfers received from MOH - Originally, the first USAID-provided Depo shipment was scheduled for May 1996. GSMF arranged for this transfer from MOH before USAID was able to reschedule their Depo shipment to November 1994.

Country: Ghana
 Recipient: Ghana Social Marketing Foundation (CSM)
 Product: Duofem
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
	-----	-----	-----	-----	-----
. Beg. of Year Stock	0.0	0.0	0.0	840.9	1,009.0
. Estimated Consumption					
(a) Sales/Distrib.			642.0	841.1	1,009.3
(b) Loss/Disposal					
(c) Transfer/Adjust.			-1,203.3		
. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA		91.2		NA
. End of Yr Stock	0.0	0.0	652.5	-0.2	NA
. Desired EOY Stock	NA	NA	841.1	1,009.3	NA
. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	188.4	1,009.2	NA
. Supply Shortfall	NA	NA			-0.7

1995 Minimum stock (months): 8 1996 Minimum stock (months): 8
 Maximum stock (months): 12 Maximum stock (months): 12
 Desired stock (months): 12 Desired stock (months): 12

**** G/PHN/POP/CLM records indicate that this product is not ****
 **** registered in country. Before ordering this product, USAID ****
 **** should cable G/PHN/POP/CLM indicating that registration is ****
 **** either complete or not required. ****

**** G/PHN/POP/CLM records indicate that this recipient has never ****
 **** received this product before. USAID should cable G/PHN/POP/CLM ****
 **** to confirm product availability before ordering. ****

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NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: Duofem
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

1995 Contraceptive Procurement Table
Footnotes

2a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase of 31%. This trend is expected to continue, thanks to sustained publicity campaign efforts, and hopefully the acceptance of Secure into the gamut of products to be distributed through CBD activities.

2a. ESTIMATED USE

Year: 1996

31% annual increase observed over 1993-1994 and estimated for 1995 is expected to continue, again, thanks to continued advertising and distribution through CBD activities.

2a. ESTIMATED USE

Year: 1997

Increase trend expected to begin to taper off, dropping to 20% in 1997.

2c. TRANSFERS

Year: 1995

Transferred in from Norquest CPT - switch-over due to manufacturer change.

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NEWCPT V2.2

Country: Ghana
 Recipient: Ghana Social Marketing Foundation (CSM)
 Product: Norquest, CSM
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/21/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
	-----	-----	-----	-----	-----
. Beg. of Year Stock	1,349.9	1,477.7	1,203.3	0.0	0.0
. Estimated Consumption					
(a) Sales/Distrib.	373.8	490.1			
(b) Loss/Disposal					
(c) Transfer/Adjust.			1,203.3		
. Add'l Contraceptives					
(a) Received	501.6	215.7		NA	NA
(b) Scheduled	NA				NA
. End of Yr Stock	1,477.7	1,203.3	0.0	0.0	NA
. Desired EOY Stock	NA	NA			NA
. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA			NA
. Supply Shortfall	NA	NA			

1995 Minimum stock (months): 8
 Maximum stock (months): 12
 Desired stock (months): 12

1996 Minimum stock (months): 8
 Maximum stock (months): 12
 Desired stock (months): 12

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NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: Norquest, CSM
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 04/01/95
Modified on: 04/21/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

1995 BOYS provided by GSMF - Central warehouse stocks on hand, bulk and repackaged combined.

2a. ESTIMATED USE

Year: 1993

Aggregated quarterly sales figures - sold to distributors out of Central warehouse.

2a. ESTIMATED USE

Year: 1994

Aggregated quarterly sales figures - sold to distributors out of Central warehouse.

2c. TRANSFERS

Year: 1995

Transfer to Duofem CPT - switch-over due to manufacturer change.

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Country: Ghana
 Recipient: Ghana Social Marketing Foundation (CSM)
 Product: Flower Foaming Tablet
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
	-----	-----	-----	-----	-----
. Beg. of Year Stock	5,907.4	7,883.2	5,350.4	4,336.4	3,880.7
. Estimated Consumption					
(a) Sales/Distrib.	2,027.4	2,445.0	2,934.0	3,374.1	3,880.2
(b) Loss/Disposal					
(c) Transfer/Adjust.		87.8			
. Add'l Contraceptives					
(a) Received	4,003.2			NA	NA
(b) Scheduled	NA		1,920.0		NA
. End of Yr Stock	7,883.2	5,350.4	4,336.4	962.3	NA
. Desired EOY Stock	NA	NA	3,374.1	3,880.2	NA
. Net Supply Situation					
(a) Surplus	NA	NA	960.0		NA
(b) Qty Needed	NA	NA		2,918.4	NA
. Supply Shortfall	NA	NA			-0.8

1995 Minimum stock (months): 8	1996 Minimum stock (months): 8
Maximum stock (months): 12	Maximum stock (months): 12
Desired stock (months): 12	Desired stock (months): 12

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NEWCPT V2.2

Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: Flower Foaming Tablet
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

1994 and 1995 BOYS provided by GSMF - stock on hand in Central warehouse, bulk and repackaged stocks combined.

2a. ESTIMATED USE

Year: 1993

Aggregated quarterly sales figures - sold to distributors out of the Central warehouse.

2a. ESTIMATED USE

Year: 1994

Aggregated quarterly sales figures - sold to distributors out of the Central warehouse.

2a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase of 21%. This method continues to be very popular, specially with youth, and this increase trend is expected to continue.

2a. ESTIMATED USE

Year: 1996

Increase trend is expected to decline slightly to 15%. Though it is expected that distribution through NGO CBD activities will increase, it is hoped that GSMF will orient more of its publicity efforts toward other methods - either more effective (Secure) or AIDS preventive.

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Country: Ghana
Recipient: Ghana Social Marketing Foundation (CSM)
Product: Flower Foaming Tablet
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

a. ESTIMATED USE Year: 1997

15% increase trend expected to continue, due to the general popularity of VFTs in Ghana and increased distribution through CBD activities.

c. TRANSFERS Year: 1994

Issues from the Central warehouse other than sales - some for promotional purposes, but the large majority issued to NGOs (1 carton/NGO) to begin CBD activities. When the NGOs report back their distribution data, they will presumably be added to 95 sales figures.



NEWCPT V2.2

Country: Ghana
 Recipient: Ministry of Health
 Product: 52mm Non Colored, No Logo
 Prepared by: Janet Doe Rayme
 Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
 Prepared on: 03/08/95
 Modified on: 04/21/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
1. Beg. of Year Stock	2,877.9	2,047.3	9,154.0	12,916.0	12,736.0
2. Estimated Consumption					
(a) Sales/Distrib.	5,760.6	6,285.5	6,600.0	6,930.0	7,276.6
(b) Loss/Disposal	214.6	5.2			
(c) Transfer/Adjust.	-474.0		72.0		
3. Add'l Contraceptives					
(a) Received	4,670.6	13,397.4	3,294.0	NA	NA
(b) Scheduled	NA		7,140.0		NA
4. End of Yr Stock	2,047.3	9,154.0	12,916.0	5,986.0	NA
5. Desired EOY Stock	NA	NA	12,127.5	12,734.0	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	786.0		NA
(b) Qty Needed	NA	NA		6,750.0	NA
7. Supply Shortfall	NA	NA			-5.3

1995 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

1996 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

Country: Ghana
 Recipient: Ministry of Health
 Product: 52mm Non Colored, No Logo
 Prepared by: Janet Doe Rayme
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 03/08/95
 Modified on: 04/21/95

1995 Contraceptive Procurement Table
 Footnotes

a. BEGINNING STOCK

Year: 1993

1995 BOYS based on 7,319,800 in Central Warehouse and 1,834,394 aggregated from other points in the pipeline. 1994 and 1993 BOYS based on last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

a. ESTIMATED USE

Year: 1993

Quarterly dispensed to user aggregates, transfers to NGOs and an adjustment for unrecorded condom distribution (record keeping for condoms is often less conscientiously done than for other products).

a. ESTIMATED USE

Year: 1994

4,849.8 aggregated dispensed to users plus 528.7 recorded transfers to NGOs and others during the second semester plus 906.8 representing first semester transfers to NGOs, unrecorded transfers and other unrecorded distribution.

a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase of 9%. This is expected to taper off to 5% as social marketing sales pick up through increased advertising campaigns, and the price differential between MOH and other sectors is reduced through changed pricing policy.

a. ESTIMATED USE

Year: 1996

5% increase trend expected to continue.

NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: 52mm Non Colored, No Logo
Prepared by: Janet Doe Rayme
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 03/08/95
Modified on: 04/21/95

2a. ESTIMATED USE Year: 1997

5% increase trend expected to continue.

2b. ESTIMATED LOSS Year: 1993

214,558 condoms expired in April 1993 (destroyed in 1994)

2b. ESTIMATED LOSS Year: 1994

5,207 reported as "expired/damaged/demonstration"

2c. TRANSFERS Year: 1993

Recovered from a previous "loan" to PPAG.

2c. TRANSFERS Year: 1995

Transferred to the NGO Coordinator for an experimental condom pricing test.

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NEWCPT V2.2

Country: Ghana
 Recipient: Ministry of Health
 Product: Copper T, 380
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 03/31/95
 Modified on: 05/03/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
Beg. of Year Stock	35.3	22.2	37.9	43.2	43.0
Estimated Consumption					
(a) Sales/Distrib.	16.5	17.6	19.4	21.3	23.4
(b) Loss/Disposal	0.6	0.3			
(c) Transfer/Adjust.	4.0	2.6	1.3	1.7	2.0
Add'l Contraceptives					
(a) Received	8.0	36.2		NA	NA
(b) Scheduled	NA		26.0		NA
End of Yr Stock	22.2	37.9	43.2	20.2	NA
Desired EOY Stock	NA	NA	39.0	43.0	NA
Net Supply Situation					
(a) Surplus	NA	NA	4.2		NA
(b) Qty Needed	NA	NA		22.8	NA
Supply Shortfall	NA	NA			-0.1

1995 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

1996 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Copper T, 380
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 05/03/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

1995 BOYS based on 16,800 in Central warehouse plus 21,110 aggregated throughout the rest of the pipeline. 1993 and 1994 BOYS based on last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

2a. ESTIMATED USE

Year: 1993

14.9 aggregated dispensed to users plus approx. 1.6 transferred to GRMA and others.

2a. ESTIMATED USE

Year: 1994

15.6 aggregated dispensed to users, 1.2 reported transfers to NGOs during the second semester and an estimated 800 for first semester transfers and other unrecorded distributions.

2a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase of 7%. This is expected to increase slightly (to 10%) as IUDs have been cited as a method to receive particular attention in the GHANAPA Project.

2a. ESTIMATED USE

Year: 1996

10% increase trend expected to continue.

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Copper T, 380
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 05/03/95

a. ESTIMATED USE Year: 1997

10% increase trend expected to continue.

b. ESTIMATED LOSS Year: 1993

591 IUDs with printed expiry date of October 1993 were destroyed, probably unnecessarily due to extension of shelf life.

b. ESTIMATED LOSS Year: 1994

321 reported as "expired/damaged/demonstrations."
20 missing from shipment ID# 5020/1

c. TRANSFERS Year: 1993

1,000 transferred to GSMF, plus an adjustment to reconcile EOYS with reported stock levels.

c. TRANSFERS Year: 1994

Transferred to GSMF.

c. TRANSFERS Year: 1995

Expected transfers to GSMF - quantities that GSMF is expected to sell in its first years of IUD distribution do not warrant making GSMF a separate recipient for this product at this time.

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Copper T, 380
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 03/31/95
Modified on: 05/03/95

2c. TRANSFERS

Year: 1996

Expected transfers to GSMF (see 1995 transfer footnote).

2c. TRANSFERS

Year: 1997

Expected transfers to GSMF - possibility of making GSMF a separate recipient for this product should be reevaluated when 1996 CPTs are prepared.

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Country: Ghana
 Recipient: Ministry of Health
 Product: Depo-Provera (every 3 mos)
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 03/31/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
	-----	-----	-----	-----	-----
. Beg. of Year Stock	395.0	191.5	573.1	371.2	427.5
. Estimated Consumption					
(a) Sales/Distrib.	181.5	183.5	201.9	222.1	244.3
(b) Loss/Disposal		0.1			
(c) Transfer/Adjust.	22.0	10.0			
. Add'l Contraceptives					
(a) Received		575.2		NA	NA
(b) Scheduled	NA			80.0	NA
. End of Yr Stock	191.5	573.1	371.2	229.1	NA
. Desired EOY Stock	NA	NA	388.7	427.5	NA
. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	17.6	198.4	NA
. Supply Shortfall	NA	NA	17.6		

1995 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

1996 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Depo-Provera (every 3 mos)
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 04/01/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

1995 BOYS based on 374,800 in Central warehouse plus 198,278 aggregated from the rest of the pipeline. 1993 and 1994 BOYS taken from last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

2a. ESTIMATED USE

Year: 1993

Aggregated quarterly dispensed to user data, plus estimate of unrecorded transfers to NGOs and others.

2a. ESTIMATED USE

Year: 1994

152.4 aggregated reported dispensed to users, 21.6 reported transferred to NGOs and others during the second semester and an estimated 9.5 unrecorded transfers and other first semester distributions.

2a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase of only 1%, partially due to irregular supply in the early part of the year. Now that considerable quantities of Depo are available in country, growth rate is expected to accelerate to 10% per year.

2a. ESTIMATED USE

Year: 1996

10% increase rate expected to continue.

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b1

NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Depo-Provera (every 3 mos)
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01

Prepared on: 03/31/95

Modified on: 04/01/95

a. ESTIMATED USE Year: 1997

10% growth rate expected to continue.

b. ESTIMATED LOSS Year: 1994

135 reported "expired/damaged/demonstration."

c. TRANSFERS Year: 1993

20.0 transferred to PPAG and 2.0 to GSMF.

c. TRANSFERS Year: 1994

Transferred to GSMF prior to their receipt of their first shipment from CLM.

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NEWCPT V2.2

Country: Ghana
 Recipient: Ministry of Health
 Product: Lo-Femenal, Blue Lady
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 03/31/95
 Modified on: 05/03/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
1. Beg. of Year Stock	602.9	377.8	636.0	1,710.9	1,967.2
2. Estimated Consumption					
(a) Sales/Distrib.	645.1	739.3	849.9	977.3	1,123.9
(b) Loss/Disposal		0.6			
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received	420.0	998.1	300.0	NA	NA
(b) Scheduled	NA		1,040.4		NA
4. End of Yr Stock	377.8	636.0	1,126.5	733.6	NA
5. Desired EOY Stock	NA	NA	1,710.3	1,966.8	NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	584.4	1,233.6	NA
7. Supply Shortfall	NA	NA			-1.1

1995 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

1996 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Lo-Femenal, Blue Lady
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 05/03/95

1995 Contraceptive Procurement Table
Footnotes

BEGINNING STOCK

Year: 1993

1995 BOYS based on 250,494 in Central warehouse plus 385,512 aggregated throughout the rest of the pipeline. 1994 and 1993 BOYS based on last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

a. ESTIMATED USE

Year: 1993

539.9 aggregated dispensed to users plus 105.2 transferred to NGOs and others.

a. ESTIMATED USE

Year: 1994

582.6 aggregated dispensed to users plus 94.7 recorded transfers to NGOs and others during the second semester plus 62.0 for first semester and unrecorded transfers.

a. ESTIMATED USE

Year: 1995

1993-1994 showed a 15% increase. Though partly due to irregular supply of the roughly-equivalent Microgynon in 1994, Lofemenal has steadily increased in popularity over the last several years, and the 15% increase trend is expected to continue.

a. ESTIMATED USE

Year: 1996

15% increase trend expected to continue.

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Lo-Femenal, Blue Lady
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 03/31/95
Modified on: 05/03/95

2a. ESTIMATED USE Year: 1997

15% increase trend expected to continue.

2b. ESTIMATED LOSS Year: 1994

632 reported as "expired/damaged/demonstration"
Shipment 5021/1 arrived 100 short and shipment 5021/2 arrived 206
short (382,594).

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Country: Ghana
 Recipient: Ministry of Health
 Product: Microgynon
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
	-----	-----	-----	-----	-----
. Beg. of Year Stock	120.4	32.4	414.5	323.7	223.8
. Estimated Consumption					
(a) Sales/Distrib.	88.0	67.9	90.8	99.9	109.9
(b) Loss/Disposal					
(c) Transfer/Adjust.					
. Add'l Contraceptives					
(a) Received		450.0		NA	NA
(b) Scheduled	NA				NA
. End of Yr Stock	32.4	414.5	323.7	223.8	NA
. Desired EOY Stock	NA	NA	174.8	192.3	NA
. Net Supply Situation					
(a) Surplus	NA	NA	148.8	31.2	NA
(b) Qty Needed	NA	NA			NA
. Supply Shortfall	NA	NA			-0.8

1995 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

1996 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Microgynon
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

1995 BOYS based on 304,800 in Central warehouse plus 109,688 aggregated in the rest of the pipeline. 1993 and 1994 BOYS taken from last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

2a. ESTIMATED USE

Year: 1993

Aggregated quarterly dispensed to user data.

2a. ESTIMATED USE

Year: 1994

44.0 aggregated reported dispensed to users plus 16.0 in reported second semester transfers to NGOs plus an estimated 7.9 for first semester transfers and other unreported distribution.

2a. ESTIMATED USE

Year: 1995

1993-1994 showed a decrease in Microgynon consumption, due to insufficient supply. 1995 estimate extrapolated from last quarter 1994 distribution and NGO transfers when sufficient stock was available.

2a. ESTIMATED USE

Year: 1996

10% increase is expected, slightly lower than Lofemenal which has proven to be the most popular oral by far. No stock problems are expected due to large quantities already in country.

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Microgynon
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01

Prepared on: 04/01/95

Modified on: 04/01/95

a. ESTIMATED USE

Year: 1997

10% increase trend expected to continue.

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NEWCPT V2.2

Country: Ghana
 Recipient: Ministry of Health
 Product: Microror
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
1. Beg. of Year Stock	96.6	82.3	53.1	0.0	0.0
2. Estimated Consumption					
(a) Sales/Distrib.	13.1	24.6	20.0		
(b) Loss/Disposal	1.2	4.6	33.1		
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received				NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	82.3	53.1	0.0	0.0	NA
5. Desired EOY Stock	NA	NA			NA
6. Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA			NA
7. Supply Shortfall	NA	NA			

1995 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

1996 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

Country: Ghana
 Recipient: Ministry of Health
 Product: Micronor
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 Footnotes

a. BEGINNING STOCK

Year: 1993

1995 BOYS based on 2,400 in Central warehouse and 50,740 aggregated in the rest of the pipeline. 1993 and 1994 BOYS taken from last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

a. ESTIMATED USE

Year: 1993

Aggregated quarterly dispensed to users data.

a. ESTIMATED USE

Year: 1994

23.3 aggregated dispensed to users plus 1.3 reported transferred to NGOs and others.

a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase rate of 88%, reflecting perhaps an increased level of technicity in service providers' counseling of clients. Even at an accelerated rhythm of distribution, only approx. 20,000 cycles will be distributed before they expire in August 1995.

a. ESTIMATED USE

Year: 1996

UNFPA is not expected to replenish stocks of Micronor, but rather have AID supply the equivalent product Ovrette. This will simplify stock management, as well as allow UNFPA to concentrate their financial resources on other products - Depo in particular.

NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Micronor
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

2b. ESTIMATED LOSS Year: 1993

Destroyed due to expiry.

2b. ESTIMATED LOSS Year: 1994

Reported as "expired/damaged/demonstration," the bulk of which was probably stock that was scheduled to expire in November 1994.

2b. ESTIMATED LOSS Year: 1995

In-country stock expected to expire in August 1995 before it can be consumed.

Country: Ghana
 Recipient: Ministry of Health
 Product: Norplant
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 03/31/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
Beg. of Year Stock	0.2	0.0	0.9	1.4	2.7
Estimated Consumption					
(a) Sales/Distrib.	0.2	0.3	0.7	1.3	2.6
(b) Loss/Disposal					
(c) Transfer/Adjust.					
Add'l Contraceptives					
(a) Received		1.2		NA	NA
(b) Scheduled	NA		1.2		NA
End of Yr Stock	0.0	0.9	1.4	0.1	NA
Desired EOY Stock	NA	NA	1.3	2.6	NA
Net Supply Situation					
(a) Surplus	NA	NA	0.1		NA
(b) Qty Needed	NA	NA		2.5	NA
Supply Shortfall	NA	NA		-0.1	0.1

1995 Minimum stock (months): 6
 Maximum stock (months): 12
 Desired stock (months): 12

1996 Minimum stock (months): 6
 Maximum stock (months): 12
 Desired stock (months): 12

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Norplant
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 04/01/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

200 sets were received in 1992, prior to service delivery launch in 1993. 1995 BOYS equal 899 - 800 in Central warehouse and 99 aggregated from stocks in the various Norplant centers.
1993 EOYS = 30 sets, not a stock out as the 0.0 figure would suggest.

2a. ESTIMATED USE

Year: 1993

170 sets inserted - data provided by AVSC Country Coordinator.

2a. ESTIMATED USE

Year: 1994

331 sets inserted - aggregated data from the Norplant centers.

2a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase of 95%. Insertions in 1995 are expected to double those in 1994 (662 sets).

2a. ESTIMATED USE

Year: 1996

Annual doubling trend expected to continue - 662 sets X 2 = 1,324 sets.

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Norplant
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 04/01/95

A. ESTIMATED USE Year: 1997

Annual doubling trend expected to continue - 1,324 sets X 2 = 2,648 sets.

Country: Ghana
 Recipient: Ministry of Health
 Product: Neo-Sampon
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
	-----	-----	-----	-----	-----
1. Beg. of Year Stock	554.9	1,063.2	2,069.4	2,329.4	2,503.0
2. Estimated Consumption					
(a) Sales/Distrib.	687.7	1,648.9	1,200.0	1,300.0	1,430.0
(b) Loss/Disposal		1.6			
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received	1,196.0	2,656.7	1,460.0	NA	NA
(b) Scheduled	NA				NA
4. End of Yr Stock	1,063.2	2,069.4	2,329.4	1,029.4	NA
5. Desired EOY Stock	NA	NA	2,275.0	2,502.5	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	52.8		NA
(b) Qty Needed	NA	NA		1,473.6	NA
7. Supply Shortfall	NA	NA			-1.2
1995 Minimum stock (months): 12					
Maximum stock (months): 21					
Desired stock (months): 21					
1996 Minimum stock (months): 12					
Maximum stock (months): 21					
Desired stock (months): 21					

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Country: Ghana
 Recipient: Ministry of Health
 Product: Neo-Sampoo
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 04/01/95
 Modified on: 04/01/95

1995 Contraceptive Procurement Table
 Footnotes

BEGINNING STOCK Year: 1993

1995 BOYS based on 1,801,520 in Central warehouse plus 267,861 aggregated in the rest of the pipeline. 1993 and 1994 BOYS taken from last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

a. ESTIMATED USE Year: 1993

Aggregated quarterly dispensed to user data.

a. ESTIMATED USE Year: 1994

915.9 aggregated reported dispensed to users plus 85.7 reported second semester transfers to NGOs plus an estimated 647.3 for first semester transfers and other unreported distributions throughout the year.

a. ESTIMATED USE Year: 1995

1993-1994 increase seems atypically high, due perhaps to a reporting inadequacy. 1995 estimated consumption is extrapolated from 4th quarter 1994 distribution with a 10% growth rate factored in. No stock problems are expected - large quantities already in country.

a. ESTIMATED USE Year: 1996

10% increase trend expected to continue - no stock problems foreseen.

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Neo-Sampooon
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 04/01/95
Modified on: 04/01/95

2a. ESTIMATED USE Year: 1997

10% increase trend expected to continue.

2b. ESTIMATED LOSS Year: 1994

1,610 reported as "expired/damaged/demonstration."

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Country: Ghana
 Recipient: Ministry of Health
 Product: Ovrette
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 03/31/95
 Modified on: 04/21/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
Beg. of Year Stock	13.9	40.5	38.6	124.7	148.6
Estimated Consumption					
(a) Sales/Distrib.	15.0	26.5	56.7	70.9	85.1
(b) Loss/Disposal	0.4	0.5			
(c) Transfer/Adjust.					
Add'l Contraceptives					
(a) Received	42.0	25.1		NA	NA
(b) Scheduled	NA		21.6		NA
End of Yr Stock	40.5	38.6	3.5	53.8	NA
Desired EOY Stock	NA	NA	124.1	148.9	NA
Net Supply Situation					
(a) Surplus	NA	NA			NA
(b) Qty Needed	NA	NA	121.2	94.8	NA
Supply Shortfall	NA	NA			-0.1

1995 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

1996 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Ovrette
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 04/21/95

1995 Contraceptive Procurement Table
Footnotes

1. BEGINNING STOCK

Year: 1993

1995 BOYS based on 16,800 in Central warehouse plus 21,110 aggregated throughout the rest of the pipeline. 1993 and 1994 BOYS taken from last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

2a. ESTIMATED USE

Year: 1993

Aggregated dispensed to users data.

2a. ESTIMATED USE

Year: 1994

26,240 aggregated dispensed to users plus 275 reported transfers to NGOs and others.

2a. ESTIMATED USE

Year: 1995

1993-1994 showed an increase of 75%, as service providers are apparently counseling more breast-feeding mothers to accept FP. Growth is expected to continue rapidly, and as remaining Micronor stocks expire in August 95, Ovrette will be dispensed as a substitute.

2a. ESTIMATED USE

Year: 1996

A 25% increase rate is expected, as previous rapid growth tapers off. All Micronor stocks will have expired, and Ovrette will have been substituted. UNFPA is not expected to replenish Micronor stocks, but concentrate its resources on products for which there is no AID equiv.

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NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Ovrette
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 04/21/95

a. ESTIMATED USE Year: 1997

Increase rate expected to continue to taper off, down to 20%.

b. ESTIMATED LOSS Year: 1993

Discrepancy between NEWVERN "shipped" data and quantities actually received.

c. ESTIMATED LOSS Year: 1994

535 reported as "expired/damaged/demonstration"

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NEWCPT V2.2

Country: Ghana
 Recipient: Ministry of Health
 Product: Conceptrol Foaming Tablet
 Prepared by: Dixon, Rosche
 Modified by: Dixon, Rosche

Date: 07/12/95
 Time: 17:01
 Prepared on: 03/31/95
 Modified on: 04/21/95

1995 Contraceptive Procurement Table
 All Numbers in 1,000's

	1993	1994	1995	1996	1997
1. Beg. of Year Stock	1,078.2	867.8	2,052.9	1,905.9	1,635.4
2. Estimated Consumption					
(a) Sales/Distrib.	863.2	878.2	895.8	913.7	935.6
(b) Loss/Disposal		4.9			
(c) Transfer/Adjust.					
3. Add'l Contraceptives					
(a) Received	652.8	2,068.2		NA	NA
(b) Scheduled	NA		748.8		NA
4. End of Yr Stock	867.8	2,052.9	1,905.9	992.2	NA
5. Desired EOY Stock	NA	NA	1,599.0	1,637.3	NA
6. Net Supply Situation					
(a) Surplus	NA	NA	307.2		NA
(b) Qty Needed	NA	NA		643.2	NA
7. Supply Shortfall	NA	NA			-2.1

1995 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

1996 Minimum stock (months): 12
 Maximum stock (months): 21
 Desired stock (months): 21

NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Conceptrol Foaming Tablet
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95
Time: 17:01
Prepared on: 03/31/95
Modified on: 04/21/95

1995 Contraceptive Procurement Table
Footnotes

BEGINNING STOCK Year: 1993

1995 BOYS based on 1,311,156 in Central warehouse 741,721 aggregated in the rest of the pipeline. 1993 and 1994 BOYS based on last quarter Contraceptive Needs Assessments, adjusted for incomplete reporting.

a. ESTIMATED USE Year: 1993

Aggregated quarterly dispensed to users data.

a. ESTIMATED USE Year: 1994

828.8 aggregated reported dispensed to users, 29.8 reported transfers to NGOs and others during second semester and 19.6 first semester transfers and unrecorded distribution.

a. ESTIMATED USE Year: 1995

1993-1994 showed an increase of only 2%, partially because of the availability of large quantities of NeoSampoon, but also because of rapidly increasing sales of Kamal through the GSMF. Both these contributing factors are expected to continue, as will VTFP's 2% rate.

a. ESTIMATED USE Year: 1996

2% increase rate expected to continue - large quantities of NeoSampoon will continue to be available, and Kamal sales are expected to remain high.

NEWCPT V2.2

Country: Ghana
Recipient: Ministry of Health
Product: Conceptrol Foaming Tablet
Prepared by: Dixon, Rosche
Modified by: Dixon, Rosche

Date: 07/12/95

Time: 17:01
Prepared on: 03/31/95
Modified on: 04/21/95

2a. ESTIMATED USE Year: 1997

2% increase trend expected to continue.

2b. ESTIMATED LOSS Year: 1994

4,907 reported as "expired/damaged/demonstration"

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ANNEX 5

CPT- Financial Requirements

Ghana

Fiscal Year 1995 Operating Year Budget Needs

Product Code	Quantity Year 1	Quantity Year 2	Cost	Freight	Total
Ghana Social Marketing Foundation (CSM)					
52NG	0	762,000	\$38,862	\$1,943	\$40,805
52NP	0	756,000	\$38,556	\$1,928	\$40,484
DEPO	16,800	45,600	\$59,904	\$2,995	\$62,899
DUFM	188,400	1,009,200	\$243,624	\$12,181	\$255,805
VFTS	0	2,918,400	\$315,187	\$15,759	\$330,947
			\$696,133	\$34,807	\$730,940 TOTAL

Ministry of Health

52NX	0	6,750,000	\$344,250	\$17,213	\$361,463
CT38	0	22,800	\$26,015	\$1,301	\$27,316
DEPO	0	0	\$0	\$0	\$0
LFMP	584,400	1,233,600	\$352,289	\$17,614	\$369,903
NPLT	0	2,600	\$66,274	\$3,314	\$69,588
OVRP	121,200	94,800	\$38,556	\$1,928	\$40,484
VFTP	0	643,200	\$69,466	\$3,473	\$72,939
			\$896,849	\$44,842	\$941,692 TOTAL

 *
 * Total Commodity Costs : \$1,592,983 *
 * Total Estimated Freight Cost (5%) : \$79,649 *
 * Total OYB Financial Requirements : \$1,672,632 *
 *

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

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Ghana

Fiscal Year 1996 Congressional Presentation Projections

Product Code	Quantity	Cost	Freight	Total
Ghana Social Marketing Foundation (CSM)				
52NG	1,110,000	\$59,940	\$2,997	\$62,937
52NP	4,596,000	\$248,184	\$12,409	\$260,593
DEPO	95,000	\$95,000	\$4,750	\$99,750
DUFM	1,194,000	\$256,710	\$12,836	\$269,546
VFTS	4,353,600	\$491,957	\$24,598	\$516,555
		\$1,151,791	\$57,590	\$1,209,380 TOTAL
Ministry of Health				
52NX	7,872,000	\$425,088	\$21,254	\$446,342
CT38	27,000	\$32,346	\$1,617	\$33,963
DEPO	94,000	\$94,000	\$4,700	\$98,700
LFMP	1,364,400	\$281,885	\$14,094	\$295,979
NPLT	3,400	\$90,984	\$4,549	\$95,533
OVRP	110,400	\$19,706	\$985	\$20,692
VFTP	974,400	\$110,107	\$5,505	\$115,613
		\$1,054,117	\$52,706	\$1,106,822 TOTAL

 *
 * Total Commodity Costs : \$2,205,907 *
 * Total Estimated Freight Cost (5%) : \$110,295 *
 * Total CP Financial Requirements : \$2,316,203 *
 *

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

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Ghana

Fiscal Year 1997 Annual Budget Submission Projections

Product Code	Quantity	Cost	Freight	Total
Ghana Social Marketing Foundation (CSM)				
52NG	1,236,000	\$70,452	\$3,523	\$73,975
52NP	5,034,000	\$286,938	\$14,347	\$301,285
DEPO	120,000	\$126,000	\$6,300	\$132,300
DUFM	1,376,400	\$311,066	\$15,553	\$326,620
VFTS	4,828,800	\$574,627	\$28,731	\$603,359
		-----	-----	-----
		\$1,369,084	\$68,454	\$1,437,538 TOTAL
Ministry of Health				
52NX	8,208,000	\$467,856	\$23,393	\$491,249
CT38	29,000	\$36,482	\$1,824	\$38,306
DEPO	100,000	\$105,000	\$5,250	\$110,250
LFMP	1,500,000	\$325,500	\$16,275	\$341,775
NPLT	4,500	\$126,441	\$6,322	\$132,763
OVRP	124,800	\$23,338	\$1,167	\$24,504
VFTP	993,600	\$118,238	\$5,912	\$124,150
		-----	-----	-----
		\$1,202,855	\$60,143	\$1,262,998 TOTAL

 *
 * Total Commodity Costs : \$2,571,939 *
 * Total Estimated Freight Cost (5%) : \$128,597 *
 * Total ABS Financial Requirements : \$2,700,536 *
 *

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

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

Prod Code	Product	OYB Year 1 Price	OYB Year 2 Price	CP Year Price	ABS Year Price
52NG	52mm Non-Colored Blue-Gold	0.0486	0.0510	0.0540	0.0570
52NP	52mm Non Colored Panther	0.0486	0.0510	0.0540	0.0570
52NX	52mm Non Colored, No Logo	0.0486	0.0510	0.0540	0.0570
CT38	Copper T, 380	1.0870	1.1410	1.1980	1.2580
DEPO	Depo-Provera (every 3 mos)	0.9600	0.9600	1.0000	1.0500
DUFM	Duofem	0.1950	0.2050	0.2150	0.2260
LFMP	Lo-Femenal, Blue Lady	0.1874	0.1968	0.2066	0.2170
NPLT	Norplant	24.2800	25.4900	26.7600	28.0980
OVRP	Ovrette	0.1785	0.1785	0.1785	0.1870
VFTP	Conceptrol Foaming Tablet	0.1040	0.1080	0.1130	0.1190
VFTS	Flower Foaming Tablet	0.1040	0.1080	0.1130	0.1190

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

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ANNEX 6

CPT Shipment Summary

NEWCPT V2.2
 Summary of Proposed New Supply
 Based on 1995 CPT's
 Ghana

Run Date: 07/12/95
 Run Time: 17:02:00
 Page: 1

Supplier: USAID

Product	Receipt Date	Quantity
Ghana Social Marketing Foundation (CSM)		
52mm Non Colored Panther	12/31/96	756,000
* 52mm Non Colored Panther	1997	4,596,000
* 52mm Non Colored Panther	1998	5,034,000
52mm Non-Colored Blue-Gold	08/31/96	762,000
* 52mm Non-Colored Blue-Gold	1997	1,110,000
* 52mm Non-Colored Blue-Gold	1998	1,236,000
Depo-Provera (every 3 mos)	12/31/95	16,800
Depo-Provera (every 3 mos)	03/31/96	13,000
Depo-Provera (every 3 mos)	09/30/96	15,000
Depo-Provera (every 3 mos)	12/31/96	17,600
* Depo-Provera (every 3 mos)	1997	95,000
* Depo-Provera (every 3 mos)	1998	120,000
Duofem	12/31/95	188,400
Duofem	03/31/96	248,400
Duofem	06/30/96	255,600
Duofem	09/30/96	248,400
Duofem	12/31/96	256,800
* Duofem	1997	1,194,000
* Duofem	1998	1,376,400
Flower Foaming Tablet	06/30/96	974,400
Flower Foaming Tablet	09/30/96	960,000
Flower Foaming Tablet	12/31/96	984,000
* Flower Foaming Tablet	1997	4,353,600
* Flower Foaming Tablet	1998	4,828,800
Ministry of Health		
52mm Non Colored, No Logo	06/30/96	2,004,000
52mm Non Colored, No Logo	09/30/96	2,004,000
52mm Non Colored, No Logo	12/31/96	2,742,000
* 52mm Non Colored, No Logo	1997	7,872,000
* 52mm Non Colored, No Logo	1998	8,208,000
Conceptrol Foaming Tablet	09/30/96	292,800
Conceptrol Foaming Tablet	12/31/96	350,400
* Conceptrol Foaming Tablet	1997	974,400
* Conceptrol Foaming Tablet	1998	993,600

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

NEWCPT V2.2
 Summary of Proposed New Supply
 Based on 1995 CPT's
 Ghana

Run Date: 07/12/95
 Run Time: 17:02:00
 Page: 2

Supplier: USAID

Product	Receipt Date	Quantity
Copper T, 380	06/30/96	10,000
Copper T, 380	12/31/96	12,800
* Copper T, 380	1997	27,000
* Copper T, 380	1998	29,000
* Depo-Provera (every 3 mos)	1997	94,000
* Depo-Provera (every 3 mos)	1998	100,000
Lo-Femenal, Blue Lady	09/30/95	584,400
Lo-Femenal, Blue Lady	06/30/96	500,400
Lo-Femenal, Blue Lady	09/30/96	332,400
Lo-Femenal, Blue Lady	12/31/96	400,800
* Lo-Femenal, Blue Lady	1997	1,364,400
* Lo-Femenal, Blue Lady	1998	1,500,000
Norplant	06/30/96	1,400
Norplant	12/31/96	1,200
* Norplant	1997	3,400
* Norplant	1998	4,500
Ovrette	08/31/95	90,000
Ovrette	11/30/95	31,200
Ovrette	06/30/96	48,000
Ovrette	12/31/96	46,800
* Ovrette	1997	110,400
* Ovrette	1998	124,800

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

NEWCPT V2.2
Summary of Proposed New Supply
Based on 1995 CPT's
Ghana

Run Date: 07/12/95
Run Time: 17:02:00
Page: 3

Supplier: UNFPA

Product	Receipt Date	Quantity

Ministry of Health		
Depo-Provera (every 3 mos)	08/31/96	100,000
Depo-Provera (every 3 mos)	12/31/96	98,400
* Depo-Provera (every 3 mos)	1997	187,400
* Depo-Provera (every 3 mos)	1998	202,600
* Microgynon	1997	96,000
* Microgynon	1998	136,800
Neo-Sampon	06/30/96	801,600
Neo-Sampon	12/31/96	672,000
* Neo-Sampon	1997	1,632,000
* Neo-Sampon	1998	1,747,200

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

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NEWCPT V2.2
 Summary of All Shipments
 Based on 1995 CPT's
 Ghana

Run Date: 07/12/95
 Run Time: 17:02:14
 Page: 1

Supplier: USAID

Product	Receipt Date	Status	Quantity
Ghana Social Marketing Foundation (CSM)			
52mm Colored Panther	11/29/86	Shipped	2,004,000
52mm Colored Panther	05/23/88	Received	1,002,000
52mm Colored Panther	01/24/89	Received	1,248,000
52mm Colored Panther	08/22/89	Received	930,000
52mm Colored Panther	11/06/89	Received	1,062,000
52mm Colored Panther	05/29/90	Received	996,000
52mm Colored Panther	07/24/90	Received	1,008,000
52mm Non Colored Panther	06/24/93	Received	2,250,000
52mm Non Colored Panther	09/20/93	Received	510,000
52mm Non Colored Panther	10/24/93	Received	1,740,000
52mm Non Colored Panther	03/06/94	Received	1,739,800
52mm Non Colored Panther	06/15/94	Received	1,737,000
52mm Non Colored Panther	06/15/94	Received	894,000
52mm Non Colored Panther	08/29/95	Ordered	3,204,000
+ 52mm Non Colored Panther	12/31/96	Proposed	756,000
* 52mm Non Colored Panther	1997	Proposed	4,596,000
* 52mm Non Colored Panther	1998	Proposed	5,034,000
52mm Non-Colored Blue-Gold	06/24/93	Received	750,000
52mm Non-Colored Blue-Gold	03/06/94	Received	749,800
+ 52mm Non-Colored Blue-Gold	08/31/96	Proposed	762,000
* 52mm Non-Colored Blue-Gold	1997	Proposed	1,110,000
* 52mm Non-Colored Blue-Gold	1998	Proposed	1,236,000
Depo-Provera (every 3 mos)	12/08/94	Received	29,600
+ Depo-Provera (every 3 mos)	12/31/95	Proposed	16,800
+ Depo-Provera (every 3 mos)	03/31/96	Proposed	13,000
Depo-Provera (every 3 mos)	06/30/96	Ordered	24,400
+ Depo-Provera (every 3 mos)	09/30/96	Proposed	15,000
+ Depo-Provera (every 3 mos)	12/31/96	Proposed	17,600
* Depo-Provera (every 3 mos)	1997	Proposed	95,000
* Depo-Provera (every 3 mos)	1998	Proposed	120,000
Duofem	12/29/95	Ordered	91,200
+ Duofem	12/31/95	Proposed	188,400
+ Duofem	03/31/96	Proposed	248,400
+ Duofem	06/30/96	Proposed	255,600
+ Duofem	09/30/96	Proposed	248,400
+ Duofem	12/31/96	Proposed	256,800

+ This shipment is PROPOSED and has not yet been ordered or confirmed from the supplier.

* This shipment represents the aggregate amount of new supply that the program has PROPOSED to order from this supplier for the year and does not indicate a specific shipment quantity or receipt date.

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NEWCPT V2.2
 Summary of All Shipments
 Based on 1995 CPT's
 Ghana

Run Date: 07/12/95
 Run Time: 17:02:14
 Page: 2

Supplier: USAID

Product	Receipt Date	Status	Quantity
* Duofem	1997	Proposed	1,194,000
* Duofem	1998	Proposed	1,376,400
Flower Foaming Tablet	06/09/93	Received	2,001,600
Flower Foaming Tablet	10/24/93	Received	2,001,600
Flower Foaming Tablet	06/29/95	Ordered	960,000
Flower Foaming Tablet	12/29/95	Ordered	960,000
+ Flower Foaming Tablet	06/30/96	Proposed	974,400
+ Flower Foaming Tablet	09/30/96	Proposed	960,000
+ Flower Foaming Tablet	12/31/96	Proposed	984,000
* Flower Foaming Tablet	1997	Proposed	4,353,600
* Flower Foaming Tablet	1998	Proposed	4,828,800
Norminest FE, CSM	03/31/87	Shipped	500,400
Norminest FE, CSM	08/30/87	Received	300,000
Norminest FE, CSM	09/30/87	Received	151,200
Norminest FE, CSM	05/03/88	Received	348,000
Norminest FE, CSM	05/26/88	Received	498,000
Norminest FE, CSM	03/22/90	Received	84,000
Norminest FE, CSM	08/02/90	Received	240,000
Norminest FE, CSM	05/06/91	Received	262,800
Norquest, CSM	04/05/93	Received	250,800
Norquest, CSM	10/24/93	Received	250,800
Norquest, CSM	06/15/94	Received	215,700

Mamprobi Clinic

Ovrette	02/28/87	Shipped	1,200
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Ministry of Health

52mm Colored Sultan	07/29/88	Received	1,998,000
52mm Colored Sultan	06/15/89	Received	1,002,000
52mm Colored Sultan	06/15/90	Received	1,002,000
52mm Non Colored Sultan	07/29/87	Shipped	1,002,000
52mm Non Colored Sultan	07/29/88	Received	2,004,000
52mm Non Colored, No Logo	04/21/93	Received	1,740,000
52mm Non Colored, No Logo	04/22/93	Received	264,000

This shipment is PROPOSED and has not yet been ordered or confirmed from the supplier.

This shipment represents the aggregate amount of new supply that the program has PROPOSED to order from this supplier for the year and does not indicate a specific shipment quantity or receipt date.

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NEWCPT V2.2
 Summary of All Shipments
 Based on 1995 CPT's
 Ghana

Run Date: 07/12/95
 Run Time: 17:02:14
 Page: 3

Supplier: USAID

Product	Receipt Date	Status	Quantity
52mm Non Colored, No Logo	09/24/93	Received	2,666,600
52mm Non Colored, No Logo	03/04/94	Received	3,047,400
52mm Non Colored, No Logo	07/15/94	Received	1,740,000
52mm Non Colored, No Logo	08/16/94	Received	624,000
52mm Non Colored, No Logo	12/06/94	Received	2,676,000
52mm Non Colored, No Logo	12/12/94	Received	5,310,000
52mm Non Colored, No Logo	01/06/95	Received	3,294,000
52mm Non Colored, No Logo	09/28/95	Ordered	3,570,000
52mm Non Colored, No Logo	12/29/95	Ordered	3,570,000
+ 52mm Non Colored, No Logo	06/30/96	Proposed	2,004,000
+ 52mm Non Colored, No Logo	09/30/96	Proposed	2,004,000
+ 52mm Non Colored, No Logo	12/31/96	Proposed	2,742,000
* 52mm Non Colored, No Logo	1997	Proposed	7,872,000
* 52mm Non Colored, No Logo	1998	Proposed	8,208,000
Conceptrol Foaming Tablet	02/09/93	Received	652,800
Conceptrol Foaming Tablet	07/15/94	Received	484,200
Conceptrol Foaming Tablet	07/15/94	Received	484,800
Conceptrol Foaming Tablet	09/28/94	Received	628,800
Conceptrol Foaming Tablet	12/12/94	Received	470,400
Conceptrol Foaming Tablet	08/29/95	Ordered	374,400
Conceptrol Foaming Tablet	11/29/95	Ordered	374,400
+ Conceptrol Foaming Tablet	09/30/96	Proposed	292,800
+ Conceptrol Foaming Tablet	12/31/96	Proposed	350,400
* Conceptrol Foaming Tablet	1997	Proposed	974,400
* Conceptrol Foaming Tablet	1998	Proposed	993,600
Copper T, 380	11/23/92	Received	8,000
Copper T, 380	02/09/93	Received	8,000
Copper T, 380	03/04/94	Received	7,800
Copper T, 380	06/17/94	Received	11,000
Copper T, 380	09/28/94	Received	10,000
Copper T, 380	12/12/94	Received	7,400
Copper T, 380	05/29/95	Shipped	10,000
Copper T, 380	11/29/95	Ordered	16,000
+ Copper T, 380	06/30/96	Proposed	10,000
+ Copper T, 380	12/31/96	Proposed	12,800
* Copper T, 380	1997	Proposed	27,000
* Copper T, 380	1998	Proposed	29,000
Depo-Provera (every 3 mos)	05/30/96	Ordered	80,000
* Depo-Provera (every 3 mos)	1997	Proposed	94,000
* Depo-Provera (every 3 mos)	1998	Proposed	100,000

+ This shipment is PROPOSED and has not yet been ordered or confirmed from the supplier.

* This shipment represents the aggregate amount of new supply that the program has PROPOSED to order from this supplier for the year and does not indicate a specific shipment quantity or receipt date

NEWCPT V2.2
 Summary of All Shipments
 Based on 1995 CPT's
 Ghana

Run Date: 07/12/95
 Run Time: 17:02:14
 Page: 4

Supplier: USAID

Product	Receipt Date	Status	Quantity
Lo-Femenal, Blue Lady	04/22/93	Received	420,000
Lo-Femenal, Blue Lady	03/04/94	Received	232,700
Lo-Femenal, Blue Lady	06/17/94	Received	382,600
Lo-Femenal, Blue Lady	09/28/94	Received	382,800
Lo-Femenal, Blue Lady	01/12/95	Received	300,000
Lo-Femenal, Blue Lady	06/29/95	Ordered	486,000
+ Lo-Femenal, Blue Lady	09/30/95	Proposed	584,400
Lo-Femenal, Blue Lady	12/29/95	Ordered	554,400
+ Lo-Femenal, Blue Lady	06/30/96	Proposed	500,400
+ Lo-Femenal, Blue Lady	09/30/96	Proposed	332,400
+ Lo-Femenal, Blue Lady	12/31/96	Proposed	400,800
* Lo-Femenal, Blue Lady	1997	Proposed	1,364,400
* Lo-Femenal, Blue Lady	1998	Proposed	1,500,000
Norplant	01/25/94	Received	200
Norplant	01/26/94	Received	200
Norplant	09/26/94	Received	800
Norplant	07/30/95	Ordered	600
Norplant	11/30/95	Ordered	600
+ Norplant	06/30/96	Proposed	1,400
+ Norplant	12/31/96	Proposed	1,200
* Norplant	1997	Proposed	3,400
* Norplant	1998	Proposed	4,500
Ovrette	02/09/93	Received	26,400
Ovrette	06/28/93	Received	15,600
Ovrette	06/17/94	Received	12,000
Ovrette	09/28/94	Received	13,100
Ovrette	05/01/95	Shipped	8,400
+ Ovrette	08/31/95	Proposed	90,000
Ovrette	11/29/95	Ordered	13,200
+ Ovrette	11/30/95	Proposed	31,200
+ Ovrette	06/30/96	Proposed	48,000
+ Ovrette	12/31/96	Proposed	46,800
* Ovrette	1997	Proposed	110,400
* Ovrette	1998	Proposed	124,800

Planned Parenthood Assoc. of Ghana

52mm Colored Sultan 05/30/87 Shipped 348,000

This shipment is PROPOSED and has not yet been ordered or confirmed from the supplier.

This shipment represents the aggregate amount of new supply that the program has PROPOSED to order from this supplier for the year and does not indicate a specific shipment quantity or receipt date.

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NEWCPT V2.2
Summary of All Shipments
Based on 1995 CPT's
Ghana

Run Date: 07/12/95
Run Time: 17:02:14
Page: 5

Supplier: USAID

Product	Receipt Date	Status	Quantity
Conceptrol Foaming Tablet	03/05/95	Shipped	360,000
Femenal	05/30/87	Shipped	120,000
Lo-Femenal, Blue Lady	03/05/95	Shipped	268,800

USAID/Ghana

Ovrette	03/30/87	Shipped	1,200
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- + This shipment is PROPOSED and has not yet been ordered or confirmed from the supplier.
- * This shipment represents the aggregate amount of new supply that the program has PROPOSED to order from this supplier for the year and does not indicate a specific shipment quantity or receipt date.

NEWCPT V2.2
 Summary of All Shipments
 Based on 1995 CPT's
 Ghana

Run Date: 07/12/95
 Run Time: 17:02:14
 Page: 6

Supplier: UNFPA

Product	Receipt Date	Status	Quantity

Ministry of Health			
Depo-Provera (every 3 mos)	03/15/94	Received	175,200
Depo-Provera (every 3 mos)	07/11/94	Received	400,000
+ Depo-Provera (every 3 mos)	08/31/96	Proposed	100,000
+ Depo-Provera (every 3 mos)	12/31/96	Proposed	98,400
* Depo-Provera (every 3 mos)	1997	Proposed	187,400
* Depo-Provera (every 3 mos)	1998	Proposed	202,600
Microgynon	06/01/94	Received	450,000
* Microgynon	1997	Proposed	96,000
* Microgynon	1998	Proposed	136,800
Neo-Sampon	06/01/93	Received	196,000
Neo-Sampon	11/23/93	Received	1,000,000
Neo-Sampon	09/22/94	Received	1,460,000
Neo-Sampon	11/22/94	Received	1,196,700
Neo-Sampon	09/15/95	Received	1,460,000
+ Neo-Sampon	06/30/96	Proposed	801,600
+ Neo-Sampon	12/31/96	Proposed	672,000
* Neo-Sampon	1997	Proposed	1,632,000
* Neo-Sampon	1998	Proposed	1,747,200

This shipment is PROPOSED and has not yet been ordered or confirmed from the supplier.
 This shipment represents the aggregate amount of new supply that the program has PROPOSED to order from this supplier for the year and does not indicate a specific shipment quantity or receipt date.

ANNEX 7

CPT Draft Order Cable

TO: SECSTATE
FROM: CDC/Atlanta for Tim Johnson
SUBJECT: Population: Order for Contraceptives
REFERENCE: G/PHN/POF,CLM

USAID/Accra requests CPSD to arrange the shipment of the following contraceptives:

Contraceptive shipping information

Ghana Social Marketing Foundation (CSM)

Contraceptive	Quantity	Date to Arrive in Country
52mm Non-Colored Blue-Gold	762,000	08/31/96
52mm Non Colored Panther	756,000	12/31/96
Depo-Provera (every 3 mos)	16,800	12/31/95
	13,000	03/31/96
	15,000	09/30/96
	17,600	12/31/96
Duofem	188,400	12/31/95
	248,400	03/31/96
	255,600	06/30/96
	248,400	09/30/96
	256,800	12/31/96
Flower Foaming Tablet	974,400	06/30/96
	960,000	09/30/96
	984,000	12/31/96

Send all shipments to:

P.O. Box 9789
K.I.A. Accra
Ghana
Mr. Alex Banful

PLEASE BE SURE THAT THIS SHIPMENT IS DELIVERED DOOR TO DOOR
PLEASE COURIER SHIPPING DOCUMENTS IN ADVANCE TO Alex Banful
Contact person for shipment is: Mr. Don Dickerson, The
Futures Group, tel: 233-21-773217 fax: 233-21-773465
Delivery for DEPO should be to GIHOC Warehouse.
*** Please add following to Consignee address in B/L, Comm
Inv, & P List: 'GOODS IMPORTED UNDER USAID PROJECT NO.
641-0118 FAMILY PLANNING AND HEALTH PROJECT' ***

Mark containers/boxes with:

Mark For - Air Shipments

Mr. Alex Banful
Ghana Social Marketing Foundation (CSM)
P.O. Box 9789
K.I.A. Accra
Ghana

Mark For - Surface Shipments

Mr. Alex Banful
Ghana Social Marketing Foundation (CSM)
P.O. Box 9789
K.I.A. Accra
Ghana

Send documents to:

	Ocean or Air Negotiable	Bill Copy	Pack List	Export Invoice
	1	2	3	3
Same as Consignee				
Deputy Director of Medical Services Ministry of Health P.O. Box M.44 Accra, Ghana		1	1	
Mr. Charles Llewellyn Health, Population, and Nutrition Office USAID/Accra, P.O. Box 1630 Accra, Ghana		1	1	1

B. Ministry of Health

Contraceptive	Quantity	Date to Arrive in Country
52mm Non Colored, No Logo	2,004,000	06/30/96
	2,004,000	09/30/96
	2,742,000	12/31/96
Copper T, 380	10,000	06/30/96
	12,800	12/31/96
Lo-Femenal, Blue Lady	584,400	09/30/95
	500,400	06/30/96
	332,400	09/30/96
	400,800	12/31/96
Norplant	1,400	06/30/96
	1,200	12/31/96

Ovrette	90,000	08/31/95
	31,200	11/30/95
	48,000	06/30/96
	46,800	12/31/96
Conceptrol Foaming Tablet	292,800	09/30/96
	350,400	12/31/96

Send all shipments to:

Ministry of Health
P.O. Box M. 44
Accra, Ghana

Director of Medical Services

PLEASE BE SURE THAT THIS SHIPMENT IS DELIVERED DOOR TO DOOR.
Contact persons for shipment are: Ms. Victoria Assan, MCH/FP
Division tel: 233-21-665421 ext. 4210 and Dr. Henrietta
Odoi-Agyarko, Senior Medical Officer, MCH/FP tel:
233-21-773217 fax: 233-21-773465 (c/o USAID/HPN) *** Please
add following to Consignee address in B/L, Comm Inv, & P
List: 'GOODS IMPORTED UNDER USAID PROJECT NO. 641-0118
FAMILY PLANNING AND HEALTH PROJECT' ***

Mark containers/boxes with:

Mark For - Air Shipments

Director of Medical Services
Ministry of Health
P.O. Box M. 44, Accra, Ghana
Deliver To: Ministry of Health
Central Medical Stores, Tema, Ghana
Attn: Dr. Henrietta Odoi Agyarko

Mark For - Surface Shipments

Director of Medical Services
Ministry of Health
P.O. Box M. 44, Accra, Ghana
Deliver To: Ministry of Health
Central Medical Stores, Tema, Ghana
Attn: Dr. Henrietta Odoi Agyarko

Send documents to:

	Ocean or Air Negotiable	Bill Copy	Pack List	Export Invoice
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Mr. Charles Llewellyn
Health, Pop., & Nutrition Office
USAID/Accra
P.O. Box 1630 Accra, Ghana

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Director, Supplies and Procurement
Ministry of Health
P.O. Box M. 44
Accra, Ghana

1	1	1
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Dr. Henrietta Odoi-Agyarko, Head, MCH/FP
Ministry of Health
P.O. Box M. 44
Accra, Ghana

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2. Source of funding

Charge OYB Transfer from project number .

3. Summary quantities and estimated cost table

Product	Quantity	Cost	Freight	Total
52mm Non-Colored Blue-Gold	762,000	\$38,862	\$1,943	\$40,805
52mm Non Colored Panther	756,000	\$38,556	\$1,928	\$40,484
52mm Non Colored, No Logo	6,750,000	\$344,250	\$17,213	\$361,463
Copper T, 380	22,800	\$26,015	\$1,301	\$27,316
Depo-Provera (every 3 mos)	62,400	\$59,904	\$2,995	\$62,899
Duofem	1,197,600	\$243,624	\$12,181	\$255,805
Lo-Femenal, Blue Lady	1,818,000	\$352,289	\$17,614	\$369,903
Norplant	2,600	\$66,274	\$3,314	\$69,588
Ovrette	216,000	\$38,556	\$1,928	\$40,484
Conceptrol Foaming Tablet	643,200	\$69,466	\$3,473	\$72,939
Flower Foaming Tablet	2,918,400	\$315,187	\$15,759	\$330,946