



PUBLICATIONS

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INTRODUCTION

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For ease of reference the publications are listed under two main headings – i.e. Publications sold by UNIDO, which includes CD-Roms and databases and Publications sold by Co-publishers. The sub-headings refer to the subject matter of the publication concerned. A full alphabetic list of all titles is also presented at the end of the catalogue.

Publications distributed by UNIDO may be ordered by means of the Order Form appended to this catalogue or through online ordering, while those distributed by external co-publishers should be ordered directly from them.

UNIDO Reports (i.e., non-sales) are no longer listed in this catalogue. They are available in PDF format from UNIDO's WebSite [www.unido.org/publications] in fulfillment of UNIDO's function as a global forum for supporting and promoting industrial development.

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PUBLICATIONS SOLD BY UNIDO

Competitive ECONOMY

Gearing up for a new Development Agenda



This book contains the proceedings of UNIDO's Meeting on *Marginalization vs. Prosperity – How to Improve and Spread the Gains of Globalization* held in Venice, Italy, on 28-29 September 2000. The meeting was attended by a select group of outstanding decision-makers in government, international organizations and the private sector as well as scholars from Africa, Asia, Latin America, Europe and North America. The book includes a keynote presentation by the Director-General, Mr. Carlos A. Magariños, where he reviews the developing country experience with the conventional Development Agenda, reflects on its limitations and puts forwards suggestions on how to adapt it so that developing countries can better draw on globalisation to foster domestic development. The book also contains chapters on the multilateral trade system, the mobilization of technological capabilities, and "natural capitalism" by reputable experts as well as a concluding chapter summarizing what was learnt from the meeting and identifying avenues for further efforts towards an updated Development Agenda. The book closes with a summary of the discussions held during the meeting.

Pages: 130; ISBN: 92-1-106419-8; Language: E; Date: 2001; Order No.: ID/411; Price: \$25.00

Reforming the UN System: UNIDO's Need-Driven Model



This volume discusses the rationale for and against multilateral development cooperation, with particular attention to international industrial development during the post-cold war era. It also documents how UNIDO has successfully transformed itself to contribute effectively to the global supply of international public goods within the purview of its mandate. A foreword by U.K. Secretary Clare Short illustrates the good reception that such transformation has elicited amongst the donor community as well as its demonstration and potential spillover effects on the whole of the UN system. The book, which contains testimonies of ambassadors of UNIDO's stakeholder countries as well as contributions by Messrs. J. D.-Martinussen, former Head of the Danish Mission for UNIDO's assessment and R. Ricupero, Secretary-General of the United Nations Conference for Trade and Development (UNCTAD), can be expected to become an indispensable reference work for students of UN affairs and the international relations and development policy communities at large.

Pages: 208; ISBN: 92-1-206176-1; Language: F; Date: 2001; Order No.: ID/413; Price: \$27.00

For the English edition please contact Kluwer Law International, see page 14.

World Directory of Industrial Information Sources

UNIDO, among its knowledge management activities, has developed a database of industrial information sources in order to search, for its clients, the most appropriate sources of technology and equipment. The database, International Referral System, contains profiles of information providers such as information and documentation centers, banks, training institutes, development agencies, manufacturers associations etc. who are prepared to provide entrepreneurs in developing countries with tailor-made answers to their industrial needs.

The World Directory of Industrial Information Sources is the printed product of this database. With this product, the Information Technology and Knowledge Management Section of UNIDO wish to share its knowledge and provide its users with a useful instrument in locating sources of information in all industrial sectors.

Pages: 217; ISBN 92-1-106312-4; Language: E; Date: 2001; Order No.: ID/412; Price: \$50.00 (\$25.00 for non-profit making organizations)



Industry for Growth into the New Millennium



This publication is intended to serve as a UNIDO contribution to the ongoing debate on the role of industrialization in socio-economic development in a globalizing world. This was the core issue of discussion in the Forum on Sustainable Industrial Development held in Vienna on 29 November – 1 December 1999 in conjunction with the eighth session of the General Conference of UNIDO. The publication is structured in two parts: Part A outlines the main issues discussed and conclusions drawn, while Part B presents the full papers and lectures delivered at the forum by the various panelists and other distinguished speakers.

Pages: 260; ISBN: 92-1-106406-6 ; Language: E,S; Date: 2000; Order No: ID/409; Price: \$30.00

African Industry 2000: The Challenge of Going Global



The publication has been prepared by UNIDO as part of its research programme to provide analyses of the industrial development process and emerging policy issues of African industries, with particular emphasis on sub-Saharan Africa and least developed countries. The publication is part of the UNIDO Global Forum function and is intended to stimulate dialogue with African decision-makers concerned with industrial strategy, policy, project development and implementation. It is further intended to serve as a ready source of information for governments, investors, industrialists, international organisations, aid agencies, academics and research institutions. Chapter I provides an Overview of the issues analyzed in the report. Chapter II provides analyses of the overall context for growth and development in sub-Saharan Africa, while Chapter III analyses the growth and structural change of African manufacturing in the country, sector and subsector levels. Chapter IV illustrates industrialization experience of selected countries, i.e. Nigeria, Ghana, Kenya, Mauritius, Uganda, Zambia, Zimbabwe, Cote d'Ivoire and Lesotho. Chapter V and VI analyze the link between industry and trade on the one hand and industry financing and investment on the other. Chapter VII examines South Africa's role in enhancing industrial development in southern Africa. Chapter VIII analyses the overriding importance of improving competitiveness of African industry, while Chapter IX examines industrial strategy and policy imperatives towards accelerating industrial development in sub-Saharan Africa in the 21st century in order to meet the challenge of going global.

Pages: 155; ISBN: 92-1-106402-3; Language: E, F; Date: 1999; Order No.: ID/407; Price: \$ 40.00

Policies for Competition + Competitiveness: Case-Study of Industry in Turkey



This publication covers trade liberalization and its impact on the manufacturing industry of Turkey; liberalization and competition in the Turkish banking market; investment and export subsidies; legal issues; antidumping and anti-subsidy policies; and 'new' trade theories and new trading opportunities for Turkey. The book contains a bibliography and statistical tables.

Pages: 288; ISBN: 92-1-106298-5; Language: E; Date: 1995; Order No: ID/SER.O/17; Price: \$35.00

Maintenance Management Manual – With Special Reference to Developing Countries



Appropriate maintenance is a prerequisite to sustaining the profitability of investment in production equipment. This handbook provides comprehensive guidelines for maintenance and repair management with special reference to developing countries. It addresses such fundamental issues as the definition of maintenance and methods for evaluating maintenance efficiency, as well as providing a wide range of practical advice on the organization and operation of a maintenance department. This includes recommendations for methodologies and quality control of maintenance work; the management of maintenance personnel; maintenance strategies and planning; subcontracting; data collecting;



computer-aided maintenance and equipment documentation and spare parts. The book contains a glossary and bibliography as well as statistical tables, graphs and diagrams.

Pages: 344; ISBN: 92-1-106292-6; Language: E; Date: 1994; Order No: ID/SER.O/15; Price: \$35.00

Using Statistics for Process Control and Improvement: An Introduction to Basic Concepts and Techniques



The publication sets out to provide a first introduction to, and basic guidance in, the use of statistics for process study and improvement. From the broad range of statistical tools available in this area, it selects a representative set for discussion, providing an outline of the objectives of their use and an operational description of underlying calculations and accompanying graphical techniques. These discussions are illustrated by frequent reference to industrial processes. In presenting these statistical methods, an attempt is made to outline, where appropriate, the broader context of management issues within which these methods have to be considered.

Pages: 174; ISBN: 92-1106309-4; Language: E; Date: 1997; Order No.: ID/SER.O/23; Price: \$25.00

ICS Lectures on Industrial Applications of Lasers

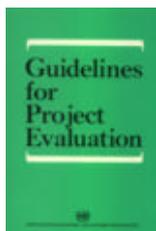


This training package has been prepared by the International Centre for Science and Technology, an industrial technology center operating from Italy under the aegis of UNIDO. The package has been produced under the programme of laser applications and optical technologies. Over the last decade, a number of developing countries have been actively engaged in applying laser technologies in a wide variety of areas, such as medicine, the metals industry, electronics, optics and graphics. The goal throughout this effort has been the improvement of their industrial and economical development, and clearly the key to this interest lies in the high added-value attached

to laser applications and the extent to which they can revolutionize both R&D and industry. An equally important factor is their extremely low ecological impact. The chief goal of the publication is to examine and describe the commonest types of laser in use in industry, while providing a basic scientific background. The various areas of industrial laser applications (cutting, welding, drilling, marketing and scribing), as well as the all-important subject of the laser market, are covered in detail in seven chapters. End-goal is provision of a working guide aligned with UNIDO's strategy of international cooperation towards developing and emerging economies. This strategy privileges a policy of sustainable development that balances the endogenous industrial capacity of development and emerging countries with environmental issues. In this context, the laser applications described here are tailored to the objectives of the high-tech industrial sectors of Latin America, and focus on the expanding endogenous capacity in the laser field in the Region. The publication gives an opportunity to emphasize the importance of advanced technologies of this kind to the industrial development, social welfare and economic growth of Latin America.

Pages: 92; ISBN: 92-1-106408-2; Language: E; Date: 2000; Order No : ID/ICS.2; Price: \$20.00

Guidelines for Project Evaluation

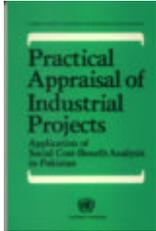


This book is addressed primarily at government project evaluators and is divided into four parts. Part I reviews the reasons for the need for project evaluation, discusses in detail the various objectives that governments typically consider in their national plans, and what role public investment is likely to play in the realization of such objectives. Part II contains a detailed discussion of the shadow prices used in Part I. Part III discusses the meaning and significance of national parameters, social rates of discounting, social values of investment, the shadow prices of unskilled labour and foreign exchange, and the role of national planning in project formulation and evaluation. Part IV presents four case studies.

Pages: 383; Languages: E,C,F,S; Date: 1972 - reprinted 1993; Order No.: ID/SER.H/2; Price: \$25.00



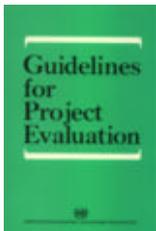
Practical Appraisal of Industrial Project Applications - Application of Social Cost-Benefit Analysis in Pakistan



This study represents a complementary publication to the *Guide to Practical Project Appraisal* (see below) and should be read in conjunction with it. It shows how the procedures discussed in the *Guide* can be applied to actual projects. The study comprises five chapters. Chapter I discusses the principles of social cost-benefit analysis; Chapter II examines the shadow prices relevant for appraising projects within a single country; Chapters III, IV and V apply shadow prices to the appraisal of three industrial projects in Pakistan.

Pages: 181; Language: E; Date: 1980 - reprinted 1983; Order No.: ID/SER.H/4; Price: \$13.00

Manual for the Evaluation of Industrial Projects



This Manual provides an operational step-by-step methodology for industrial project evaluation.

Pages: 139; ISBN 92-1-106111-3; Languages: E, F, S; Date: 1980 - reprinted 1993; Order No.: ID/244; Price: \$16.00

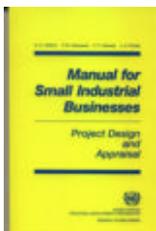
Guide to Practical Project Appraisal – Social Benefit-Cost Analysis in Developing Countries



The Guide establishes a framework which brings together the most important aspects of project appraisal. Its primary focus is on the economic and social benefit-cost analysis of investment projects. The reader is referred to basic references on the technical and financial appraisal of projects at appropriate points.

Pages: 124; Languages: E,F,S; Date: 1986 - reprinted 1995; Order No.: ID/SER.H/3; Price: \$14.00

Manual for Small Industrial Businesses: Project Design and Appraisal



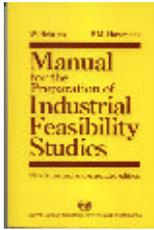
This Manual is intended as an instrument for the promotion of small industrial businesses. It provides guidance on the planning, analysis, appraisal and implementation of investment projects, recognizing the characteristics of small- and medium-scale businesses and avoiding the trap of treating them merely as replicas of large firms. The Manual aims at saving scarce financial resources by shifting much of the data assessment work from the enterprise level to the subsectoral level, where profiles of successful small businesses can be created that are then used as a reference when assessing individual projects. The Manual is intended to complement

the *Manual for the Preparation of Industrial Feasibility Studies* (second edition), and it should be used in conjunction with the COMFAR III Expert software.

Pages: 275; ISBN: 92-1-106295-0; Languages: E,F,S; Date: 1994; Order No: ID/SER.O/16; Price: \$25.00



Manual for the Preparation of Industrial Feasibility Studies



The Manual is divided into three parts: Pre-investment studies and the investment project cycle; The feasibility study; and Annexes. The first part deals with categories and basic aspects of pre-investment studies. The second part constitutes the core of the Manual, and deals with such issues as market research, raw materials, engineering and technology, organization and overhead costs, human resources, implementation planning and financial analysis and investment appraisal. The final part of the Manual offers additional supporting material, including a case study, together with description of techniques for assessment and projection of data. The

Manual offers the unique advantage of its working forms and schedules being fully compatible with the third generation of UNIDO's Computer Model for Feasibility Analysis and Reporting, COMFAR.

Pages: 386; ISBN 92-1-106269-1; Languages: A,E,F,S; Date: 1991 – reprinted 1995;

Order No.: ID/372; Price: \$25.00

The Manual is also available in Italian, Indonesian, Polish and Russian. Please order these language versions from the respective publishers listed below:

Italian: ORBITER s.r.l., Strada Provinciale S. Apollaria S.n.c., Cadella Postale 77, 00039 Zagarolo (Rome), Italy; Tel: +3906-9575510; Fax: +396-9575507

Indonesian: Drs. Djumadi, M.Si., The Research and Development Centre of the Faculty of Social and Political Science, University of Muhammadiyah, Jl HOS cokroaminota 17, Yogyakarta 55253

Polish: Centrum Informacji Menedjera, prof. Dr hab. Krsystyna Cholewicka-Goidzik, 00-687 Warsaw, v1. Wepçlna 69/7; Tel: +4822-6255074; Fax: +4822-287306

Russian: UNIDO-Comfar Unit; UNIDO, P.O. Box 300, A-1400 Vienna, Austria; Tel: +431-26026-3855; Fax: +431-21346-3855; email: unido-comfar@unido.org

Manual on Technology Transfer Negotiations



This Manual comprises 19 modules covering a broad range of topics of critical importance to technology users, administrators and managers. It provides assistance in the choice of technology strategies and in the identification, selection and evaluation of technologies. It also addresses issues of technology negotiation, including negotiated opportunities for technology absorption, learning and innovation. In addition, it provides practical approaches and methodological tools for the analysis of legal, technical and economic aspects of technology transfer and acquisition at the enterprise level. The Manual is universally applicable, and is a valuable tool for technology users from both developing and developed countries, and acknowledges the legitimate interests of both users and owners of technology. This balance was assured through the participation of the Licensing Executives Society in the validation of the Manual.

Pages: 331; ISBN 92-1-106302-7; Language: E,F,S; Date: 1996; Order No: ID/SER.O/18;

Price: \$80.00

Guidelines for Infrastructure Development through Build-Operate-Transfer (BOT) Projects



The Manual covers the entire spectrum of financial and legal issues faced by government authorities and project managers in the development of BOT projects, while offering developing countries the basic orientation needed to design effective BOT strategies. The Guidelines also provide essential practical information on the structure and procedures of BOT arrangements and are intended to help reduce the time and costs involved in developing and contracting BOT projects. The Guidelines contain chapters on the following subjects: introduction to the BOT concept; phases

of a BOT project; economic framework for BOT schemes; the Government's role in providing for successful BOT projects; transfer of technology and capability building through BOT projects; procurement issues and selection of sponsors; financial and economic appraisal of BOT projects; risk identification and management; financial structuring of BOT projects; the contract package; the project agreement; the construction agreement; operation and maintenance contracts; transfer of ownership; and factors that determine success.

Pages: 308; ISBN: 92-1-106304-3; Language: E, F, S; Date: 1996; Order No: ID/SER.O/22;

Price: \$65.00



Sound ENVIRONMENT

Training Package : Integrated Coastal Area Management



The Training Package on Integrated Coastal Area Management has two parts. Part I, which contains 10 modules, consists of lectures on various aspects of coastal area management. Part II contains the visual aids that accompany each of the 10 modules.

Whereas in the past, the approach to planning and management of coastal resources was traditionally sectoral, nowadays, it is oriented towards strategic planning and integrated management. This methodological shift in various of multi-disciplinarity does not quite substitute for the notion of targeting economic activities, but rather complements the manner in which resources in coastal areas are managed. Although the training package focuses on the Mediterranean region per se, the concepts, issues and examples highlighted within most modules may readily be “imported” into other coastal regions and adapted to local circumstances. This training package seeks to complement similar

works on the subject, but may also be utilized separately to conduct, for example, a training course on aspects of integrated coastal area management (ICAM). Each module is a complete course, thus allowing trainers to choose and mix modules according to training needs and requirements.

Pages: Part I: 195; Part II: loose-leaf binder; ISBN: 92-1-106415-5; Language: E; Date: 2001; Order No. ID/ICS.5 (Parts I and II not sold separately); Price: \$25.00

Bioprospecting and Strategies for Industrial Exploitation of Medicinal and Aromatic Plants: Workshop Proceedings, 22-27 September 1997



This publication has been prepared by the International Centre for Science and High Technology (ICS), an industrial technology center operating from Italy under the aegis of UNIDO. It contains a record of a workshop held in Nigeria under the ICS programme on medicinal and aromatic plants, which addresses biodiversity conservation and industrial exploitation of MAP resources together, by providing a scientific and technological platform for sustainable industrial growth. Industrial

utilization of biological diversity has been recognized as a feasible way of adding value to forest resources. For developing countries, it has become crucial to formulate mechanisms for safeguarding a resource that meets the basic needs of their people without compromising the well being of future generations and the integrity of the environment. As several developing countries adopt the western style free market system and political pluralism, the interaction between economic needs and requirements of conservation become even more demanding, complex and urgent. This workshop focused on the possibility of the non-destructive exploitation of forests, through tapping renewable resources that have specific application to the production of new drugs (anti-cancer and anti-infection agents). Three central issues are addressed: improving public awareness of the importance of environmental conservation; introduction of an administrative structure that ensures fair compensation for indigenous communities; recognition, recording and compensation of indigenous knowledge and wisdom and introduction of a system that facilitates these steps. The book gives a global perspective on bioprospecting, a general background to the subject, a summary of the conclusions, and full coverage of the presentations, reports, and discussions. The sessions described cover in-country research and development through co-operative agreements involving capacity building, collaborations, partnerships, and strategic business alliances; acquisition or transfer of appropriate technology for material processing product development; and international bioprospecting arrangements. The publication is suitable for policy- and decision-makers, mid-level scientists, and managers from the private sector and institutions.

Pages: 43; ISBN: 92-1-106407-4; Language: E; Date: 2000; Order No: ID/ICS.1; Price: \$10.00



Energy and Environment Series (1993-1996): The Energy & Environment Series reviews both new and old industrial technologies as available in the early 1990s. Except for researchers, the shelf-life of this information can be decades rather than months and will therefore remain valid for industrialists and their intermediaries in developing countries for some time to come.

Effluent Controls in Industry



This volume contains an article on the management and control chemical effluent in industry. References follow to the pulp and paper, agricultural products processing, metallurgical, plastics and composite industrial sectors, as well as specific waste treatment technologies.

Pages: 190; ISBN 92-1-116563-6; Language: E; Date: 1993; Price: \$25.00

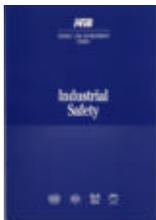
Hazardous Waste Management in Industry



This volume examines the options for the management, treatment and disposal of existing wastes. It covers ways to manage and avoid environmental hazards resulting from a range of industrial activities. Abstracts cover the following subject areas: metallurgy, plastics, ceramics and other composite materials, including business aspects. In addition, a special set of abstracts on waste/site remediation is presented for the consideration of eastern European countries with economies in transition.

Pages: 170; ISBN 92-1-106288-8; Language: E; Date: 1994; Price: \$25.00

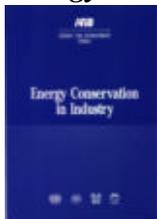
Industrial Safety



This volume deals with issues related to industrial safety and risk, and covers plant operation and occupational health and safety regulations. The first article concerns accident and risk management and was developed as a guide on the subject for UNIDO activities. It covers the types of industrial risks and the nature of control that may be applied to various stages of industrial development, including decommissioning. Abstracts include technical safety guidelines for pesticide formulation in developing countries, and safety in the agro-processing and food industries.

Pages: 164; ISBN 92-1-106293-4; Language: E; Date: 1994; Price: \$25.00

Energy Conservation in Industry



This report covers energy conservation measures in the glass industry. Abstracts include special sections on energy conservation in eastern European countries and numerous items on the environmental situation in Austria.

Pages: 181; ISBN 92-1-106294-2; Language: E; Date: 1994; Price: \$25.00

Waste Minimization in Industry



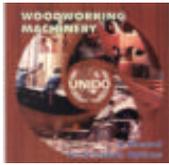
This publication includes coverage of key topics in waste minimization, cleaner production and pollution prevention. In addition, it contains abstracts of papers presented at seminars on cleaner production; the full text of more than 100 case studies on cleaner production; and almost 100 references on waste minimization.

Pages: 223; ISBN 92-1-106299-3; Language: E; Date: 1994; Price: \$25.00



Productive EMPLOYMENT

Woodworking Machinery: A Manual on Selection Options



This manual incorporates comprehensive technical information on 22 of the most important woodworking processes to be used by trainers and professionals in preparation of investment analyses and proposals. For each process it provides an outline of a typical machine, indicative price range, data on specifications, standard and optional equipment and accessories, machine description and operation, safety features, maintenance, spare parts and requirements for labour, auxiliary items and indicative space. The 103 options are arranged in order of increasing sophistication from hand-held, portable tools to automated machinery with EUMABOIS standard reference numbers to facilitate specification and tendering. For some items, example work pieces and typical cutting tools are shown to aid in explaining to students the full range of possible operations. The manual is produced (a) in a loose-leaf format to enable expansion of coverage and (b) also as a CD-ROM with a search function and the facility to download drawings onto a word file and prepare a “virtual factory”. It is intended that this manual will form an important data base along with others describing wood processing production parameters for the “Wood Industry Project Navigator Database” system under development by UNIDO.

Pages: 476; ISBN: 92-1-106405-8; Language: E; Date: 2000; Order No: ID/ 408;
Price for Manual and CD-ROM: \$150.00; Price for the manual only: \$100.00

Technical Criteria for the Selection of Woodworking Machines



As a follow-up to five technical courses on criteria for the selection of woodworking machinery given by UNIDO at the Fifth to Ninth Biennial International Fairs for Woodworking Machinery and Accessories (INTERBIMALL) at Milan, Italy, between 1976 and 1984, UNIDO has arranged a number of subsequent courses on this issue under its own auspices. This publication includes the text of lectures given in these follow-up courses, as well as three additional papers that were not discussed during the courses but distributed to participants.

Pages: 400; ISBN: 92-1-106257-8; Language: E; Date: 1992;
Order No: ID/SER.O/11; Price: \$25.00

Timber Construction for Developing Countries



Introduction to Wood and Timber Engineering

This handbook deals with such matters as natural forestry resources, timber engineering and its applications in developing countries, wood technology, the technical and commercial know-how requirements of timber engineers, the mechanical properties of wood and the seasoning of structural timber. It contains a bibliography, statistical tables, graphs, diagrams and other illustrations.

Pages: 106; ISBN: 92-1-106278-0; Language: E; Date: 1995;
Order No.: ID/SER.O/6; Price: \$20.00



Timber Construction for Developing Countries



Structural Timber and Related Products

This handbook explains the characteristics of structural timber and timber strength grouping systems, the various techniques for grading timber, including structural grading, proof grading and visual grading. It also discusses the properties and standards of plywood, glued laminated timber and wood-based panel products, such as particleboard, fibreboard, waferboard and strandboard. The book contains a bibliography, statistical tables and diagrams.

Pages: 204; ISBN: 92-1-106286-0; Language: E; Date: 1995;
Order No.: ID/SER.O/7; Price: \$25.00

Timber Construction for Developing Countries



Durability and Fire Resistance

This handbook deals with the durability of timber and discusses such issues as fungal deterioration, wood-destroying insects and wood preserving. A separate section of the handbook also deals with the fire resistance of timber. The handbook contains statistical tables, graphs, diagrams and other illustrations.

Pages: 94; ISBN: 92-1-106282-9; Language: E; Date: 1995;
Order No.: ID/SER.O/8; Price: \$20.00

Timber Construction for Developing Countries



Strength Characteristics and Design

This handbook covers the fracture strength of wood; timber connectors (nuts and bolts, nails, screws, joints); the blocking strength of timber columns and beams; load testing structures; the derivation of design properties; an example of the use of Australian standards; and the wind and earthquake resistance of timber buildings. It contains a bibliography, statistical tables, graphs, diagrams and other illustrations.

Pages: 174; ISBN: 92-1-106297-7; Language: E; Date: 1995; Order No.: ID/SER.O/9;

Price: \$25.00

Timber Construction for Developing Countries



Applications and Examples

This handbook provides specifications for the use of timber for structural purposes, including timber framing for housing, and in transport. It also provides specifications for the use of plywood in concrete formwork and the use of green timber in structures. In addition, the book presents case studies in timber construction from Kenya, New Zealand and South East Asia, and from the UNIDO programme for the construction of prefabricated timber bridges. The book contains a bibliography, statistical tables,

diagrams and other illustrations.

Pages: 124; ISBN: 92-1-106296-9; Language: E; Date: 1995; Order No: ID/SER.O/10; Price: \$20.00

Design and Manufacture of Bamboo and Rattan Furniture



This publication deals with the biology, cultivation and conservation of rattan; the supply of rattan for industrial use; the characterization of rattan and the standardization of grading rules. In addition, it provides a review of the distribution, cultivation and types of bamboo, and of the physical properties, testing methodologies and means of preservation of bamboo. It also covers the issues of product design of rattan furniture; planning and management in the rattan and bamboo furniture industry; appropriate technology; surface finishing and the

packaging of furniture for export. The book also contains statistical tables, graphs, diagrams, maps and other illustrations.

Pages: 260; ISBN: 92-1-106308-6; Language: E; Date: 1996; Order No: ID/SER.O/12;

Price: \$25.00



CD-Rom Publications

How to Start Manufacturing Industries

Technological and Investment Perspectives: Volumes I to V 1981-1996



A series of plant profiles to assist entrepreneurs in developing countries to establish manufacturing concerns in selected industrial sectors. Each profile contains a brief description of the manufacturing process involved; the necessary raw materials, machinery and equipment; and labour, investment and production costs. It does not go into details, nor is it a replacement for a feasibility study; it is intended only to stimulate project promoters and sponsors in developing countries and to help identify suitable products for manufacture at home.

Price: \$ 15.00 including shipping charge

Technology Foresight: A UNIDO-ICS Initiative for Latin America and the Caribbean, Workshop, Trieste, Italy, 7-9 December 1999



Workshop Proceedings

Price: \$ 15.00 including shipping charge

Regional Forum on Industrial Cooperation and Partnership in Central and Eastern Europe and the Newly Independent States Budapest, Hungary 11-12 October 2000



Includes 10 reports from the Forum and the final report.

Price: \$ 15.00 including shipping charge

A Manual on the Essential Oil Industry



A manual on production, processing and commercialization of essential oils and aromatic plants

Price: \$ 15.00 including shipping charge



PUBLICATIONS SOLD BY CO-PUBLISHERS

(Please order these publications from the respective co-publisher at the given address)

Competitive ECONOMY

Reforming the UN System: UNIDO's Need-Driven Model



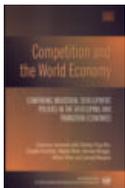
This volume discusses the rationale for and against multilateral development cooperation, with particular attention to international industrial development during the post-cold war era. It also documents how UNIDO has successfully transformed itself to contribute effectively to the global supply of international public goods within the purview of its mandate. A foreword by U.K. Secretary Clare Short illustrates the good reception that such transformation has elicited amongst the donor community as well as its demonstration and potential spillover effects on the whole of the UN system. The book, which contains testimonies of ambassadors of UNIDO's stakeholder countries as well as contributions by Messrs. J. D.-Martinussen, former Head of the Danish Mission for UNIDO's assessment and R. Ricupero, Secretary-General of the United Nations Conference for Trade and Development (UNCTAD), can be expected to become an indispensable reference work for students of UN affairs and the international relations and development policy communities at large.

Pages: 208; ISBN 90-411-1669-9; Language: E; Date: 2001; Co-publisher: Kluwer Law International; \$40.00

Contact: Kluwer Academic Publishers, Order Department, P.O. Box 358, Accord Station, Hingham, MA 02018-0358, USA; Tel : (781) 871-6600; Fax : (781) 681-9045; E-mail: kluwer@wkap.com OR

Kluwer Academic Publishers, Book Department, P.O. Box 322, 3300 AH Dordrecht, The Netherlands; Tel: (+31) 78 639 23 92; Fax : (+31) 78 654 64 74 ; E-mail: orderdept@wkap.nl

Competition and the World Economy



The book looks at key policy issues in manufacturing including international best practices, policy convergence and policy benchmarking. It discusses the measurement of manufacturing competitiveness and the policies necessary for companies to compete successfully in the new global economy. The policy recommendations are underpinned through a wide range of case studies from different regions and countries. The book offers policymakers, scholars and researchers a unique perspective, and serves as a comprehensive guide for formulating policies vital for national industrial development and integration into the world economy. It will help those concerned with policy formulation in developing and transitional countries take informed decisions and better cope with the challenges and opportunities of the global economy.

Pages: 454; ISBN 1-84064-192-4; Language: E; Date: 1999; Co-publisher: Edward Elgar; £69.95

Contact: Marston Book Services Ltd., P.O. Box 269, Abingdon, OXON OX14 4YN, UK; Fax: +44-1235-465-555; email: direct.order@marston.co.uk; OR Edward Elgar Publishing, Inc. , P.O. Box 574, Williston VT 05495-0080, USA, Fax: +802) 864 7626; e-mail: eep.orders@AIDCVT.com

The International Yearbook of Industrial Statistics 2001



A unique and comprehensive source of industrial information, the annual International Yearbook of Industrial Statistics is the only international publication providing economists, planners, policy makers and business people with world-wide statistics on current performance and trends in the manufacturing sector. Covering countries and areas worldwide and giving up-to-date statistical indicators, the Yearbook facilitates detailed inter-national comparisons relating to the manufacturing sector. They enable analysis of growth patterns, structural change and industrial performance in individual industries. Its information is compiled from the UNIDO General Industrial



Statistics Database, which comprises data obtained directly from national statistical sources or through the Organization for Economic Co-operation and Development (OECD), and from UNIDO's own estimates. These data have been adjusted to the requirements of international comparability and to standards promulgated by the United Nations, as necessary.

Pages: 724; ISBN 1-84064-299-8; Language: E; Date: 2001; Co-publisher: Edward Elgar; £ 145.00

Contact: Marston Book Services Ltd., P.O. Box 269, Abingdon, OXON OX14 4YN, UK, Fax: +44-1235-465 555; e-mail: direct.order@marston.co.uk; OR from Edward Elgar Publishing Inc., 2 Winter Sport Lane, PO Box 574, Williston VT 05495-0080, USA, Fax: +(802) 864-7626; e-mail: eep.orders@AIDCVT.com

Industrial Economics for Countries in Transition: Evidence from Eastern Europe and Asia Pacific

This book focuses on the problems confronting public authorities in countries with economies in transition. It is based on a large, diversified and first-hand body of empirical data analyzed in terms of mainstream industrial economic theory. The long-term prospects for industrial growth, the accumulation of technology and the overall framework of economic restructuring and industrial reform are explored. The role of government in emerging market economies and agencies is also covered, as are other major issues such as restructuring and privatization, industrial strategy and trade policy, tax reform, incomes policy and productivity growth.

Pages: 244; ISBN 185898-521-8; Language: E; Date: 1996; Co-publisher: Edward Elgar; £45.00/\$70.00

Contact: Marston Book Services Ltd., P.O. Box 269, Abingdon, OXON OX14 4YN, UK, Fax: +44-1235-465 555; e-mail: direct.order@marston.co.uk OR Edward Elgar Publishing, Inc., P.O. Box 574, Williston VT 05495-0080, USA, Fax: +802) 864 7626; e-mail: eep.orders@AIDCVT.com

Beyond Quality: An Agenda for Improving Manufacturing Capabilities in Developing Countries



Global manufacturing has been altered by the emergence of a new approach to production which differs radically from the principles of mass production. This approach has been characterized by successful manufacturers in Asia and the West who have engaged in a continuous improvement of quality, process productivity and cost performance. The authors of *Beyond Quality* argue that many of the methods used by these new firms are equally suitable for manufacturers in developing countries and the transition economies of Eastern and Central Europe. Using case study material from Latin America, Africa and Central Europe, the authors demonstrate that it is the skill and organization of people - rather than sophisticated equipment - which determines growth in productivity and product quality. These new forms of improvement are not dependent on economies of scale and so provide small producers with the flexibility to compete effectively against mass producers.

Pages: 208; ISBN 1-85898-120-4; Language: E; Date: 1995; Co-publisher: Edward Elgar; £49.50/\$80.00

Contact: Marston Book Services Ltd., P.O. Box 269, Abingdon, OXON OX14 4YN, UK, Fax: +44-1235-465 555; e-mail: direct.order@marston.co.uk OR Edward Elgar Publishing, Inc., P.O. Box 574, Williston VT 05495-0080, USA, Fax: (+802) 864 7626; e-mail: eep.orders@AIDCVT.com

Competing in a Global Economy: An Empirical Study on Specialization and Trade in Manufactures



This study analyzes the impact on manufacturing production and trade of the globalization of the world economy. It covers such issues as the transformation of world industry; internationalization; structural change; inter-industrial trends; inter-industry trade in a global system; two-way trade in similar products; international patterns of factor endowments; factor requirements, output and trade; country differences and similarities and the structure of trade; economies of scale and market structure; and intra-industry trade versus inter-industry trade. The book contains a bibliography, statistical tables and graphs.

Pages: 225; ISBN 0 04-445619-0; Date: 1990; Co-publisher: Routledge; £28.00

Contact: Routledge, Cheriton House, North Way, Andover, Hampshire SP10 5BE, UK, Fax: +44-1264-342 792



Sound ENVIRONMENT

Pesticide Formulation



While the manufacture of active ingredients is beyond the capabilities of most developing countries, more and more of these countries are opting for pesticide formulation since it gives them the option of changing pesticides as and when needed and also of moving towards user- and environment friendly pesticide formulations. The book seeks to give the pesticide industry better access to advances in pesticide technology and to encourage it to seek the advice needed to make the industry more responsible for the safety of the public and the environment. Along with other topics, the book aims to assist in decision making at different levels so that the best use is made of synthetic organic pesticides in combination with other, non-chemical means of achieving food security.

Pages: 484; ISBN: 81-224-1069-3; Language: E; Date: 1998; Co-publisher: New Age International (P) Ltd.; \$37.00; Educational Institution: \$20.00 (ordering 5 or more copies)

Contact: New Age International (P) Ltd., 4835/24, Ansari Road, Daryaganj, New Delhi - 110002, INDIA, Fax: 91-11-3288149, 3267437, E-mail: Del.nail@access.net.in

Fertilizer Manual (3rd edition)

The 3rd edition of the Fertilizer Manual, prepared jointly by UNIDO and the International Fertilizer Development Center, is a comprehensive reference work on the production, distribution and application of both organic and inorganic fertilizers. This completely revised edition takes into account the major advances in fertilizer technology that have taken place since the last edition was published in 1979. It is intended to help meet the global challenges created by a burgeoning world population, a steady shrinkage of the remaining land area available for conversion to agricultural uses, and mounting food insecurity, which were highlighted at the World Food Summit held in November 1996 in Rome.

Pages: 615; ISBN 0-7923-5032-4; Language: E; Date: 1998; Co-publisher: Kluwer Academic Publishers; \$50.00

Contact: International Fertilizer Development Center, P.O. Box 2040, Muscle Shoals, AL 35662, USA, Fax: +205-381-7408

Genetically Modified Organisms



For a number of years the promise of biotechnology has been dimmed by concerns over the intrinsic safety of transgenic organisms. Although considerable knowledge of the properties of recombinant systems and a vast volume of data gathered from different applications of biotechnology are now available, these concerns are still evident. In the developing world, there are also fears that such countries might be used as testing grounds for recombinant products. Considerations of this nature have often overshadowed the benefits these countries might derive from the application of genetic engineering. In response to these concerns, UNIDO, together with the United Nations Environment Programme and the World Health Organization, formed in 1985 the Informal Working Group on Biosafety. In 1991 the Food and Agriculture Organization of the United Nations also joined the Group. The present volume was commissioned by the Group and is intended to help scientists and regulators to conceptualize the major issues underlying biological safety as well as to understand how these affect policies to regulate biotechnology.

Pages: 224; ISBN 085198-972-1; Language: E; Date: 1995; Co-publisher: CAB International; £45.00/US\$ 75.00;

Contact: CAB International, Wallingford, Oxfordshire OX10 8DE, UK ; Fax: +44-1491-833508; email : cabweb@cabi.org



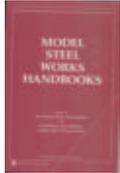
African Directory of Sources of Industrial and Technological Information (Referral system)

This document is a regional directory of sources of industrial information, market information and information of existing technology in Africa. It covers various industrial sectors and activities, including financing, marketing, trade, training, research and development, and information processing, and provides profiles of a selection of suppliers of industrial, technological and business information.

Pages: 284; Language: E; Date: 1996;

Contact: African Regional Centre for Technology (ARCT), Immeuble FAHD, Avenue Dijly Mbaye BP 2435 Dakar, Senegal, Fax: +221-237713, e-mail: arct@endadak.gn.apc.org

Model Steel Works Handbooks



This book presents technical and operative guidelines for plant managers developed as a result of the 1991 UNIDO Technical Workshop on Model Steel Works. Seven practical solution oriented operative handbooks for application of clean production operations are presented. Individual handbooks focus on such topics as the recycling of steel making slag and sludge; a system for the collection and reuse of lime, and in-plant monitoring of air and water.

Pages: 352; ISBN: 0-911131-85-X; Date: 1992; Co-publisher: Princeton Scientific Publishing Co., Inc.; \$30.00

Contact: Princeton Scientific Publishing Co., Inc. P.O. Box 2155, Princeton, NJ 08543, USA;

Tel: (609) 683-4750; Fax: (609) 683-0838; email: pspubInc@aol.com



DATABASES AND SOFTWARE

Industrial Development Energy Technology Investment Framework (IDENTIFY)

IDENTIFY assesses the impact of introducing improved industrial technologies and practices on the reduction of green-house gas emission, and resulting cost and non-economic benefits for identification of opportunities under the new mechanisms established by the Kyoto Protocol, especially the Cleaner Development Mechanism. The software is still being tested under controlled conditions in selected developing countries and with other partners before upgrading for more general release. Should you be interested in this phase of development, please contact us.

Business Environment Strategic Toolkit (BEST)

The Business Environment Strategic Toolkit (BEST) is one of two tools developed for small and medium-sized companies (see also Financial Improvement Toolkit, FIT) to help them upgrade in the context of the emerging liberalized trade order. Both focus on putting operational indicators to work in the small firm's decision-making processes. BEST translates company objectives into a coherent set of performance measures. Using the latest approaches to operations control, it concentrates on overall quality in production and market responsiveness. Unlike conventional accounting systems, the toolkit integrates both financial and non-financial criteria, thereby helping to achieve a higher degree of performance and competitiveness.

UNIDO offers special one-week training courses in both BEST and FIT to groups of enterprises.

Price: available on request

Financial Improvement Toolkit (FIT)

The Financial Improvement Toolkit (FIT) is one of two tools developed by UNIDO for small and medium-sized companies (see also Business Environment Strategic Toolkit, BEST) to help them upgrade in the context of the emerging liberalized trade order. Both focus on putting operational indicators to work in the decision-making processes of small firms. FIT enables annual analyses of strategic business units required for financial decisions. Using standard accounting data, it processes marketing and R & D costs to give 18 indicators for further analysis, e.g. added value, working capital and sales per employee.

UNIDO offers special one-week training courses in both BEST and FIT to groups of enterprises. Price: available on request

Computer Model for Feasibility Analysis and Reporting (COMFAR III Expert)



The *COMFAR III Product Palette* consists of three fully data-compatible software products, all of them developed by UNIDO:

COMFAR III Expert is a software to facilitate the financial and economic appraisal of investment projects. It permits the user to simulate the short- and long-term financial situation of industrial and non-industrial investment projects, from new investments to rehabilitation, expansion, privatization and joint-venture projects. The type of projects, that can be analyzed with COMFAR III Expert, ranges from small and medium scale to large-scale production units such as chemical plants.

COMFAR III Business Planner includes the full functionality of COMFAR III Expert, excluding the economic cost-benefit module (macroeconomic appraisal).

COMFAR III Mini Expert, also developed by UNIDO, is a software for those financial analysts particularly interested in the preliminary assessment of investment opportunities from the purely financial point of view.

All three programmes are fully data-compatible and can be used with Microsoft Windows 95/98 and Windows NT 4.0, Windows 2000/ME and Windows XP. They may be installed on stand-alone PC's or in Local Area Networks (LAN).



Price: COMFAR III Expert ranges between US\$5,400 to US\$500, depending on the country of origin (Industrialized, Developing or LDC) and the type (commercial, non-commercial or university) of the licensee.

COMFAR III *Business Planner* ranges between US\$4,400 to US\$500.

COMFAR III *Mini Expert* is available for US\$500.00.

Language(s): E, F, G, S, R; also Chinese, Croatian, Czech, Italian, Indonesian Bahasa, Japanese, Polish, Portuguese and Slovak. Other languages will follow, depending on demand.

Note: UNIDO offers special training courses in all three COMFAR III products. For detailed information please contact: UNIDO-COMFAR Unit; UNIDO, P.O. Box 300, A-1400; Vienna, Austria; Tel: +431-26026-3855; Fax: +431-26026-6807; email: comfar@unido.org; web: <http://www.unido.org/comfar>

UNIDO Database of Industrial Statistics - 3-Digit Level

Information is presented by country, year and industry, and each of the following items is covered: value added, output, wages and salaries, gross fixed capital formation (all in current prices), number of establishments, employment, females employed and production indexes. The International Standard Industrial Classification of All Economic Activities (ISIC Revision 2) has been employed throughout this database, with country data based on other classification systems having been adjusted to meet the concepts and definitions associated with the ISIC classification to the extent possible. The database is available for sale in two versions, i.e. INDSTAT3 (covering the period 1963-1998) and INDSTATR (covering the period 1980-1998). Both versions cover more than 170 countries. The data are arranged according to the ISIC at the three-digit level, which provides for the inclusion of 29 industries in the manufacturing sector.

CD-ROM: The database is available on CD-ROM and is distributed with a user-friendly query and retrieval program for MS Windows. Data can be easily selected and displayed via a menu-driven interface and can be exported to ASCII and CSV (comma-separated values) file formats.

Price: For commercial firms:

INDSTAT3: Initial purchase \$1,500.00, yearly update \$450.00.

INDSTATR: Initial purchase \$1,050, yearly update \$450.00.

For universities, non profit research institutions and government agencies:

INDSTAT3: Initial purchase \$500.00, yearly update \$150.00.

INDSTATR: Initial purchase \$350.00, yearly update \$50.00.

For secondary disseminators different rates are applied. Information on request.

UNIDO Database of Industrial Statistics - 4-Digit Level

Information is presented by country, year and industry, and covers the following variables: value added, output, gross fixed capital formation, wages and salaries, number of establishments, employment and females employed. The International Standard Industrial Classification of All Economic Activities (ISIC Revision 2) has been employed throughout this database, with country data based on other classification systems having been adjusted to meet the concepts and definitions associated with the ISIC classification to the extent possible. The database covers over 100 countries/areas. The data generally relate to the period 1981-1998 inclusive, and are arranged according to the ISIC (Revision 2) at the four-digit level, which comprises 81 manufacturing industries. Updates will be released annually.

CD-ROM: The database is available on CD-ROM and is distributed with a user-friendly query and retrieval program for MS Windows. Data can be easily selected and displayed via a menu-driven interface and can be exported to various PC file formats (e.g. ASCII, CSV).

Price: For commercial firms:

CD-ROM comprising the entire database: Initial purchase \$450.00, yearly update \$150.00.

For universities, non-profit research institutions and government agencies:

CD-ROM comprising the entire database: Initial purchase \$150.00, yearly update \$50.00.

For secondary disseminators different rates are applied. Information on request.

UNIDO Industrial Demand-Supply Balance Database

This database contains annual data on output, imports, exports and apparent consumption in current US Dollars. The data are arranged according to the ISIC (Revision 2) at the 4digit level (which



comprises 81 manufacturing industries) and presented by country, ISIC category and year. UNIDO updates the database annually. The database covers approximately 70 countries/areas, and the period 1981-1997 (period coverage differs from country to country). The database is available on CD-ROM and is distributed with a user-friendly query and retrieval program for MS Windows. Data can be easily selected and displayed via a menu-driven interface and can be exported to ASCII text and comma-separated file formats.

Price: For commercial firms: Initial purchase \$300.00, yearly update \$120.00;

For universities, research institutions and government agencies: Initial purchase \$100.00, yearly update \$40.00.

For secondary disseminators different rates are applied. Information on request.

Databank for Investment Promotion Programme (DIPP)

DIPP is an integrated software package designed and copyrighted by UNIDO to automate the maintenance and use of information necessary for an investment promotion programme. It integrates information on projects, sponsors (national investors) and investors (foreign partners) as well as on the promotion, negotiation and follow-up of projects. DIPP's menu-driven concept makes its use simple, flexible and immediate. DIPP is a stand-alone programme available for single users or network systems.



ONLINE

UNIDO Reports (i.e., non-sales) are no longer listed in this catalogue. They are available in PDF format from UNIDO's WebSite [www.unido.org/publications] in fulfillment of UNIDO's function as a global forum for supporting and promoting industrial development.

BINAS Journal (quarterly)

This journal is a publication of Cleaner Production and Environmental Management Branch of UNIDO. It deals with global issues pertaining specifically to biotechnology regulation and draws attention to significant forthcoming events in this field. The journal is part of the BINAS (Biosafety Information Network and Advisory Service) network and can be accessed on line at <http://binas.unido.org/binas/lib.shtml>

Industrial Development Abstracts Database (IDA)

The Industrial Development Abstracts (IDA) contains over 11,000 fully indexed abstracts of UNIDO documentation and includes descriptions of major studies and reports, reports resulting from UNIDO's technical cooperation activities, reports and proceedings of expert working groups, workshops and seminars, and publications in series. The time frame is from 1981 to today. New entries are added each month. IDA is an important source of information on the activities of the United Nations Industrial Development Organization (UNIDO) to assist industrialization in developing countries. Much of the work is unique and unpublished elsewhere. The database is accessible via the Internet at <http://www.unido.org/IDA.html>.



UNIDO VIDEOS: *Please indicate NTSC or PAL requirement.
The French versions are available only in SECAM*

Build-Operate-Transfer (BOT)

Drawing attention to build-operate-transfer (BOT) schemes as an innovative means of promoting private investment and technology transfer for industrial public infrastructure development, the film shows the establishment of guidelines, standard contracts and procedures, technical and policy advice and capacity building.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 12 minutes; Language: E; Date: 1998; Order No.: Video 98/0; Price: \$10.00

Danger and Hope

Features the problem of artisanal gold mining in Surinam. This industry is expanding rapidly due to the adverse economic situation that leaves little alternative means of subsistence to miners in the area facing the threat of mercury pollution. UNIDO is working in partnership with the Surinam Government focusing on low-cost solutions such as reports which should ensure environmentally-friendly mining in the future.

Available in Betacam for broadcast purposes and VHS for other use;

Length 9 minutes; Language: E; Date: 1998; Order No.: Video 98/02; Price: \$10.00

Getting it right

Describes how the introduction of environmentally sound technologies proposed by UNIDO simultaneously reduced pollution discharge and increased productivity in two industries. In Chile, technical innovations and improved processing in the fishing industry radically reduced effluent discharge into the sea and cut production costs. In India, installation of a chrome recovery and reuse system for the leather tanning industry minimized the generation of chromium sulfate hazardous waste and improved production efficiency.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 7 minutes; Language: E; Date: 1998; Order No.: Video 98/03; Price: \$10.00

Lifting the Clouds

This video shows how a factory in Romania was cleaned-up by a UNIDO project. Featuring a lead and zinc smelter before and after the clean-up, the video tells how the plant engineers and workers were assisted by an international team of UNIDO experts in the introduction of good housekeeping methods at the factory. People of the Copsa Mica village tell how their lives were changed and their health improved after the smelter introduced the measures. The video also brings interviews with staff of the plant and a UNIDO director.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 6 minutes; Language: E; Date: 1997; Order No. : Video 97/01; Price: \$10.00

Women in Industry

This video presents three new features on people's life:

- "Platform for the Future" tells how simple technology can improve life, alleviate hard manual work and create an income for women in some of Africa's least developed countries;
- "Made to Last" tells how a training scheme for Kenya's leather industry sponsored by UNIDO has lifted the quality of their products and enhanced their export value;
- "Making a Difference" tells how a group of Tanzanian women have transformed themselves into successful entrepreneurs with thriving food processing businesses following a training programme sponsored by UNIDO.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 12 minutes; Language: E; Date: 1997; Order No.: Video 97/02; Price: \$10.00



Enterprising Africa

This video focuses on small and medium-sized industries, illustrating the social and economic impact of SMEs on people's lives in Morocco, Uganda, Senegal and Tanzania. It shows how SMEs can change the economic climate and act as a motor for the national economies of these countries.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 16 minutes 45 seconds; Languages: E, F; Date: 1997; Order No.: Video 97/03; Price: \$10.00

Reforming Senegal's Fishing Sector

Featuring the problems faced by the fishing industry in Senegal, this video shows how appropriate reforms have averted the crisis that would have occurred if the European Union had banned Senegalese fish products.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 3 minutes 25 seconds; Languages: E, F; Date: 1997; Order No.: Video 97/04; Price \$10.00

Sweet Success in the Sugar Industry

Prepared in connection with the UNIDO-sponsored DESIRE (DEmonstration in Small Industries for Reducing waste) programme, this video illustrates the problems of waste in cane sugar processing, and the success that has been achieved by applying the DESIRE methodology in the Mexican sugar industry.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 8 minutes; Language: E; Date: 1997; Order No.: Video 97/05; Price: \$10.00

Sustainable Industrial Development

UNIDO programmes build on the three elements of sustainable development: making industries more competitive; creating productive employment; and minimizing the impact of industry on the environment. This video focuses on three projects: fisheries in Chile, leather in Kenya, and pulp and paper in India, in which UNIDO has integrated all three concerns to promote sustainable industrial development.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 9 minutes 25 seconds; Languages: E,F,S; Date: 1997; Order No: Video 97/06; Price: \$10.00

From Promise to Reality - Investing in Africa's Industrial Future

This video features UNIDO's main partners in Africa: policy makers, entrepreneurs and other key partners in the private sector. It shows UNIDO's three approaches to resource mobilization: subcontracting, joint ventures and technical cooperation projects. The main emphasis is on partnerships between UNIDO and governments; governments and industry; UNIDO and industry; and between small and large firms within the manufacturing sector.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 15 minutes; Languages: E, F; Date: 1996; Order No.: Video 96/01; Price: \$10.00

Cleaner Production / A global trend

This video presents a worldwide selection of UNIDO-funded cleaner production demonstration projects: fish processing in Chile; textiles in India; electroplating in the Czech Republic; cement-making in Egypt; and brewing in Zimbabwe. In all of these cases the participating firms reduced waste and increased profits.

Available in U-matic high band for broadcast purposes and VHS for other use;

Length: 4 minutes; Languages: E, G; Date: 1996; Order No.: Video 96/02; Price: \$10.00



Ganancias sin Residuos

This video presents cleaner industrial production as a strategy applied to the existing manufacturing processes to enhance their efficiency and reduce human and environmental risks. It focuses on technical cooperation projects in the fishery industry in Chile; the sugar industry in Mexico; and the textile sector in Brazil.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 14 minutes; Language: S; Date: 1996; Order No.: Video 96/03; Price: \$10.00

National Cleaner Production Centres

Presenting the joint initiative of UNIDO and the United Nations Environmental Programme (UNEP) for the establishment of national cleaner production centres, this video shows it to be an effective means of creating national capacity to promote cleaner production and ensuring its sustained application in industry, thereby saving water, energy and materials. The centres are the hub of a network of people and organizations specializing in cleaner industrial production in the country, and provide in-plant demonstrations, training, information dissemination and policy assessment and advice.

Available in Betacam for broadcast purposes and VHS for other use;

Length: 9 minutes; Languages: E, S; Date: 1996; Order No.: Video 96/04; Price: \$10.00

From Waste to Profits - the Indian Experience

This video presents cleaner industrial production as a strategy applied to the existing production systems to enhance their efficiency and reduce human and environmental risk, emphasizing the avoidance of waste generation in the production process and saving materials, water and energy. Produced as part of a training kit, it explains UNIDO's programme on cleaner production and presents achievements in five small- and medium-sized plants that participated in demonstration projects.

Available in U-matic high band for broadcast purposes and VHS for other use;

Length: 20 minutes; Language: E; Date: 1996; Order No.: Video 96/05; Price: \$15.00

Republic of Guinea - Africa's Hidden Treasure

It shows Guinea rich in natural resources with potential for international investment. The government has introduced reforms in commerce and improvements in the banking system, as well as in the infrastructure to attract foreign investment.

Available in Betacam for broadcast purposes and VHS for other use;

Length 12 minutes; Languages: E,F; Date: 1996; Order No.: Video 96/06; Price: \$10.00

ESID - Ecologically Sustainable Industrial Development

Prepared as part of the Training Course on Ecologically Sustainable Industrial Development (see page 4), this video package and contains seven films: Our Common Future (13 minutes); Greenbucks (24.30 minutes); Pollution Prevention: Swedish Experience (21 minutes); Competitive Edge (17 minutes); Money Down the Drain (18 minutes); Development and the Environment: A New Partnership (18 minutes); and Paper Forest (27 minutes).

Available in U-matic high band for broadcast purposes and VHS (PAL) for other use;

Length: 2 hours, 18 minutes; Language: E; Date: 1995; Order No.: Video 95/01; Price: \$25.00

Subcontracting and Partnership Exchange

Presenting UNIDO's programme for the establishment of sub-contracting and partnership exchanges, this video highlights successful UNIDO projects in Colombia, Peru and Tunisia, and the establishment of regional programmes for the Latin American and Arab regions. It includes lively interviews with large contracting firms, small subcontractors and suppliers, and with managers of sub-contracting exchanges.

Edited master: U-matic high band/PAL system;



Length: 18 minutes; Languages: E,F; Date: 1995; Order No: Video 95/02; Price: \$15.00

The Keys to Progress

Focusing on the positive relationship between training, industrial development and social-economic progress in Africa, this video emphasizes the continent's industrial diversity and thus the wide variety of assistance required and the skills to be learned. The film introduces four elements: the importance of education; introduction of basic industry into rural areas; developing small industry in urban areas and specialized training and development for larger industries. It is illustrated with examples in Burkina Faso, Egypt, Kenya, Mali and Zimbabwe.

Edited master: U-matic high band/PAL system;

Length: 18 minutes; Languages: E,F; Date: 1995; Order No: Video 95/03; Price: \$15.00

Private Industry - Engine of Progress

This video deals with efforts to promote industrialization within the Industrial Development Decade for Africa (IDDA). It focuses on private sector development as the engine of industrial development in the Ivory Coast, Ghana, Madagascar, Tunisia and Uganda, and illustrates the prerequisites at policy, institutional and business environment levels, essential for private enterprise to flourish. The video covers industry-service and company level matters and depicts the crucial role that international organizations can play in private sector development.

Available in U-matic high band for broadcast purposes and VHS for other use;

Length: 3 minutes 25 seconds; Languages: E,F; Date: 1994; Order No.: Video 94/01; Price: \$10.00

ASEAN Song

This video portrays a successful exhibit of handcrafted objects made in Southeast Asia at the Museum of Ethnology in Vienna, Austria. The exhibit was the culmination of a UNIDO project to develop entrepreneurship and export orientation among artisans and to change the image of handicrafts from Indonesia, Malaysia, the Philippines and Thailand.

Available in U-matic high band for broadcast purposes and VHS for other use;

Length: 6 minutes; Language: E; Date: 1994; Order No.: Video 94/02; Price: \$10.00



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