No. 1

BASIC DESIGN STUDY
ON
THE CONSTRUCTION PROJECT
FOR
THE PHILIPPINE TRADE TRAINING CENTER
IN
THE REPUBLIC OF THE PHILIPPINES

DECEMBER, 1986

JAPAN INTERNATIONAL COOPERATION AGENCY

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PREFACE

In response to the request of the Government of the Republic of the Philippines, the Government of Japan has decided to conduct a basic design study on the establishment of Philippine Trade Training Center (PTTC) and entrusted the study to the Japan International Cooperation Agency (JICA). JICA sent to the Philippines a study team headed by Mr. Hiroyoshi Ihara, Special Assistant for Grant Aid, Grant Aid Division, Economic Cooperation Bureau, Ministry of Foreign Affairs from July 31 to August 20, 1986.

The team had discussions on the Project with the officials concerned of the Government of the Philippines and conducted a field survey in Metro Manila area. After the team returned to Japan, further studies were made, a draft report was prepared and, for the explanation and discussion of it, a mission headed by Mr. Minoru Ekuni, Grant Aid Division, Economic Cooperation Bureau, Ministry of Foreign Affairs was sent to the Philippines from October 30 to November 8, 1986. As a result, the present report has been prepared.

I hope that this report will serve for the development of the project and contribute to the promotion of friendly relations between our two countries.

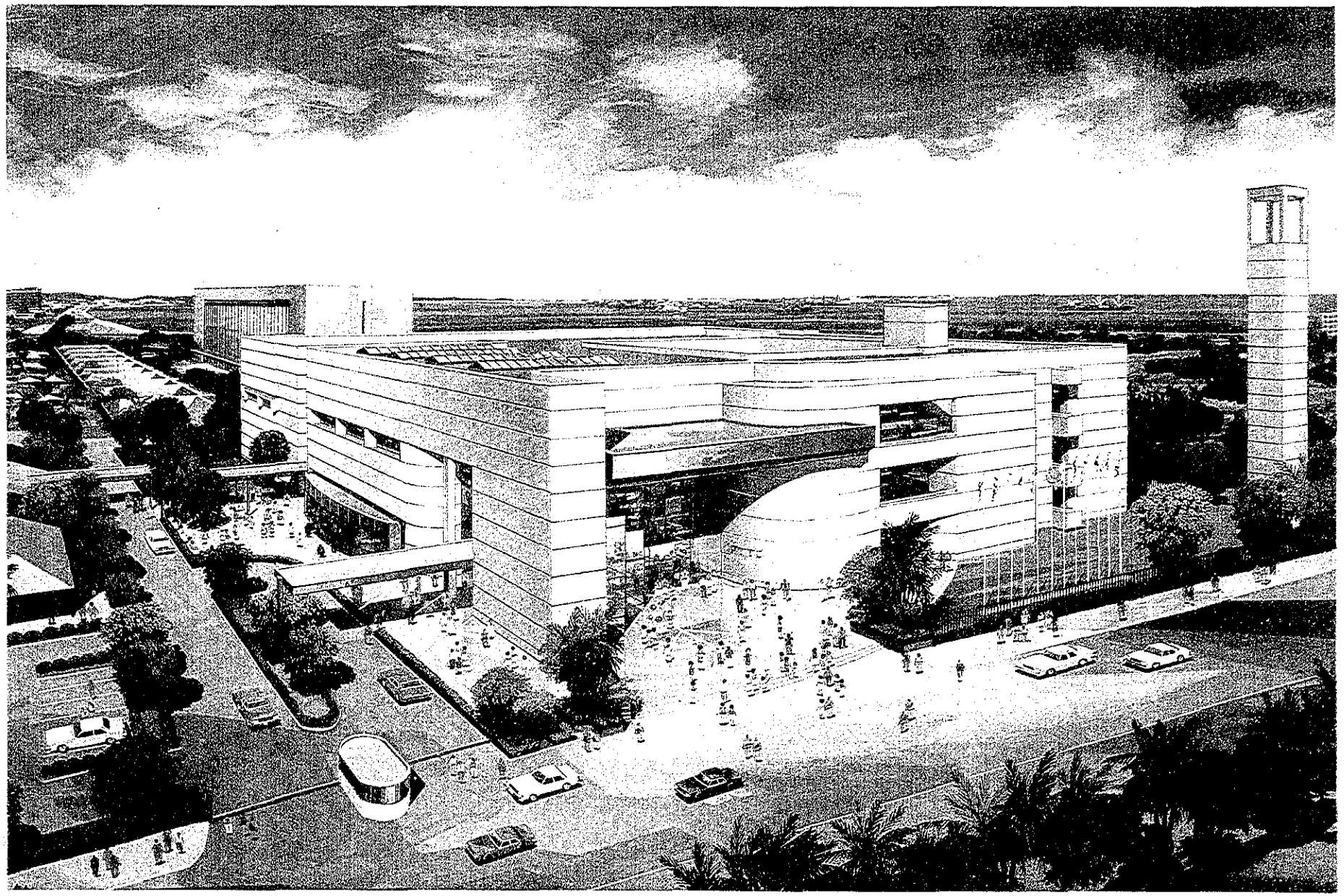
I wish to express my deep appreciation to the officials concerned of the Government of the Republic of the Philippines for their close cooperation extended to the team.

December, 1986.

Keisuke Arita

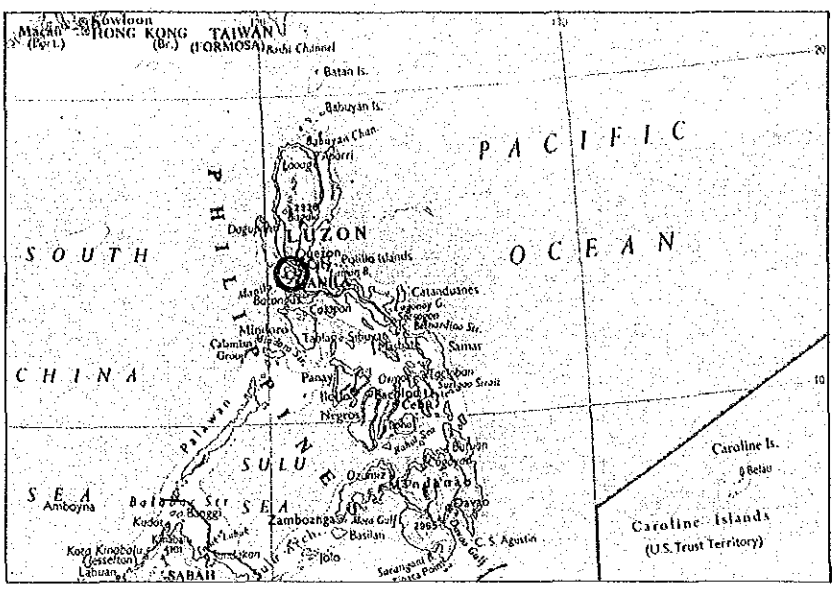
Keisuke Arita

President
Japan International Cooperation Agency

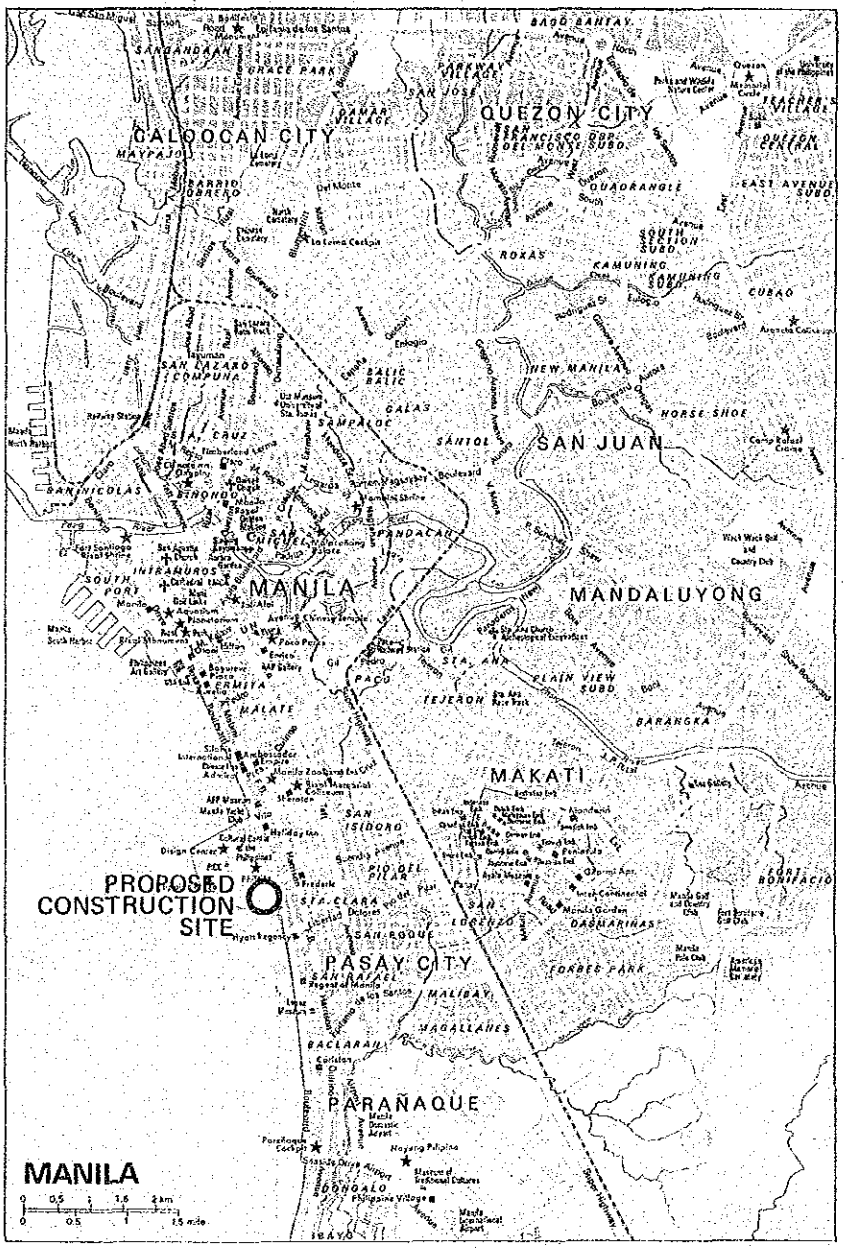


THE PHILIPPINE TRADE TRAINING CENTER IN THE REPUBLIC OF THE PHILIPPINES

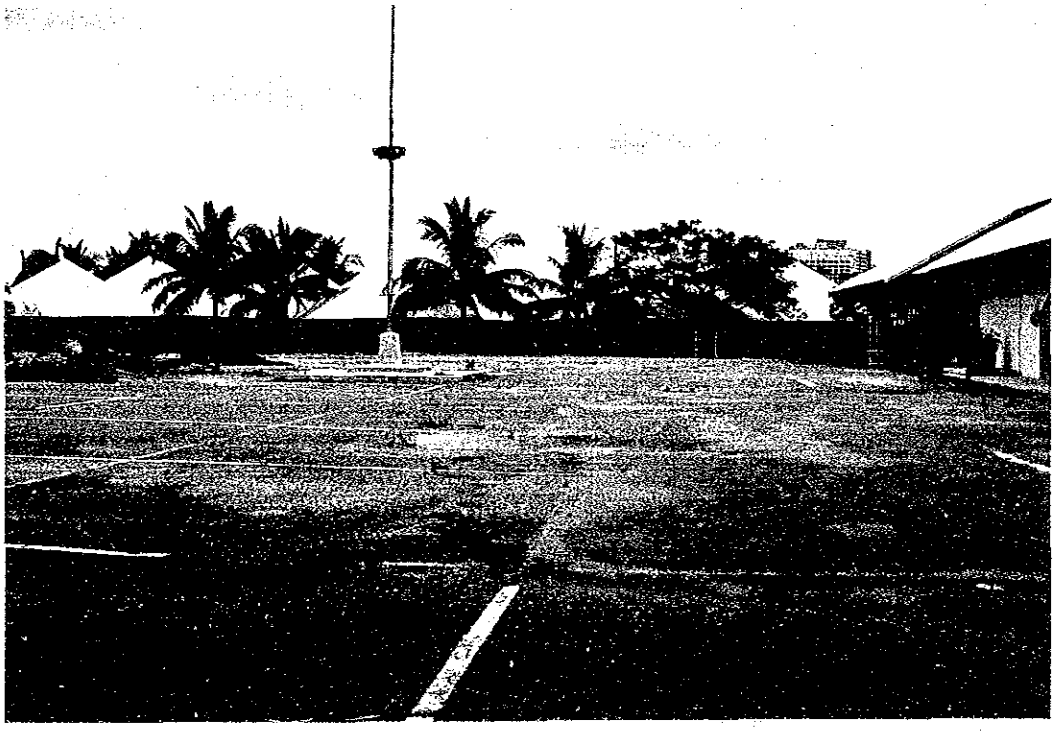
PERSPECTIVE



MAP OF THE PHILIPPINES



MAP OF METRO MANILA



PROPOSED CONSTRUCTION SITE

SUMMARY

SUMMARY

The Government of the Republic of the Philippines has, as one of the main thrusts of its export promotion policy, planned to establish the Philippine Trade Training Center (PTTC) whose objective is to train people in the fields related to trade and has requested the Japanese Government for grant aid for this plan. In response to the request, the Japanese government decided to conduct a basic design study, and the Japan International Cooperation Agency (JICA) dispatched a Basic Design Study Team headed by Mr. Hiroyoshi Ihara, Special Assistant for Grant Aid, Grant Aid Division, Economic Cooperation Bureau, Ministry of Foreign Affairs to the Philippines from July 31 to August 20, 1986.
The team confirmed the details of the request, and investigated the background of the project, appropriateness of the grant aid, proposed construction site, organization for the execution of the project, maintenance and operation organization to the facility after the Center is opened, and the local construction situations.

The Philippine economy has been in a slump in recent years due, among other things, to the nation's external debt problems and poor trade performance. In order to address this situation, urgent measures must be taken to expand domestic markets and enhance the capability and quality of the export industries.

The new government of the Philippines has proposed a new Medium-Term Philippine Development Plan (1987-1992) to succeed and replace the previous 5-year development plan (1983-1987) and the revised 4-year development plan (1984-1987). This new Plan holds the resurgence of economic growth as its most immediate task. It is hoped that the Plan will lay the foundation for a more enduring growth path. These objects shall be attained by a demand-led, employment-oriented, and rural-based strategy that will necessitate policy reforms to bring about structural changes in the economy. This involves increasing employment and income in rural areas through a comprehensive public investments program which will expand the domestic market base for industries that are more labor intensive. It should also expand the market base for small-medium sized enterprises. In the process, the Philippines' comparative advantage in agriculture and labor can be harnessed to stimulate export expansion.

The economic recovery and long-term economic development of the Philippines are highly dependent on the increase of exports and expansion into foreign markets. Therefore, in order to promote and maintain the forward momentum in the nation's export products and to ensure a stable growth of exports for the long-term, it is of vital urgency to train personnel in the areas applicable to the promotion of trade business; the development of technology in inspection and product quality control; and the improvement of the operation and technology in planning exhibitions for export products at trade fairs to develop new domestic and foreign markets.

With this background, the Philippine Government planned to conduct a unified program of trade, export inspection, and exhibition training by the establishment of the Philippine Trade Training Center (PTTC) to train personnel for these fields.

Thus the Philippine government has requested the Japanese Government to provide technical cooperation as well as grant aid for the construction of the facility since Japan possesses advanced technologies in these fields.

The Ministry of Trade and Industry (MTI) is in charge of executing the project on the Philippine side, and the International Trade Group, the umbrella group for all export related agencies of MTI, will be in charge of operating and managing the Center after it opens.

The functions of PTTC are as follows:

1. Conducting integrated, professional training in trade.
2. Conducting inspection training in product quality control standards of non-traditional products to meet the demands of international market.
3. Conducting training to improve exhibition planning, technology, and production methods.

For this purpose, the following training sessions are being planned.

(1) Trade Training Course

1. Trade Business Course

A1: Basic Training for New and Potential Exporters I
A2: Basic Training for New and Potential Exporters II
A3: Advanced Training for Exporters
A4: Specialized Market Product, Specific Export Promotion

The training will be conducted through courses ranging from one providing basic knowledge necessary in trade business to one providing specific knowledge and information related to export promotion.

2. Trade Management Course

B1: Training for Officials and Staff
B2: Trainers Training

The training will be conducted through a course designed to improve the knowledge of trade and marketing process of government officials and staff engaged in export promotion and trade management fields, and a course designed to train trainers involved in trade.

3. Language Training Course

L1: Japanese Business language Training Level -1
L2: Japanese Business language Training Level -2
L3: Japanese Business language Training Level -3

Training in business Japanese will be provided to the public and government officials and staff through three courses. Providing training in other foreign languages is under consideration.

(2) Inspection Training Course

1. Furniture Inspection and Testing Training Course

W1: Wood Furniture Inspection
W2: Bamboo Furniture Inspection
W3: Rattan Furniture Inspection

The training will be provided to teach specialized technology and knowledge required in inspection and testing of furniture made of wood, bamboo, or rattan.

2. Garments and Textile Inspection and Testing Training Course

G1: Basic Inspection Training
G2: Advanced Inspection Training

The training in general knowledge and specialized knowledge required in manufacturing, inspecting, and testing of textile products will be provided through two courses.
The training for inspection and testing in pre-processing as well as those for secondary products will also be included.

3. Food Inspection and Testing Training Course

F1: Food Product Inspection
F2: Food Process Inspection

The training will be conducted through two courses in inspection and testing methods to determine the appropriateness for exportation of frozen foods, canned or bottled foods, and fruit juice beverages, and for quality control.

(3) Exhibition Training Course

1. Exhibition Management Course

E1: No.1 Course
E2: No.2 Course

The training will be conducted through two courses to provide the knowledge required for export promotion and exhibition management, to improve analytical abilities, and to improve the abilities of exhibition design trainers.

2. Exhibition Training Course

E3: Exhibition Training Course

The training will be conducted to teach participation methods to trade fair participants, and to provide them with skills and knowledge to contribute to improvement in performance.

As shown above, 19 courses in 8 types of training in three divisions are planned to train a total of 2,360 to 3,020 individuals annually.
The outline of each training course has already been reviewed by the technical cooperation sector of the project, and it has been tentatively agreed upon by officials in both countries.
These training courses are planned to be conducted in PTTC while the curricula are to be reviewed by the sector mentioned above. The proposed construction site is located on the grounds of the International Trade Center (ITC) owned by MTI in Pasay City in the Manila metropolitan area.

Based on the aforementioned training contents and the request from the Philippines, the study was conducted investigating natural conditions of the site, related facilities, and local construction situation. Then the findings were analyzed. As a result, the contents and scale of the facility which seem to be the most appropriate for the project have been established as described below. And a corresponding basic design has been drawn up.

Contents of the facilities

The Center will mainly be composed of the following facilities:

1. Trade training facilities:
   Seminar room (three types seating 80, 50 and 25 respectively) with a total of four rooms.

2. Inspection training facilities:
   Furniture inspection training laboratory; garments and textile inspection training laboratory; and food inspection training laboratory

3. Exhibition training facilities:
   Exhibition training hall

4. Independent study and information facilities:
   Library and language laboratory

5. Facilities for development of training materials:
   Room for producing audio-visual materials, printing room and dark room

6. Administrative facilities, etc:
   Director's room, deputy director's room, administration offices, experts' room, faculty unit, clinic and cafeteria

Outline of the Facilities

Reinforced concrete structure, partially steel-frame structure, three stories above ground with floor area of 7,694.0 sq. meters.

Equipment mainly consist of general training equipment, audio-visual equipment, inspection and testing training equipment and exhibition training equipment.

Local construction methods and local products shall be utilized as much as possible to enhance local participation. The training equipment as well as the building materials will be selected with emphasis on easy maintenance and low cost.

The maintenance budget for PTTC shall be appropriated by MTI's International Trade Group, while the annual maintenance expenses on the trial balance, approximately 18,600,000 pesos (approximately ¥153,000,000), are considered reasonable amounts, compared to the 1985 budget for other bureaus of MTI.

The establishment of PTTC is imminent. By the time it is scheduled to have started its regular operations, it is expected that the quality of personnel engaged in the trade related activities in the Philippines will have considerably improved to a stage where it will contribute substantially to the increase and sustained growth of exports which is necessary for the nation's economic recovery and economic development. Thus, PTTC will play one of the leading roles in the achievement of progress and development for the nation.

Therefore, this project is to be appreciated significantly, and the grant aid by the Japanese Government for the establishment of the Philippine Trade Training Center must be appropriate. Furthermore, in order to increase the effectiveness of support for this project, the efforts to hire and train qualified instructors, as well as to secure adequate operating budget, together with gathering further input of technical cooperation from Japan are absolutely necessary.

Abbreviations

Abbreviations (in alphabetical order)	Name in full
BDT	Bureau of Domestic Trade
BFAR	Bureau of Fisheries and Aquatic Resources
BFD	Bureau of Food and Drugs
BFT	Bureau of Foreign Trade
BID	Bureau of Industrial Development
BOI	Bureau of Investment
BSMI	Bureau of Small and Medium Industries
CFIP	Chamber of Furniture Industries of the Philippines
CIAP	Construction Industry Authority of the Philippines
CITEM	Center for International Trade Exposition and Missions, Inc.
DCP	Design Center of the Philippines
EPZA	Export Processing Zone Authority
F.A.M.E.	Furnishings and Apparel Manufacturers Exchange
FDC	Food Development Center
FTI	Food Terminal Inc.
FTSC	Foreign Trade Service Corps.
GTEB	Garments and Textile Export Board
ICOCA	International Coffee Organization Certifying Agency
ITC	International Trade Center
MAF	Ministry of Agriculture and Food
MERALCO	Manila Electric Company
MGC	Manila Gas Corporation
MIRDC	Metals Industry Research and Development Center

Abbreviations (in alphabetical order)	Name in full
MMC	Metropolitan Manila Commission
MTI	Ministry of Trade and Industry
MWSS	Metropolitan Waterworks and Sewerage System
NACIDA	National Cottage Industry Development Authority
NCSO	National Census and Statistics Office
NEDA	National Economic Development Authority
NDC	National Development Company
NFA	National Food Authority
NPCC	National Pollution Control Committee
PCA	Philippine Coconut Authority
PHILCITE	Philippine Center for International Trade and Exhibitions
PICC	Philippine International Convention Center
PITC	Philippine International Trading Corporation
PLDT	Philippine Long Distance Telephone Company
PNCC	Philippine National Construction Corporation
PPO	Philippine Patent Office
PSA	Product Standards Agency
PSC	Price Stabilization Council
PTEC	Philippine Trade Exhibition Center
PTRI	Philippine Textile Research Institute
PTTC	Philippine Trade Training Center
SGS	Societe General de Surveilance
SHIPPERCON	Philippine Shippers Council
TIIC	Trade and Industry Information Center
TPO	Trade Policy Office
TTB	Technology Transfer Board

CONTENTS

CHAPTER 1
INTRODUCTION

CHAPTER 1 INTRODUCTION

Based on the request from the Government of the Republic of the Philippines to the Government of Japan, the Japan International Cooperation Agency, concerning the establishment of Philippine Trade Training Center (PTTC), dispatched a contact mission for the technical cooperation in October, 1985; a preliminary study team for grant aid and technical cooperation in March, 1986, and an expert survey team for technical cooperation in June, 1986, to the Philippines for confirmation and study of the details of the request.

As a result, to secure smooth technical cooperation, an immediate basic design study of grant aid was judged to be necessary. Therefore, the Japan International Cooperation Agency assigned a basic design study team at the end of July, 1986.

The study team conducted the following studies concerning the feasibility of grant aid for this project, based on the aforementioned details of the studies.

(1) Analysis of the background and relevance of the project.

(2) Study of the current state of Philippine trade and, especially, that concerning personnel training in the field of trade.

(3) Deliberation on the contents and scope of the project.

(4) Confirmation of the project implementation organization, operation and administration systems, scope of work, and budget allocation for works undertaken by the Philippine side.

(5) Survey and evaluation of the proposed construction site.

(6) Survey of existing facilities which are similar to this project.

(7) Data collection with respect to construction situation.

This report is based on the above survey in the Philippines and the subsequent analysis in Japan.

CHAPTER 2
BACKGROUND OF THE PROJECT

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2-1 Current State of the Philippine Economy

Because the Philippines began its industrialization in the 1950s earlier than other Southeast Asian nations, the nation attained tremendous growth from the 1960s to the early 1970s. The nation's industrialization ratio (the percentage of GDP contributed by the manufacturing sector) had already reached 23.2 % in 1970. Since then, however, the domestic markets failed to expand and the economy began to stagnate.

Industrialization attempts aiming to expand exports, with the aid of foreign capital, were promoted to solve this problem in the latter part of 1970s. However, affected by the oil crisis and economic recession in industrialized nations, the Philippines' cumulative debt increased to the point where the external debt, as of the end of 1984, stood at 25.4 billion US dollars. The industrialization rate of 1984, also reflecting the problematic economy, was 24.4%, showing signs of stagnation of increase of substantial margin.

The Philippine economy which achieved average real growth rate of some 6% in the 1970s has been withheld to no more than 5% growth in the 1980s. In 1984, the real growth rate dropped to minus 5.3% growth for the first time since the end of the Second World War.
Due to the peso's depreciation against foreign currencies, domestic prices increased, and, in 1984, the increase in consumer prices was approximately 50%.

The Philippine government, in a policy of retrenchment, acted to reduce the current balance deficits and moderate the increase in consumer prices. As a result, however, government actions stagnated economic activities substantially. The effects still remain to the present.

Table 2-1 Changes in Primary Economic Indicators of the Philippines

	GNP in 1972 prices (millions of pesos)	Real growth rate (%)	Increase in Consumer prices (%)	Exports (millions of dollars)	Imports (millions of dollars	Current balance (millions of dollars)
1975	68,457	6.0	-	2,294	3,459	△892
1976	73,472	7.3	9.7	2,574	3,633	△1,050
1977	78,151	6.4	9.9	3,151	3,915	△752
1978	82,643	5.8	7.0	3,425	4,732	△1,102
1979	88,356	6.9	17.5	4,601	6,142	△1,497
1980	92,840	5.1	18.2	5,788	7,727	△1,904
1981	96,041	3.4	13.1	5,722	7,946	△2,061
1982	98,581	2.6	10.2	5,021	7,667	△3,200
1983	98,767	1.3	10.0	5,005	7,487	△2,750
1984	93,519	△5.3	50.3	5,391	6,070	△1,298
1985	* 89,885	* △3.95	23.1	* 5,111	* 4,629	* △77

* prompt value

(Sourse: PHILIPPINE STATISTICAL YEARBOOK 1985)

2-2 Current State of the Philippine Trade

The Philippines' trade is being afflicted with sluggish exports and constant deficits. Although exports comprised 21.4% of the 1984 GNP, this ratio has not changed considerably over the 10 years prior to 1984. Although exports in 1984 increased from the previous year by 7.7%, to 5.391 billion US dollars, this level is incomparable to the 5.7 billion US dollar figure of the early 1980s.

Imports, in 1984, showed signs of being affected by import restrictions, as they were suppressed to 6.07 billion US dollars, an 18.9% decrease from the previous year's figure. Therefore, although the trade balance remains in the red, the extent of the deficit has been reduced from the previous year's deficit by 72.6%; to 679 million US dollars.
Nevertheless, economic activities have stagnated due to the extreme restrictions, and according to the latest figures, 1985's exports decreased from the previous year's figure by 5.2%, to 5.11 billion US dollars.

Philippine's trade in the 1970's consisted of exporting primary products called "traditional products"; such as coconuts, lumber, copper, and sugar, and importing industrial materials; such as petroleum, machinery, and chemicals. However, this trade composition is undergoing major changes. As of 1968, products whose annual exports were less than 5 million US dollars were defined as "non-traditional products". Beginning in the early 1980s, export of these non-traditional products started to exceed that of traditional products. Above all, exports of manufactured products expanded substantially.

In 1982, focusing on these changes in the composition of export products, the Ministry of Trade and Industry designated the following as the "Seven Categories of Export Promotion": garments; furniture; electronic goods; gift/home products; fresh and processed food products; sundries and leather products; and construction services. The Ministry has been working to increase the export of these categories in particular since then. The Philippines' export destinations are gradually changing from relying on Japan and the United States to diversification in the recent years.

The share of exports to Japan and the United States of that to all trading partners was 74% in 1972, and the same figure decreased to 57% in 1984. Percentages of imports are increasing from the neighboring Asian nations including ASEAN.

In order to increase Philippine exports hereafter under the condition of changing composition of export products and diversification of export destinations, both of which began in the 1980s, it is urgent to improve the quality of export products, promote efficient export operations to meet the various export demands, and strengthen the activities devoted to expanding the markets.

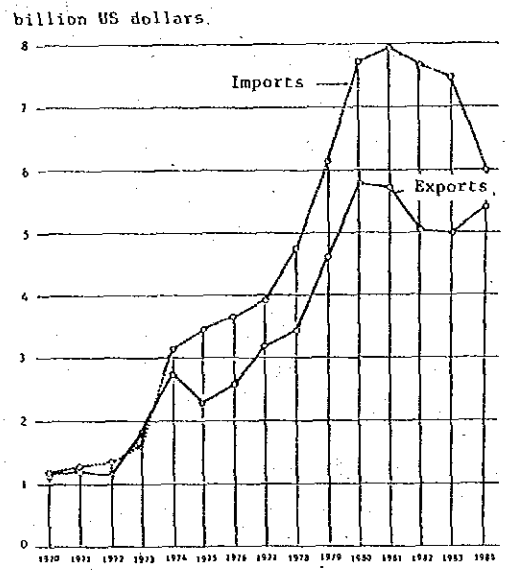

Fig. 2-1 Changes in Philippine foreign trade

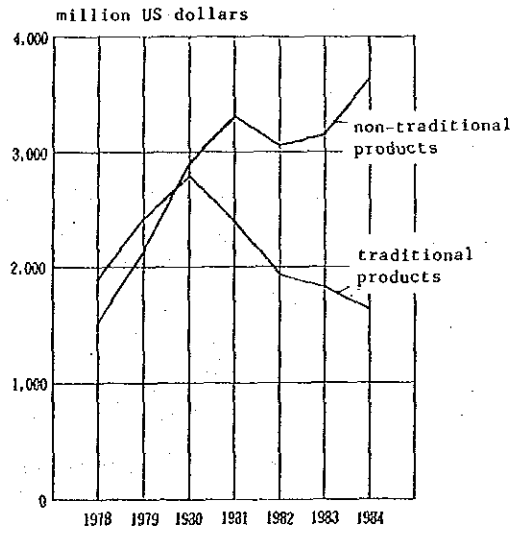

Fig. 2-2 Changing composition of exports

Table 2-2 Philippines' degree of dependence on trade

	GNP		Exports		Imports	
	Amount	Degree of dependance	Value of exports	Degree of dependance	Value of import	Degree of dependance
	A (millions of pesos)	(B+C)/A x 100 (%)	B (millions of pesos)	B/A x 100 (%)	C (millions of pesos)	C/A x 100 (%)
1975	114,265	44.0	21,272	18.6	29,057	25.4
1976	132,712	41.5	23,248	17.5	31,841	24.0
1977	154,280	41.5	29,306	19.0	34,675	22.5
1978	178,067	40.9	31,557	17.7	41,321	23.2
1979	220,957	43.0	41,461	18.8	53,551	24.2
1980	260,078	47.3	54,181	20.8	68,924	26.5
1981	303,644	43.5	57,806	19.0	74,359	24.5
1982	335,423	40.4	56,150	16.7	79,321	23.6
1983	379,170	46.4	75,267	19.9	100,536	26.5
1984	537,363	44.4	117,613	21.9	120,899	22.5

(Source: PHILIPPINE STATISTICAL YEARBOOK 1985)

Table 2-3 Changes in Philippine Trade by countries or geographical regions

(millions dollars)

Year	Total Value of Exports	Country or geographical region				
		USA (percentage)	JAPAN (percentage)	EC (percentage)	ASEAN (percentage)	Others
1981	5,722 7,946	1766 (31%) 1787 (23%)	1251 (22%) 1494 (19%)	924 (16%) 819 (10%)	412 (7%) 538 (7%)	1369 (24%) 3308 (41%)
1982	5,021 7,667	1586 (32%) 1703 (22%)	1145 (23%) 1532 (20%)	726 (15%) 814 (11%)	359 (7%) 510 (7%)	1205 (23%) 3108 (40%)
1983	5,005 7,487	1800 (36%) 1739 (23%)	1015 (20%) 1266 (17%)	816 (16%) 880 (12%)	353 (7%) 671 (9%)	1071 (21%) 2931 (39%)
1984	5,391 6,070	2051 (38%) 1630 (27%)	1042 (19%) 815 (13%)	680 (13%) 674 (11%)	517 (10%) 834 (14%)	1101 (20%) 2117 (35%)

Upper row: exports
Lower row: imports

(Source: PHILIPPINE STATISTICAL YEARBOOK 1985)

Table 2-4 Philippine export composition

(millions of dollars)

	1978	1979	1980	1981	1982	1983	1984
	3,425	4,601	5,788	5,722	5,021	5,005	5,391
1) Traditional products (primary products)	1,884.71	2,421.45	2,800.18	2,401.67	1,948.18	1,819.70	1,628.38
Coconut products	(871.66)	(964.86)	(781.47)	(718.11)	(563.37)	(639.20)	(689.56)
Forest products	(324.32)	(484.59)	(419.78)	(344.28)	(289.45)	(326.98)	(265.06)
Sugar products	(212.94)	(238.44)	(590.14)	(453.98)	(395.58)	(281.34)	(271.77)
Mineral products	(274.98)	(462.99)	(578.14)	(455.65)	(327.93)	(259.49)	(133.92)
Others	Omitted						
2) Non-traditional products (primary products)	1,512.15	2,139.74	2,917.24	3,308.70	3,063.84	3,151.70	3,637.52
1 Unprocessed products	435.99	620.21	810.34	394.35	384.61	349.85	389.06
Bananas	(84.13)	(96.67)	(114.80)	(124.02)	(146.11)	(76.68)	(122.26)
Iron	(103.97)	(120.02)	(118.22)	(56.78)	(105.62)	(114.38)	(105.02)
Marine products	(57.18)	(86.98)	(107.39)	(89.66)	(70.66)	(104.72)	(68.21)
Others	Omitted						
2 Manufactured Products	1,076.16	1,519.53	2,106.90	2,914.35	2,679.23	2,801.85	3,248.46
Electronics	(253.44)	(412.49)	(670.97)	(837.74))	(999.52)	(1,052,78)	(1,328.76)
Garments	(326.34)	(404.22)	(500.04)	(616.49)	(539.33)	(542.41)	(599.69)
Textile, yarn and fabrics	(23.61)	(31.42)	(49.32)	(43.74)	(38.35)	(28.14)	(24.08)
Handicraft	(95.48)	(133.56)	(154.27)	(145.45)	(127.55)	(126.78)	(126.83)
Furniture	(26.64)	(54.89)	(77.16)	(87.14)	(71.60)	(83.56)	(88.30)
Wood manufacturers	(20.67)	(31.38)	(23.81)	(28.33)	(28.21)	(37.31)	(34.88)
Food products and beverages	(47.02)	(57.03)	(170.37)	(309.88)	(214.47)	-	-
Others	Omitted						

(Source: PHILIPPINE YEARBOOK 1985)

Note:
- Sum of figures for primary products does not correspond to the total figure as it omits the figure for "etc."
- Sums of export value of non-traditional products do not correspond to their respective total value of exports.

2-3 Outline of Related National Plan

2-3-1 Plan to Develop a New Nation

The new government of the Philippines has proposed a new Medium Term Development Plan for 1987-1992 to succeed and replace the previous 5-year development plan (1983-1987) and the revised 4-year development plan (1984-1987). It is summarized below:

(1) Objectives and Principles

The main objectives of the new Plan are:
a) alleviation of poverty; b) generation of more productive employment; c) promotion of equality and social justice; and d) the attainment of sustainable economic growth.

In the short term, the objective is economic recovery. In the long term, the objective is sustainable economic growth with reference to the foregoing first three (3) items.

Along with the development objectives, other principles underlie the new plan. These are: respect for human rights; minimum government intervention; and maximum participation from citizens and private sector groups.

(2) Strategy

1) Short-Term
The strategy for the short-term will be to stimulate recovery by inducing demand through increased income targeted largely toward the rural areas. This will be done primarily through the launching of a Community Employment and Development Program (CEDP) to generate an additional one million jobs during the years 1986-1987. It will consist of infrastructure and other labor-intensive projects with fiscal and monetary policies providing the impetus for financial resource mobilization supplemented by foreign grants and official development assistance.

2) Medium-Term

The strategy for the medium-term will be to create an employment oriented, rural-based development process that would directly address the goals of poverty alleviation and equitable distribution of wealth. The focus will be on towards agriculture and employment-based domestic and export industries in order to reflect comparative advantage and potential. In this manner the bulk of the population living in the countryside can benefit from and contribute to the development process through increase productivity and income that in turn would stimulate investment and create demand for products of industries leading to an increase in their capacity utilization rates on a competitive basis in support of the employment and export program. This will be accompanied by price and non-price incentives to exporters, removal of policy biases, and correction of institutional and structural impediments.

(3) Role and Structure of the Government

The role and structure of the government ought to encourage and support private institutions and not to compete with them. The role and structure of the government shall be guided by the organizational principles of decentralization, checks and balances, and minimal government intervention in economic activities as well as the need to provide for necessary infrastructure facilities and basic social services.
Among other things, these will require:

1) Devolution of more powers from local units;
2) Strengthening of regional and local units as the focal points of development efforts;
3) Stimulation of more active people's participation through involvement in community organizations and non-governmental bodies;
4) The abolition and merger of redundant offices in line with the priorities of the new government;
5) The abolition, divestment and reprioritization of government corporations whose activities directly compete with, or could be equally or more efficiently managed by the private sector;
6) Ensure accountability and integrity in the civil service;
7) Improve institutional prices for plan formulation, implementation and monitoring by harnessing participation of all sectors and institutionalizing the bottom-up planning process;

8) Provide more effective coordination among existing political structures and key government bodies for planning and decision making at all levels shall be provided to better synchronize development efforts.

(4) Role of the Private Sector, Non-Governmental and Community Organizations

The development program shall emphasize private initiative consistent with a free-market orientation. The private sector is and shall continue to be the engine of growth. For its part, the government shall encourage and maintain a policy environment conducive to economic growth and social stability.

2-3-2 Policies Related to Trade

The following are specific policies pertaining to trade indicated in the development plan;

(1) External Debt Policy

Reduction of national debt is a necessary but not sufficient condition for economic recovery. A multi-year debt restructuring package shall be negotiated by government to reduce substantially the debt problem, along with the maintenance of trade financing facilities consistent with actual levels of trade.

(2) Exchange Rate and Trade Policy

The implementation of a flexible exchange rate policy shall be continued to maintain a realistic exchange rate that will encourage exports and efficient import substitution and allow trade flows to be financed without resorting to quantitative restrictions and unsustainable borrowings.

(3) Monetary and Financial Policy

Monetary and financial policies shall address the need for mobilizing resources, maintaining price stability, enhancing efficiency in the financial intermediation process, and stimulating economic growth.

(4) Fiscal Policy

Expenditure policy shall give top priority to programs that generate the highest employment impact particularly in rural areas, as well as for the provision of basic social services.
In the medium term, budgetary expenditures shall give premium to programs that support redistributive objectives and productive activities.
Streamlining of government operations shall continue to be pursued and cost effectiveness shall be raised to realize savings for priority activities. Tax policies shall focus on the equitable and efficient mobilization of domestic resources to improve revenue collections.

(5) International Economic Cooperation

Economic diplomacy shall be directed toward expanding market access to a wider variety of products and services. This shall be complemented by a well-planned and comprehensive export promotion strategy. As the economy improves, new sources and modalities of investment arrangements shall be pursued with the aim of meeting necessary capital terms and acquiring new technology. Government shall continue to secure increased official development assistance at the most concessional terms to finance the requirements of the program for structural reforms and of development projects for economic recovery and sustained economic growth. A firm stance against protectionism shall be pursued in multilateral form and bilateral negotiations.

(6) Industry, Trade and Tourism

A cohesive package of policies and strategies anchored on the principles of industrial efficiency and comparative advantage shall guide the country's industrial development. Efforts shall focus on the development of world-competitive industries which shall complement the growth in agricultural output and rural incomes. In line with this, the development of resource-based, labor-intensive small and medium industries shall be provided through an integrated program of marketing, financial and technical assistance. This shall increase employment opportunities and hasten industry disposal in the countryside.

Emphasis shall be placed on the general improvement of the business climate to lay the ground work for a more favorable investment

environment. This shall be pursued through deregulation and prioritization policies, the provision of adequate infrastructure facilities, the maintenance of a stable set of investment policies, and the provision of a more efficient market information system. Foreign investments shall be encouraged to complement domestic investment and shall be channelled to high value added export-oriented, and employment generating activities.

The maintenance of a realistic exchange rate, the removal of the remaining import restrictions, and progressive changes in the tariff structure toward more uniform effective protection rates across sectors shall be implemented to make local industries more competitive and efficient. Physical and production constraints that hamper industrial growth and development in viable industrial locations/centers shall be addressed in line with the regional disposal of industries.

Domestic trade promotion efforts shall be principally geared towards the improvement of inter-regional and urban-rural flow of goods and services. Responsible consumerism shall continue to be encouraged and promoted, while product standards shall continue to be improved.

An aggressive and more focused export promotion program shall be pursued to allow more leverage for securing better terms and a wider base for export expansion.

(7) Labor and Employment

Employment shall be further promoted through the utilization of labor-based techniques in all productive sectors. Small entrepreneurship and self-employment with appropriate credit support shall be promoted. Manpower and skills development programs shall be reoriented towards the manpower requirements of the economy. Entrepreneurship shall be promoted particularly through entrepreneurial education and training to enhance self-employment.

The government shall provide the means for labor to receiving its fair share from the fruits of production and for capital to have a its reasonable return on investments. The principle of shared responsibility

between labor and management shall be recognized and promoted.

As stated before the Philippine economy has been in a substantial depression. In order to break through this economic depression, promotion of exports is being specially emphasized. It goes without saying that stable growth of export trade is the largest key to the Philippine economic development. In order to further stimulate the nation's exports experiencing stagnation in growth at present, improvement of quality in order to capture the trust in export products and promotion of efficient export operations and strengthening of market expansion activities to secure stable markets in the long term are the items which need to be given attention. For this purpose, the Philippine government is conducting the following training program, with MTI as the leading figure, for export promotion catering to personnel in the field of trade.

2-4 Current State of Training in the Field of Export Promotion

2-4-1 Current State of Trade Training

Training courses in entrepreneurial development, product development, market expansion, and specialized technology, all of which concern trade, are being conducted at each institution under MTI.

Training courses related to the contents of trade training planned by PTTC are being conducted catering primarily to the public and private sectors by MTI's Bureau of Small and Medium Industries, the Bureau of Foreign Trade, the Garments and Textile Export Board, Center for International Trade Exposition and Missions, Inc. In 1985, approximately 60 training sessions, in which 2,452 people participated, were held. A summary of achievements in 1985 are as follows:

Table 2-5 Summary of trade training achievements in 1985

Training title	Organizer	Duration	No. of participants per session	Contents	No. of sessions	Note
Entrepreneurial Development Training	BSMI	2 days	25-40	· Business management	7	Held primarily in rural area
	BFT	1 day	30-47	· Methods of starting an export business	2	
	GTEB	2 - 3 days	21-66	· Methods starting a garment and textile export business, on GTEB standards	10	
	CITEM	1 - 2 days	27-50	· Future of leather industry, investment in ceramic industry	2	
Product Development Training	BSMI	9 days	20-25	· Development of gift products, furniture, personal accessories	14	Held primarily in rural area
	BFT	2 weeks	30	· Furniture product development	1	
	CITEM	2 - 5 days	120-140	· On processing and packaging of export food products	2	
Marketing and Promotion	BFT	1 day - 2 weeks	32-189	· Training in export opportunities of designated products such as furniture, garments and textile products, and food products, and food products to designated markets such as Japan and the United States	15	
	CITEM	1 day - 2 days	30-80	· Roughly the same as above	6	

The average number of participants per training session held in Manila is 59. Besides those shown in table 2-5, CITEM has held seminars in 1985 such as the ones shown below catering to the general public.

Table 2-6 Trade seminars held by CITEM in 1985

Subject	Duration	No. of Participants	Contents
Export opportunities for housewives	2 days	2,740	Lecture by successful entrepreneurs
Export opportunities for everybody	2 days	3,770	Lecture by successful entrepreneurs (budget: 1.04 M Pesos)

The training expenses are paid for by funds from official foreign institutions (financial aid or technical aid in the form of holding the training), domestic budget and a small fee of 250 to 400 pesos from each participant. For example, the cost of training conducted by BSMI per participant, per day ranges from 139 to 174 pesos.

Notification of training sessions is conducted by each respective organization. When the training caters to the public sector, the notification is made through television, radio, newspaper, and press release. It is also made through direct notification to industrial associations and businesses. Government employees are made aware of the training through announcements made to government-related institutions. As each training course is conducted by a different organization, coordinated execution of training is difficult. There is a shortage of suitable trainers, facilities and materials. To secure a training site in the Manila metropolitan area is very difficult. A more effective operation of training is required to overcome these problems.

2-4-2 Current State of Japanese Language Training

Training in business Japanese is not being conducted in the Philippines at present. The current state of general Japanese education conducted by language training institutions in the Philippines is as follows:

Table 2-7 Current state of Japanese language training

Language school	Language offered	Courses	No. of Students	Hours of training
Language International	Japanese, French, German, Spanish, etc. total 8 languages	Basic 1 Basic 2 Advanced	5 5 5	30 30 30
Centro Hispanico	ditto	ditto	ditto	ditto
Makati Language and Study Center	ditto	Basic Intermediate Advanced	4 - 5 1 -	21 30 -
Japanese Language Institute of the Philippines	Japanese	Basic Intermediate	5 - 12 -	24 -
Japan Information and Culture Center Japanese school (Embassy)	Japanese	Basic 1 Basic 2 Intermediate 1 Intermediate 2 Advanced	40 40 20 20 10	45 45 45 45 45
Foreign Service Institute (Philippine Foreign Ministry)	Japanese, French, German, Spanish, etc. total 8 languages	1 2 3 4	10 - 15 - - -	120 - - -
Pe La Salle Univ.	Japanese, French, German, Spanish,	1 - 4	total 45	36
Univ. of Santo Tomas	Japanese, Others	4 courses total 7 section	50	60
Univ. of Manila	Japanese	1 2	45 -	60 -
Ateneo de Manila Univ.	Japanese, French, Spanish	Basic 1 Basic 2 Intermediate Advanced	25 - 30 25 - 30 - -	60 60 - -
Pamantasaung Lungsodng Manila	Japanese	1 2	15 5	60 60
UP Diliman	Japanese, West European language	Basic Intermediate Advanced	40 - -	50 - -

Total number of Japanese language students is 430 to 453. Approximately 450 individuals are taking basic Japanese language training annually.

2-4-3 Current State of Inspection-related Training

Training in specialized technology in the field of export inspection is being planned by PTTC and is being conducted primarily by MTI's Product Standards Agency (PSA), the Philippine Textile Research Institute (PTRI), the Metals Industry Research and Development Center (MIRDC), BSMI, the National Cottage Industry Development Authority (NACIDA), and CITEM catering toward government employees and the public sector. In 1985, a total of some 50 training sessions were conducted. They were attended by approximately 1,000 individuals.

Specialized training in export food inspection is being conducted by the Food Development Center (FDC) which is an organization under the Ministry of Agriculture and Food (MAF).

The accomplishments of specialized technology training for export inspection and quality improvement in 1985, in a summarized form, are as follows:

Table 2-8 Summary of accomplishments of specialized technology training in 1985

Organizer	Duration	No. of participants	Contents	No. of session	Note
BSMI	3 days	20 - 25	Technical training in production methods of woodworks and furniture. Training to improve technology in garment and textile industry. Technical training in food processing and packaging. Others.	17	Held mainly in rural ares. Garments and textile field is supported by PTRI.
NACIDA	2 days	20	Preservation of fruit products, Technical training in wood and rattan material. Others.	6	Held mainly in rural areas.
	1 week - 3.5 months	1 - 32	Basic technical training in utilizing equipment for wood, bamboo, and rattan products. Supervision training for advanced students in the above areas.	12	
PSA	3 days - 8 days	85	Quality improvement of furniture through inspection. Quality improvement of garment and textile products through standardization.	11	
MIRDC	1 day - 2 weeks	15	Technical training in tools utilized for producing woodworks and rattan products. Training in factory management, cost accounting, and ordinance and maintenance control. Others.	9	
FDC	1 day	123	Contamination problem of export food products. (analysis and control)	1	
	1 month	1 company	Quality control in manufacturing process and market of export frozen shrimp.	1	

The problems encountered in the above training are shortages of trainers, shortages of appropriate facilities and equipment for practical exercises, and that each training program is not being executed uniformly and in coordination with others.
It is desirable that these problems be solved quickly.

2-4-4 Current State of Export Inspection

In the Philippines, except for certain isolated circumstances, there is no legally enforced export inspection system. Inspections are conducted only when specific quality and standards are made mandatory on the part of the export agent in an export contract between private businesses. And inspections that are conducted voluntarily by export agents may be considered as being equivalent to export inspection.

The inspection department of PSA, which is an institution under MTI, is the official institution which executes the voluntary inspections for businesses. PSA conducts the following operations.

1. Improvement of products' quality, safety, and dependability. Assessment and promulgation of standards and norms necessary for improvement of manufacturing efficiency.

   Although PSA maintains 737 standards, products which are restricted from being sold domestically or abroad without PSA's permission (indicated by PSA mark) consist of only 5% of the products -- 20 types of appliances, two types of fire extinguishing products, eight types of construction materials, and seven other types of products.

2. Execution of product inspection and issuing of certificates.

   The present system allows for not only the standard approval inspection department of PSA to conduct product inspection, but for other institutions entrusted by PSA, such as PTRI.

3. Training and technical consulting.

4. Providing information on standards and norms of foreign countries.

PTRI, which conducts inspection of yarn and textile, and FDC, which conducts food inspection, are the other official inspection institutions which provide functions related to this project. The summary of each inspection institution's functions are as follows:

PSA

Employs 80 technicians who conduct inspection, research, and analysis. Its inspection facility, in the Manila suburb of Marikina, contains facilities for physical and mechanical testing, chemical analysis, and electric testing. The laboratory is conducting inspections requested by the public sector as well.

PTRI

It contains in its inspection department facilities for physical testing and chemical analysis of yarn and textiles. It is also conducting inspections requested by the public sector. PTRI employs 98 technicians.

FDC

FDC is a bureau which belongs to Food Terminal Inc. (FTI), which belongs to the National Food Authority (NFA), which in turn belongs to the Ministry of Agriculture and Food (MAF).
FDC is conducting the following types of investigation and research:

1. Processing of various types of crops after harvesting.
2. Quality control in food processing and food storage.
3. Development of product standards.
4. Product development and processing technology development.
5. Food inspection, analysis, and evaluation.

FDC is an institution approved by the Food an Drug Administration (FDA) of the United States. FDC process facilities for analysis and bacteria inspection necessary in food inspection. It employs 43 technicians.

As an inspection institution in the public sector, there is Lab Test Philippines, Inc., which handles inspection of garment and textile products. For inspection institutions handling food products, there is Societe General Surveilance, along with 20 other firms.
The current situation is that there is no legally enforced export inspection system, the number of inspection institutions are limited. Inspection facilities and equipment have deteriorated, and abilities of technicians need be improved. Therefore, in order to gain the trust of Philippine export products and to promote the nation's exports, it is highly desirable to improve the technology of official inspection institutions, and, at the same time, to improve the public sector's quality control technology in export-related areas and to increase the public's awareness for the need of improved quality control.

2-4-5 Exhibitions and the Current State of Exhibition Training

CITEM, which belongs to MTI, is conducting activities in exhibition and exhibition training. CITEM's roles are as follows:

1. Organization of, and participation in, international trade fairs in the Philippines and abroad, and assignment and receipt of trade mission teams.

2. Support of industrial product development in selection of raw material, packaging, and designing.

3. Promotion of contact between rural producers and foreign buyers through the "Trade Opportunity Promotion Plan."

CITEM operates the exhibition center of the International Trade Center (ITC), and there it constantly exhibits products such as garments and textile products, leather products, fashion accessories, shoes, toys, and home products. At the same time, CITEM organizes and participates in the following types of trade fairs:

Table 2-9 Summary of international trade fairs organized or participated by CITEM (plan)

	1983	1984	1985	1986
No. of fairs planned for in the Philippines	4 times (total of 25 days)	3 times (total of 14 days)	3 times (total of 13 days)	6 times (total of 55 days)
No. of foreign fairs participation was planned	39 times	39 times	51 times	55 times

Among the primary trade fairs organized by MTI and CITEM, there is F.A.M.E. (Furnishings and Apparel Manufacturers Exchange). This fair is conducted by holding "Market Weeks" in which products such as furniture, furnishings, food products, apparel and accessories, toys, gift products, and home products are exhibited in groups. These groups are exhibited for a period of approximately six-day. It is a popular trade fair which attracts some 150 companies per fair.

F.A.M.E. has thus far used PICC as its exhibition site. But it has been burdened by the expensive rental fees. Also, under current conditions, other exhibition centers are problematic as well because of difficulties in securing exhibition space, limited size, and inadequate facilities.

MTI has had no experience in conducting exhibition training.
However, the organizer, CITEM, has supervised the improvement of exhibition technology for exhibition participants every time F.A.M.E. was held. Furthermore, it has assigned a total of 38 participants on three occasions to exhibition training held abroad (2-week training session).

2-5 Details of the Request

The Philippine economy has been stagnating considerably since 1980, and in curing this economic depression, the new government of the Philippines is considering export promotion as the most important solution. Nevertheless, in order to increase the nation's exports, the problems the government is confronted with are the improvement of export product quality, promotion of efficient export operations, and enforcement of market expansion activities. For this purpose, MTI is acting as the leading figure in conducting training in entrepreneurship, product development, market expansion, specialized technology training in export inspection and quality improvement to personnel involved in the field of trade. However, an improved resupply of trainers, facility, and equipment are desired for uniform execution of training.

Based on this background, the Philippine Government has planned to execute uniformly training in trade, export inspection, and exhibition, and to establish a trade training center to train personnel involved in the related fields. Concerning the execution of this plan, the Philippine Government has requested the Japanese Government for financial grant aid and project type technical cooperation.

The summary of the initial request for grant aid is as follows:

(1) Objectives

"Philippine Trade Training Center" will be established for the promotion of Philippine exports. The center's objective is to nurture personnel involved in the fields of international trade, standard and quality control, and exhibition.

(2) Executing Institution

Bureau of Foreign Trade, Ministry of Trade and Industry.

(3) Proposed Construction Site

Senator Gil. G. Puyat road, Roxas Boulevard, Pasay, Manila metropolitan area.

(4) Facilities

Seminar hall (500 seats), classrooms (4), audiovisual studio, language laboratory, library, meeting room, exhibition hall.

(5) Equipment

Office equipment, transportation equipment, computer, tape recording system, electric generator, pump (all of which will be available prior to the construction of the center).

CHAPTER 3
CONTENTS OF THE PROJECT

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3-1 *Objectives*

The objectives of the project are to establish the Philippine Trade Training Center (PTTC) on a site owned by the Ministry of Trade and Industry located next to the International Trade Center in Manila, and to nurture personnel in the fields of international trade, and standard and quality control, through training in trade, export inspection, and exhibition. Thus, the execution of the project plan is expected to contribute to the promotion of Philippine export business.

3-2 Consideration of the Request Contents

As stated thus far, there is an urgent need for the promotion of exports and nurturing of personnel in this field in the Philippines. Therefore, the implementation of the project is highly necessary. The request contents were, in general, appropriate. However, the contents of the request for grant aid and technical cooperation outlined in the study report written by the contact mission dispatched to the Philippines in October, 1985, were reviewed in a preliminary survey and the long-term survey conducted afterwards. In principal, upon deliberation with the Philippine side concerning the contents of the functions of the facility and technical cooperation, and also upon deliberation with the Philippine side concerning basic design study on facility contents considering the prior contents, a portion of the plan was revised. Contents of the project described below are the results of these deliberations.

3-3 Summary of the Project

3-3-1 Implementing Organization and Operation System

The implementing organization of the project is the Ministry of Trade and Industry (MTI). The ministry is to take the responsibility in execution of the project, and, at the same time, it is to be responsible for the adjustments, various procedures, and negotiations concerning the execution of the project with other concerned Philippine government agencies. The actual management is to be the responsibility of

"International Trade Group" (tentatively named) under MTI. MTI is in the process of reorganizing to ensure a smooth execution of the new development policies.

MTI, which was formed as the result of uniting the Ministry of Trade and Ministry of Industry in 1981, is a government function which aims for the promotion, development, and expansion of Philippine trade. It is presently composed of the Bureau of Domestic Trade (BDT), the Bureau of Foreign Trade (BFT), the Bureau of Industrial Development (BID), the Bureau of Small and Medium Industries (BSMI), the Philippine Patent Office (PPO), the Product Standards Agency (PSA), and affiliate agencies. However, there is a plan to restructure MTI in the following manner. The restructure of MTI would be finalized by the end of 1986.

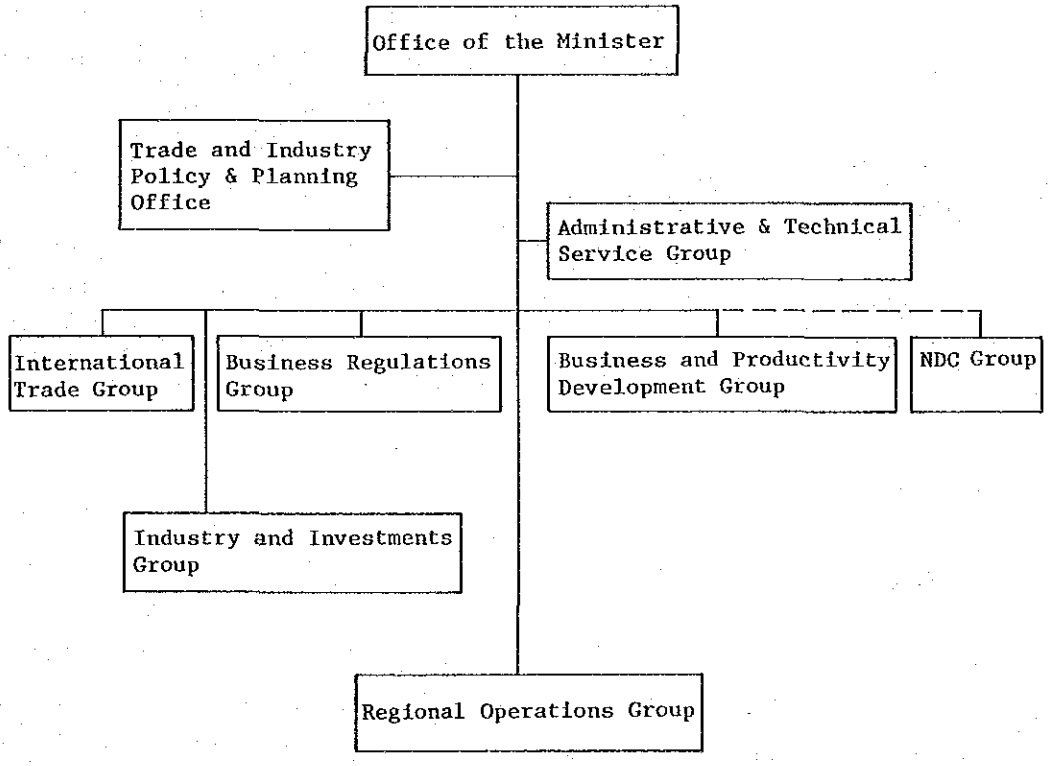

Fig. 3-1 Proposed overall organization of the Ministry of Trade and Industry

For International Trade Group's internal organizational structure and the positioning of PTTC within the structure, are shown as follows.

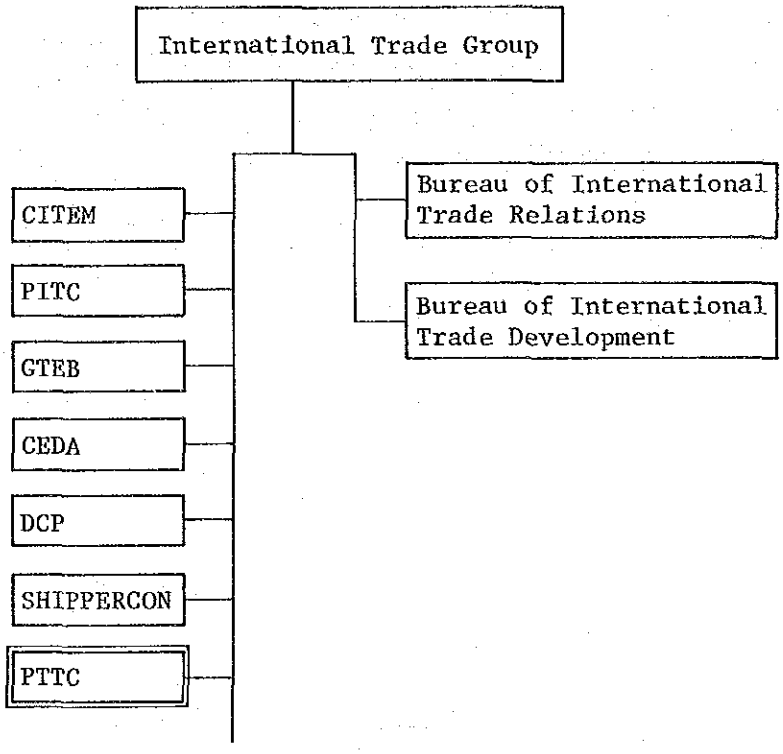

Fig. 3-2 Proposed functional organization of International Trade Group and positioning of PTTC

PTTC's functional roles as a government agency related to trade promotion are:

1. Execution of an integrated, specialized training.
2. Comprehensive, concentrated execution of inspection training related to product quality control standards to meet the demands from the international market on primarily non-traditional products.
3. Execution of training for improvement of planning, technique and method related to exhibition.

PTTC is planned to be operated by 91 employees and 22 instructors with the organization shown in Fig.3-3.

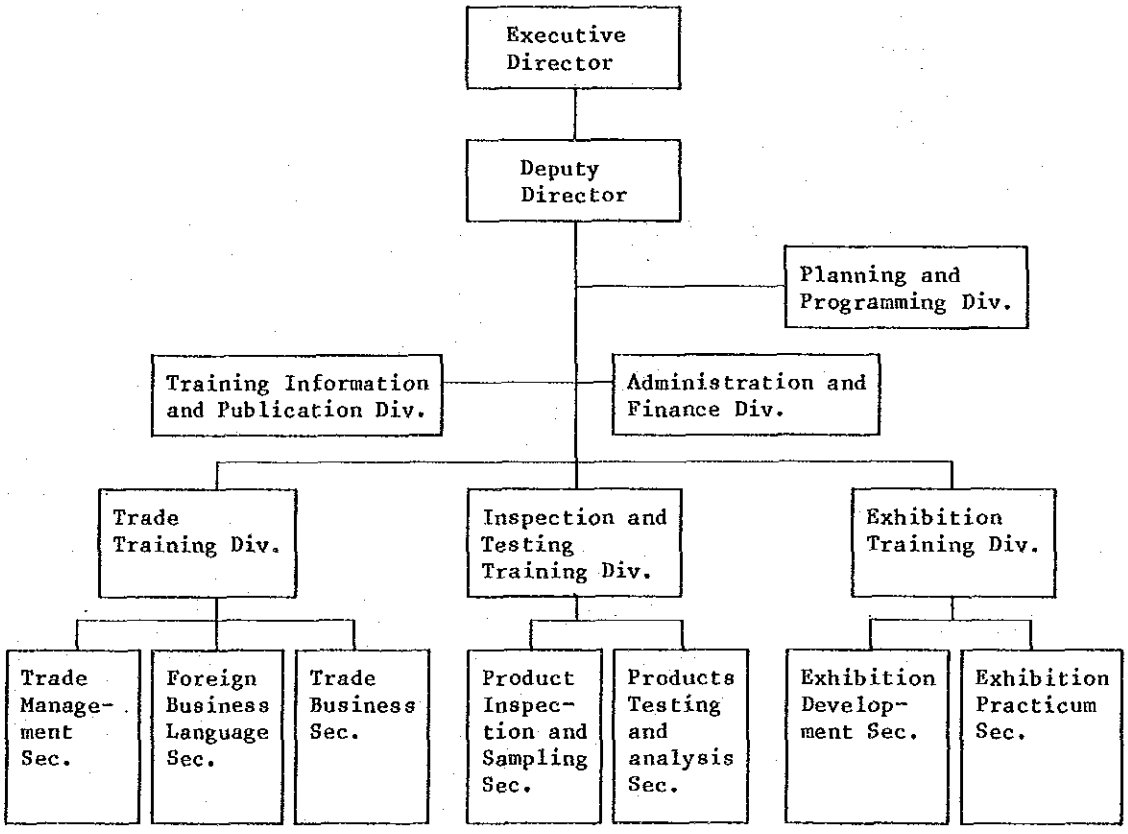

Fig. 3-3 Organization chart of PTTC

The divisions within PTTC have the following functions:

1. Administrative and Finance
   * Management and general affairs
   * Accounting and bookkeeping

2. Planning and Programming
   * Establishment of training plan policies
   * Formation of training plan priorities
   * Preparation of annual training plan
   * Auditing and evaluation of training

3. Training Information and Publication
   * Maintenance of publications
   * Acquisition of information concerning training
   * Maintenance of related public publications
   * Production of audiovisual materials, movies, and broadcasting materials for training
   * Production of teaching materials for training
   * Publicity activities

4. Training Divisions
   * Preparation of training curricula
   * Preparation for conducting training (announcement, and securing of teaching materials and classrooms)
   * Adjustment of training schedule
   * Maintenance of instruction materials

3-3-2 Outline of Training Plan

The outline of the trade, export inspection, and exhibition training to be conducted under the project is as follows.

(1) Trade Training

Comprehensive, and specialized training in the field of trade will be conducted in the following manner:

Trade Training Course

- Trade Business Course
  Training in basic knowledge necessary in trade business to detailed knowledge and information concerning export promotion will be taught in four courses.
- Trade Management Course
  Training to improve government employees' knowledge of trade and marketing techniques in the field of export promotion and trade management, and training to furture trade-related instructors in two courses.
- Language Training Course
  Training in business Japanese will be provided to the general public and government-related individuals in three courses. Training in other languages is being considered.

(2) Export Inspection Training

Comprehensive and concentrated training in product quality control and standards necessary to meet the demands from the international market of non-traditional products will be primarily offered through the following training classifications:

Inspection Training Course

- Furniture Inspection and Testing Training Course
  Export Inspection Training of Furniture Training will be conducted in specialized technology and knowledge concerning the inspection and testing of furniture made of wood, bamboo, and rattan.
- Garments and Textile Inspection and Testing Training Course
  Training in general and specialized knowledge of manufacture, inspection, and testing of garments and textile products will be conducted in two courses. Training in inspection and testing of pre-process as well as secondary products will be conducted.
- Food Inspection and Testing Training Course
  Export inspection training of Food Products in determining the export appropriateness of, and inspection and methods of, frozen food, canned and bottled food, and fruit juice beverages will be conducted in two courses.

The products for which the export inspection training is applicable correspond to the "7 Products for Export Promotion" specified by MTI in 1982. They are given a high priority in the export promotion plan of the Philippines.

Furthermore, the training will place its emphasis on quality inspection of final products, which is the most basic category of export inspection.

The field related to food products, including food inspection, is under the jurisdiction of National Food Authority (NFA). However, the food products to be handled in this project are, at the same time, of the main product categories among the export products of the Philippines. Export promotion is a vital policy for which MTI is responsible. From this point of view, the inclusion of Food-related training in this project, which aims to develop personnel for export promotion in a uniform way, can be deemed appropriate.

(3) Exhibition Training

Introduction to exhibition planning, exhibition technology, and exhibition techniques, as well as lessons on ways to improve them, will be conducted through the following exhibition training.

Exhibition Training Course

- Exhibition Management Course
  Training to improve knowledge and analytical abilities necessary for export promotion and exhibition management, and training to improve the abilities of exhibition design instructors will be conducted in two courses.
- Exhibition Training Course
  Training in trade fair participation methods and abilities and knowledge to contribute to improving performance will be conducted.

(4) Scale of Training

The training of eight types in three fields, through 19 courses, is planned to be conducted catering to between 2,360 and 3,020 individuals annually. The details are as follows:

Table 3-1 Breakdown of training courses

Field	Training Title	Course Title	No. of Enrollment	Duration	No. of Courses per year	Annual Enrollment	No. of Completed Trainee	Note
Trade Training	Trade Business Training Courses	A1. Basic training for New and Potential Exporters I	50 - 80	5 days	12 times	600 - 960	600 - 960	Mainly for private
		A2. Basic training for New and Potential Exporters II	50	3	6	300	50	
		A3. Advanced Training for Exporters	50	3	12	600	200	
		A4. Specialized Market Products, Specific Export Promotion	50 - 80	3	4	200 - 320	50 - 80	
	Trade Management Training Courses	B1. Training for Officials and Staff	15 - 25	10	6	90 - 150	15 - 25	For government officials and staff
		B2. Trainers Training	15 - 25	5	2	30 - 50	15 - 25	
	Language Training Courses	L1. Japanese Business Language Training, Level 1	10 - 30	5 month (120 hours)	1	10 - 30	10 - 30	
		L2. Japanese Business Language Training, Level 2	ditto	ditto	1	ditto	ditto	
		L3. Japanese BusinessLanguage Training, Level 3	ditto	ditto	1	ditto	ditto	
Sub-total						1850 - 2470	960 - 1430	
Export Inspection Training	Furniture Inspection and Testing Training Courses	W1. Wood Furniture Inspection	10	20 days	3	30	30	
		W2. Bamboo Furniture Inspection	ditto	ditto	ditto	ditto	ditto	
		W3. Rattan Furniture Inspection	ditto	ditto	ditto	ditto	ditto	
	Garments and Textile Inspection and Testing Training Courses	G1. Basic Inspection Training	5 - 10 10 - 15	15 ditto	2 ditto	10 - 20 20 - 30	10 - 20 20 - 30	Out of the Technical Cooperation
		G2. Advanced Inspection Training	5 - 10 10 - 15	10 ditto	2 ditto	10 - 20 20 - 30	10 - 20 20 - 30	Out of the Technical Cooperation
	Food Inspection and Testing Training Courses	F1. Food Product Inspection	20	ditto	3	60	20	
		F2. Food Process Inspection	20	ditto	ditto	60	20	
Sub-total						270 - 310	190 - 230	
Exhibition Training	Exhibition Management Training Courses	E1. Exhibition Management No. 1 Course	20	10	2	40	40	
		E2. Exhibition Management No. 2 Course	50	ditto	ditto	100	100	
		E3. Exhibition Training Course	ditto	ditto	ditto	ditto	ditto	
Sub-total						240	240	
Total						2360 - 3020	1390 - 1900	

The considerations concerning the participants of each training course are described in categories (1) to (3) of 3-3-3. As the scale of each training course is comparable to the ones conducted in the past by MTI, the scale is thought to be appropriate.

(5) Methods of Inviting Participants

Of the number of annual expected training participants (2,360 - 3,020), 2,120 to 2,680 are from the public, and the remaining number of approximately 240 to 340 are government employees.

Invitations to public participants, including an advertisement with training contents, are planned to be made through announcements by related industrial organizations and chambers of commerce, as well as through announcements, newspaper advertisements, and posters in related official institutions in rural areas such as BSMI, NACIDA, PSA, and BDT. Invitations to training catering to government employees are planned to be made through institutions belonging to MTI in addition to related ministries and bureaus.

3-3-3 Contents of Each Training

Contents of each training course are as shown below:

(1) Trade Training

1) Trade Business Training

Table 3-2 Outline of trade business training

COURSE TITLE	A1: Basic Training for New and Potential Exporters I
TRAINING OBJECTIVES	Training involves providing basic knowledge on export to those involved in export business, and providing specialized knowledge on trade.
TRAINING OBJECTIVES OF EACH COURSE	To supply basic knowledge on exporting.
PREREQUISITE	Anyone involved in related fields in the private sector who wishes to take the course.
NUMBER OF TRAINING COURSES PER YEAR	12 times
DURATION	5 days (1 week)
LENGTH OF TRAINING PER DAY	4 hours 13:00 - 17:00
ENROLLMENT CAPACITY PER SESSION	50 - 80 persons
ANNUAL ENROLLMENT	600 - 960 persons
TUITION	250 pesos/session · person
FACULTY	3 full-time instructors and 7 guest lecturers.
SUBJECT AND TOPICS	Following subject and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Basic knowledge necessary in exporting ① System of Trade ② Terminology ③ Finding Customers ④ Related laws and regulations ⑤ Business negotiation ⑥ Contract agreement ⑦ Finance ⑧ Ordering and manufacturing ⑨ Inspection ⑩ Packing ⑪ Transportation ⑫ Insurance ⑬ Customs clearance ⑭ Shipping ⑮ Payment collection ⑯ Others

o; indicates the topics in subject

COURSE TITLE	A2. Basic Training for New and Potential Exporters II
TRAINING OBJECTIVES	Training involves providing basic knowledge on export to those involved in export business, and providing specialized knowledge on trade.
TRAINING OBJECTIVES OF EACH COURSE	To provide training in detailed knowledge and of each course technology concerning exporting.
PREREQUISITE	Anyone involved in related fields in the public sector who wishes to take the course.
NUMBER OF TRAINING COURSES PER YEAR	6 times
DURATION	3 days
LENGTH OF TRAINING PER DAY	6 hours 9:00 - 12:00, 14:00 -17:00
ENROLLMENT CAPACITY PER SESSION	50 persons
ANNUAL ENROLLMENT	300 persons
TUITION	200 pesos/session · person
FACULTY	3 full-time instructors and 7 guest lectures.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Export financing, foreign exchange, various methods of settling accounts ① Starting a project ② Financing before ship loading ③ Export insurance ④ Foreign exchange ⑤ Using banks ⑥ Payment ⑦ Others 2. Calculation of export price contract ① Order inquiry ② Making estimates ③ Export contract ④ Conditions ⑤ using price calculation sheet ⑥ Calculation of CIF ⑦ others 3. Export procedure, documentation ① Summaryof procedures

COURSE TITLE	A2. Basic Training for New and Potential Exporters II - cont'd
	② Necessary documentation ③ Primary documentation ④ Others 4. Packing, transportation, insurance ① Problematic aspects of packing ② Market needs ③ Labeling ④ Ship loading code ⑤ Air and sea shipment ⑥ Shipping agent business ⑦ Shipping expenses ⑧ Invoicing loading charges ⑨ Others 5. Market research and business negotiation ① Potential market ② Data collection methods ③ Data analysis ④ Theory and case study of business negotiation ⑤ Information research for business negotiation ⑥ Essence of contract ⑦ Others 6. Various trade and international rules ① Forms of trade ② General import regulations ③ Tariff ④ Permission to import ⑤ Special taxes ⑥ Others

COURSE TITLE	A3: Advanced Training for exporters
TRAINING OBJECTIVES	Training involves providing basic knowledge on export to those involved in export business, and providing specialized knowledge on trade.
TRAINING OBJECTIVES OF EACH COURSE	To aid in promoting export business.
PREREQUISITE	Anyone involved in related fields in the public sector who wishes to take the course.
NUMBER OF TRAINING COURSES PER YEAR	12 times
DURATION	3 days
LENGTH OF TRAINING PER DAY	6 hours 9:00 - 12:00, 14:00 - 17:00
ENROLLMENT CAPACITY PER SESSION	50 persons
ANNUAL ENROLLMENT	600 persons
TUITION	200 pesos/session · person
FACULTY	3 full-time instructors and 7 guest lecturers.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Business negotiation and contract ① Theory and case study of business negotiation ② Information for business negotiation ③ Essence of business negotiation ④ Role of contract ⑤ International tender ⑥ Others 2. Export business management ① Principles and structure ② Problem solving and decision-making ③ Manpower plan ④ Market deals ⑤ Mixed deals ⑥ Manufacturing plans and policies ⑦ Sales management ⑧ Promotion ⑨ Price determination ⑩ Market research personnel ⑪ Sales forecast ⑫ Trade promotion for small business ⑬ Formation of marketing plan ⑭ Others

COURSE TITLE	A3: Advanced Training for exporters - cont'd
	3. Export market forecasting strategy ① Export opportunity analysis ② Marketing techniques and methods ③ New market development ④ Others

COURSE TITLE	A4: Specialized Market Products, Specific Export promotion
TRAINING OBJECTIVES	Training involves providing basic knowledge on export to those involved in export business, and providing specialized knowledge on trade.
TRAINING OBJECTIVES OF EACH COURSE	To allow participants to increase knowledge on market needs of the design market for the promotion of Philippine exports.
PREREQUISITE	Anyone involved in related fields in the public sector who wishes to take the course.
NUMBER OF TRAINING COURSES PER YEAR	4 times
DURATION	3 days
LENGTH OF TRAINING PER DAY	6 hours 9:00 -12:00, 14:00 - 17:00
ENROLLMENT CAPACITY PER SESSION	50 - 80 persons
ANNUAL ENROLLMENT	200 -320 persons
TUITION	200 pesos/session · person
FACULTY	3 full-time instructors and 7guest lecturers.
SUBJECTS	Following subjects which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Textile products 2. Wooden products 3. Processed perishable food stuffs etc. Following informations of overseas market concerning above items, ① Design, size, taste ② Market competition ③ Circulation mechanism ④ Standard inspection ⑤ Import system ⑥ Packing ⑦ others

Training Methods

Lectures using printed materials and audio-visual aids, case study practices, and field trips will be the methods used for the training. The Philippine side is planning to conduct training of one course per subject. Their plan is for participants to learn the outline in A1 course, and receive a more detailed training in A2 and A3 courses.

Scale of Training

Companies listed in the Philippine Product Guide (1984 edition) amount to 6,162 firms. Of these, the training is intended for companies involved in manufacture of non-traditional products such as garment and textile products, furniture, and food products. The number of these firms is estimated to be approximately 4,000 to 4,500.

This trade training is planned to be held 34 times a year for A1 to A4 courses, and it is expected to attract a total of 1,700 to 2,180 participants. As previously mentioned, one course per subject of training is being planned. Therefore, the number of individuals who actually complete each course will be 600 to 960 for A1 course, 50 for A2 course, 200 for A3 course, and 200 to 320 for A4 course, for a total for 1,050 to 1,530. When this number is compared to the number of participants of related training held in Manila in 1985 (held 34 times in a year and 1,933 participated), it is of a similar scale, and in view of the consideration that the training will be uniformly, efficiently, and concentratedly executed, it can be said that the scale of training will be appropriate.

2) Trade Management Training

Table 3-3 *Outline of trade management training*

COURSE TITLE	B1: Training for Officials and Staff
TRAINING OBJECTIVES	Improvement of marketing method of personnel involved in trade promotion and trade management and nurturing of trainers who will play professional, central roles in trade.
TRAINING OBJECTIVES OF EACH COURSE	Improvement of government employees, knowledge and marketing abilities of export promotion.
PREREQUISITE	Mid-level government officials and staff working in export promotion operation.
NUMBER OF TRAINING COURSES PER YEAR	6 times
DURATION	10 days (2 weeks)
LENGTH OF TRAINING PER DAY	6 hours 9:00 - 12:00, 14:00 - 17:00
ENROLLMENT CAPACITY PER SESSION	15 - 25 persons (Appropriation Plan

Organization	BSMI	PITC	NACIDA	BOI	CITEM	CTEB	BFT	TPO	PSA	BFAR	MAF	MUR	PCA	SHIPPERCON	MIRDC	PTRI	MTI PLANNING SERVICE
B1	3	2	2	2	2	2	2	2	2	1	1	1	1	1	-	-	1

ANNUAL ENROLLMENT	90 - 150 persons
TUITION	Free
FACULTY	3 full-time instructors and 3 guest lecturers.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Export market research ① Necessity of export market research ② Reserach point ③ Descrimenation of potential export market ④ Development research and analysis of market ⑤ Data collection method ⑥ Sample selection method ⑦ Data collection method by means of written inquiry ⑧ Data analysis ⑨ Market tendency, Sales promotion, advertisement effect ⑩ Appropriate products dimension survey

COURSE TITLE	B1: Training for Officials and Staff - cont'd
	⑪ Market research plan ⑫ Others 2. Export marketing techniques ① Selection and development of training products ② Selection of potential market for special products ③ Trade information of special markets ④ Sales section representative, circulation route and appointment of agents. ⑤ Market information for sales promotion ⑥ Export application ⑦ price of export products ⑧ Payment method ⑨ Export finance ⑩ Packaging ⑪ Transportation ⑫ Transportation insurance ⑬ Practical business from order receipt to payment ⑭ Export promotion ⑮ Simplification of trade, documentation etc. ⑯ Others 3. Techniques and methods of trade promotion ① Necessity of trade promotion ② Domestic export advertisement ③ Export training ④ Trade information services ⑤ Quality improvement of export products ⑥ Overseas export advertisement ⑦ Exhibition fair strategy ⑧ Trade mission ⑨ Role of trade representative ⑩ Combination export marketing ⑪ Confirmation of priority order ⑫ Others 4. Roll of overseas trade representative ① Roll of overseas trade representative ② Communication method ③ Necessity of regular rounds ④ Report of basic guideline ⑤ Documentation ⑥ Inquiry in behalf of home country ⑦ Sales agent ⑧ Clarification to inquiry and tender ⑨ Report of country's information and market information ⑩ Advertisement ⑪ Relationship with press ⑫ Selection of trade fair sites

COURSE TITLE	B1: Training for Officials and Staff - cont'd
	⑬ Sales promotion ⑭ Preparation for trade fairs ⑮ Support to trade fairs ⑯ Management of trade fairs ⑰ Support to visitors ⑱ Trade mission ⑲ Complaint concerning trade ⑳ Filing various informations 21 Composing administration staff 22 Finance management 23 Others 5. Trade information services ① Necessity of trade information ② Trade information system ③ Clarification of needs ④ Collection of information ⑤ Cue to information sources ⑥ International trade statistics ⑦ Customs tax etc. ⑧ Trade tendency ⑨ Regular information etc. ⑩ General reference materials ⑪ Storage and reference of information ⑫ Classification of products, countries and functions ⑬ Classification of reference materials ⑭ Analysis and investigation of information ⑮ Popularization of general information ⑯ Popularization of specific information concerning trade service ⑰ Control of trade information system ⑱ Installation of trade information system ⑲ Others 6. Trade negotiation techniques ① negotiation theory and practice ② Data collection and use method in negotiations ③ Elements of contract negotiation ④ Role of international contract ⑤ Tender method in foreign countries' projects ⑥ Others

COURSE TITLE	B2: Trainers Training
TRAINING OBJECTIVES	Improvement of marketing method of personnel involved in trade promotion and trade management and nurturing of trainers who will play professional, central roles in trade.
TRAINING OBJECTIVES OF EACH COURSE	Improvement of trainers' technique in developing training curriculum and selecting training materials.
PREREQUISITE	Government trainer who is to be directly involved in development and improvement of training curriculum and training materials.
NUMBER OF TRAINING	2 times
DURATION	5 days (1 week)
LENGTH OF TRAINING PER DAY	6 hours 9:00 - 12:00, 14:00 - 17:00
ENROLLMENT CAPACITY PER SESSION	15 - 25 persons (Appropriation Plan)
ANNUAL ENROLLMENT	30 - 50 persons
TUITION	Free
FACULTY	3 full-time instructors and 3 guest lecturers.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Curriculum development in export marketing. ① Role of curriculum development for export marketing ② Curriculum development condition ③ Role of central and local government agency ④ Manufacturization and market analysis ⑤ Specification of market demand ⑥ Product design and market adjustment ⑦ Extents and element of potential resources ⑧ Testing, adjustment and packaging of products ⑨ Pricing and circulation of products ⑩ Evaluation process of products. ⑪ Others

Organization	BSMI	PTTC	NACIDA	BOI	CITEM	CTEB	BFT	TPO	PSA	BFAR	MAF	MUR	PCA	SHIPPERCON	MIRDC	PTRI	MTI PLANNING SERVICE
B2	2	1	1	1	2	3	3	-	3	-	-	-	-	2	2	2	2

COURSE TITLE	B2: Trainers Training - cont'd
	2. Development and adaptation of teaching materials ① Case study in training, role of method ② Setting up method of business conditions for case study ③ Collecting case study purposes and development of training materials ④ preparation of working schedule and program ⑤ Setting up case study documents and processing technique ⑥ problem solution of case study etc. ⑦ Others

Training Methods

Lectures utilizing printed materials and audio-visual materials, case study lessons, and discussions will be conducted for the training.

Scale of Training

The training plans to attract, on an annual basis, 90 to 150 students in B1 course and 30 to 50 students in B2 course. However, as only one session per course will be conducted for the training (refer to Table 3-3 part 2, notes), it will take a participant one year to complete all training subjects. Therefore, the actual number of participants who will complete all the training will be 15 to 25 per year.
Government employees who will be the object of this training are: 1) employees of MTI's bureaus such as BSMI, BFT, PSA, and MTI Planning Bureau; 2) employees of MTI's affiliated institutions and affiliated corporations such as PITC, NACIDA, BOI, CITEM, GTEB, SHIPPERCON, MIRDC, and PTRI; and 3) trade-related employees of other ministries and authorities such as TPO, BFAR, Ministry of Agriculture, Ministry of Natural Resource, and PCA. The sum of 1) and 2) will be some 2,000 individuals. Priority is planned to be instituted in determining the order of participation by the individuals.

3) Language Training

Table 3-4 Outline of language training

COURSE TITLE	L1: Japanese Business Language Training, Level-1
TRAINING OBJECTIVES	To learn to read, write, and speak Japanese, as well as to learn Japanese business customs and technical terms.
TRAINING OBJECTIVES OF EACH COURSE	Accomplishment of above on a basic level.
PREREQUISITE	Individuals from the private sector and government working in trade-related field, and the general public.
NUMBER OF TRAINING COURSES PER YEAR	1 time
DURATION	5 months (2 hours per day, 3 times per week, total of 120 hours)
LENGTH OF TRAINING PER DAY	2 hours 17:00 - 19:00 or 19:00 - 21:00 or 11:00 - 13:00
ENROLLMENT CAPACITY PER SESSION	10 - 30 persons
ANNUAL ENROLLMENT	10 - 30 persons
TUITION	charged
FACULTY	1 full-time instructor and 2 guest lecturers.
TOPICS	Following topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Expressions in business trips and traveling 2. Time and numbers 3. Greetings, gratitude 4. Daily conversation 5. Construction of short sentences 6. Japanese syllabary and basic Chinese characters 7. Pronunciation 8. Basic vocabulary 9. Others

COURSE TITLE	L2: Japanese Business Language Training, level-2
TRAINING OBJECTIVES	To learn to read, write, and speak Japanese, as well as to learn Japanese business customs and technical terms.
TRAINING OBJECTIVES OF EACH COURSE	Accomplishment of above on an intermediate level.
PREREQUISITE	Individuals from the private sector and government working in trade-related field, and the general public.
NUMBER OF TRAINING COURSES PER YEAR	1 time
DURATION	5 months (2 hours per day, 3 times per week, total of 120 hours)
LENGTH OF TRAINING PER DAY	2 hours 17:00 - 19:00 or 19:00 - 21:00 or 11:00 - 13:00
ENROLLMENT CAPACITY PER SESSION	10 - 30 persons
ANNUAL ENROLLMENT	10 - 30 persons
TUITION	charged
FACULTY	1 full-time instructor and 2 guest lecturers.
TOPICS	Following topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Japanese writing 2. Practice of daily conversation 3. Grammar 4. Summarizing newspaper contents 5. Others

COURSE TITLE	L3: Japanese Business Language Training, level-3
TRAINING OBJECTIVES	To learn to read, write, and speak Japanese, as well as to learn Japanese business customs and technical terms.
TRAINING OBJECTIVES OF EACH COURSE	Accomplishment of above on an advanced level.
PREREQUISITE	Individuals from the private sector and government working in trade-related field, and the general public.
NUMBER OF TRAINING COURSES PER YEAR	1 time
DURATION	5 months (2 hours per day, 3 times per week, total of 120 hours)
LENGTH OF TRAINING PER DAY	2 hours 17:00 - 19:00 or 19:00 - 21:00 or 11:00 - 13:00
ENROLLMENT CAPACITY PER SESSION	10 - 30 persons
ANNUAL ENROLLMENT	10 - 30 persons
TUITION	charged
FACULTY	1 full-time instructor and 2 guest lecturers.
TOPICS	Following topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Communication through hihg-level conversation 2. Interpretation 3. Imprompty speech 4. Business writing, business conversation 5. Types of business documents 6. Others

Training Method

In each course, 30 minutes to one hour of L/L study will be incorporated along with normal lectures using textbooks to improve training effectiveness.

Scale of Training

According to NEDA Statistical Yearbook 1985, individuals employed in manufacturing, wholesaling, and retailing consist of 22.4% of the entire work force. On the other hand, as stated in Chapter 2, approximately 450 individuals are being trained in basic Japanese language annually. Assuming that some 20% of these Japanese language students become employed in trade-related fields, approximately 100 individuals per year will be employed in trade-related fields. The number of participants planned to be accepted by this project's business Japanese training (10 to 30) is 10 to 30% of this figure, and when it is considered that Japan is Philippines' number 2 trading partner next to the United States or exports to Japan consist of 19.4% of the Philippines' entire trade, training proposed under this project is deemed to be appropriate. As teaching materials used for L/L and equipment for business Japanese training will take considerable amount of time to be produced in the future, they are planned to be used for self-study and proficiency testing purposes besides normal training purposes.

(2) Inspection Training

1) Furniture Inspection and Testing Training

Table 3-5 Outline of furniture inspection and testing training

COURSE TITLE	W1: Wood Furniture Inspection
TRAINING OBJECTIVES	To improve specialized technology and knowledge of technicians involved in inspection.
TRAINING OBJECTIVES OF EACH COURSE	To achieve the above stated objectives with wood furniture such as chairs, tables and box furniture.
PREREQUISITE	High or mid ranked technicians in the fields of quality control and inspection.
NUMBER OF TRAINING	3 times
DURATION	20 days (1 month)
LENGTH OF TRAINING PER DAY	6 hours (excluding 2 hours for lunch)
ENROLLMENT CAPACITY PER SESSION	10 persons Government employees 3 from PSA (2 from second year), 2 from NACIDA, 5 from Private company employees (6 from second year)
ANNUAL ENROLLMENT	30 persons
TUITION	Free for government employees, private company employees are charged
FACULTY	4 full-time instructors and 3 guest lecturers.
SUBJECTS AND TOPICS	Following topics concerning wooden, bamboo and rattan furniture products which the Philippine side is planning will be studied in the state of the technical cooperation.' 1. Development of export standards and norms ① Outline of export inspection ② Types of export inspection and development of it ③ Others 2. Sampling plan and method ① All number inspection and sampling inspection ② Sampling schedule and permillable ratio of inferior products ③ Others

COURSE TITLE	W1: Wood Furniture Inspection
	3. Testing technique and process ① Material testing Material strength test, material paint test, adhesion strength test ② Packaging test ③ Test for finished products Strength test for finished products, salt spray test ④ Others 4. Inspection technique and process ① Dimension accuracy inspection ② Visual inspection ③ Others 5. Evaluation of test and inspection results ① outside appearance ② Structure, function ③ Dimension accuracy ④ Capacity ⑤ Reliability ⑥ Indication accuracy, terminology ⑦ Indication of pass ⑧ Others

COURSE TITLE	W2: Bamboo Furniture Inspection
TRAINING OBJECTIVES	To improve specialized technology and knowledge of technicians in inspection.
TRAINING OBJECTIVES OF EACH COURSE	To achieve the above stated objectives with bamboo furniture such as chairs, tables and box furniture.
PREREQUISITE	High or mid ranked technicians in the fields of quality control and inspection.
NUMBER OF TRAINING	3 times
DURATION	20 days (1 month)
LENGTH OF TRAINING PER DAY	6 hours (excluding 2 hours for lunch)
ENROLLMENT CAPACITY PER SESSION	10 persons Government employees 3 from PSA (2 from second year), 2 from NACIDA, 5 from Private company employees (6 from second year)
ANNUAL ENROLLMENT	30 persons
TUITION	Free for government employees, private company employees are charged
FACULTY	4 full-time instructors and 3 guest lecturers.
SUBJECTS AND TOPICS	Same as W1.

COURSE TITLE	W3: Rattan Furniture Inspection
TRAINING OBJECTIVES	To improve specialized technology and knowledge of technicians in inspection.
TRAINING OBJECTIVES OF EACH COURSE	To achieve the above stated objectives with rattan furniture such as chairs, tables and box furniture.
PREREQUISITE	High or mid ranked technicians in the fields of quality control and inspection.
NUMBER OF TRAINING	3 times
DURATION	20 days (1 month)
LENGTH OF TRAINING PER DAY	6 hours excluding (2 hours for lunch)
ENROLLMENT CAPACITY PER SESSION	10 persons Government employees 3 from PSA (2 from second year), 2 from NACIDA, 5 from Private company employees (6 from second year)
ANNUAL ENROLLMENT	30 persons
TUITION	Free for government employees, private company employees are charged
FACULTY	4 full-time instructors and 3 guest lecturers.
SUBJECTS AND TOPICS	Same as W1.

Training Method

Lectures utilizing printed materials and audio-visual aids, case studies, and testing and inspection exercise using actual sample will be conducted. Practice samples will be provided by NACIDA, related manufacturers, etc. and others, and the samples will be utilized by NACIDA and others after they are used for training.

In order to facilitate participation by the public, the training is planned to include individual training of wood, bamboo, and rattan respectively.

Scale of Training

The training centers toward 50 to 60 PSA employees involved in inspection in their field; approximately 20 technology-related NACIDA employees, and employees of 500 corporations from the private sector.

Use of Inspection Training Facilities during Off Hours

The facilities are planned to be used for meeting technological inquiries from related institutions and companies, and they will also be made available for students and companies in related fields who wish to tour the facilities.

2) Garments and Textile Inspection and Testing Training

Table 3-6 Outline of garments and textile inspection and testing training

COURSE TITLE	G1: Basic Inspection Training
TRAINING OBJECTIVES	To improve participants' technology and knowledge of inspection, testing, and quality control of garments and textile products.
TRAINING OBJECTIVES OF EACH COURSE	To provide general knowledge of garments and textile production, inspection, and testing.
PREREQUISITE	Technicians in the fields of quality control and inspection.
NUMBER OF TRAINING COURSES PER YEAR	2 times + 2 times * *outside the tecnical cooperation
DURATION	15 days (3 weeks)
LENGTH OF TRAINING PER DAY	6 hours (excluding 2 hours for lunch)
ENROLLMENT CAPACITY PER SESSION	5 - 10 persons (Appropriation plan): Government employees PSA---2, GTEB---2, PTRI---3 *Private sector (Inspection Institutions, Factories, etc.) 10 to 15
ANNUAL ENROLLMENT	10 - 20 persons * 10 - 20 persons
TUITION	Free for government employees, *charged for private.
FACULTY	2 full-time instructors and 2 guest lecturers.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Introduction on garments and textile ① Classification of textile materials ② Yarn Manufacturing process ③ Fabric manufacturing process ④ Finishing process ⑤ Defects of yarn and fabric ⑥ Sewing process ⑦ Others 2. Inspection ① Method and technique for inspection ② Operation of inspection machine

COURSE TITLE	G1: Basic Inspection Training - cont'd
/	③ Quality assessment ④ Evaluation method ⑤ Others 3. Testing ① Operation of testing machine ② Yarn construction ③ Fabric construction ④ Fiber Composition ⑤ Colorfastness to washing ⑥ Colorfastness to rubbing ⑦ Colorfastness to light ⑧ Shrinkage ⑨ Abrasion test ⑩ Tensile test ⑪ Streak analysis ⑫ Tearing strength ⑬ Flammability ⑭ Bursting strength ⑮ Others 4. Relation between the export standard and these tests.

COURSE TITLE	G2: Advanced Inspection Training
TRAINING OBJECTIVES	To improve participants' technology and knowledge of inspection, testing, and quality control of garments and textile products.
TRAINING OBJECTIVES OF EACH COURSE	To provide specialized technology and knowledge of inspection and testing.
PREREQUISITE	Technicians in the fields of quality control and inspection.
NUMBER OF TRAINING COURSES PER YEAR	2 times + 2 times * *outside the tecnical cooperation
DURATION	10 days (3 weeks)
LENGTH OF TRAINING PER DAY)	6 hours (excluding 2 hours for lunch)
ENROLLMENT CAPACITY PER SESSION	5 - 10 persons (Appropriation plan): Government employees PSA---2, GTEB---2, PTRI---3 *Private sector (Inspection institutions, factories, etc.) 10 to 15
ANNUAL ENROLLMENT	10 - 20 persons * 10 - 20 persons
TUITION	Free for government employees, *charged for private.
FACULTY	3 full-time instructors and 1 guest lecturer.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Fabric defects and causes ① Yarn construction ② Fabric construction ③ Finishing 2. Quality as required by consumers. 3. Quality control and standards in various countries 4. Inspection Techniques ① procedure ② Practicum 5. Inspection and testing

Training Method

Lectures utilizing printed materials and audio-visual aids, and practical exercises in inspection and testing utilizing actual samples will be conducted. In response to public demand, both courses are planned to be increased by two training sessions per year.

Scale of Training

The training will be catered to approximately 20 PSA employees in garment and textile inspection department, approximately 30 PTRI technicians, GTEB technicians, and employees of approximately 500 related private companies.
Thus, the scale of training is considered to be appropriate.

Utilization of Inspection Facilities during Off Hours

It will be made available to special training needs of related institutions and companies, as well as for responding to technical inquiries.

3) Food Inspection and Testing Training

Table 3-7 Outline of food inspection and testing training

COURSE TITLE	F1: Food Product Inspection
TRAINING OBJECTIVES	To improve technology of export inspection and quality control of frozen food products, canned or bottled products, and fruit juice beverages.
TRAINING OBJECTIVES OF EACH COURSE	To train inspectors in the government and private sector in judging the appropriateness of export food products.
PREREQUISITE	Food inspectors in government institutions, individuals working in research and development in the private sector, and factory managers in the private sector.
NUMBER OF TRAINING COURSES PER YEAR	3 times
DURATION	10 days (2 weeks)
LENGTH OF TRAINING PER DAY	6 hours (excluding 2 hours for lunch)
ENROLLMENT CAPACITY PER SESSION	20 persons (3 government employees, 17 from public sector)
ANNUAL ENROLLMENT	60 persons
TUITION	Free for government employees, charged for private
FACULTY	2 full-time instructors.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. General background on food products. 2. Principles of quality control, grading and sampling 3. Quality indicators and their methods of measurement ① Physical ② Sensory ③ Quality of packaging ④ Chemical ⑤ Microanalytical ⑥ Microbiological 4. Acceptance/Rejection procedure and basis

COURSE TITLE	F2: Food Process Inspection
TRAINING OBJECTIVES	To improve technology of export inspection and quality control of frozen food products, canned or bottled products, and fruit juice beverages.
TRAINING OBJECTIVES OF EACH COURSE	To train inspectors in the government and private sector in inspection in quality control.
PREREQUISITE	Food technicians in government institutions, individuals working in research and development in the private sector, and factory managers in the private sector.
NUMBER OF TRAINING COURSES PER YEAR	3 times
DURATION	10 days (2 weeks)
LENGTH OF TRAINING PER DAY	6 hours (excluding 2 hours for lunch)
ENROLLMENT CAPACITY PER SESSION	20 persons (3 government employees, 17 from public sector)
ANNUAL ENROLLMENT	60 persons
TUITION	Free for government employees, charged for private
FACULTY	2 full-time instructors.
SUBJECTS	Following topics which the Philippine side is planning will be studied in the stage of the technical cooperation. Following topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. General background on food products. 2. Principles of quality control, grading and sampling 3. Standards, specifications and critical control points and their method of inspection. 4. Plant hygine, sanitation, pest control.

Training Method

Lectures utilizing printed materials and audio-visual aids and practical exercise in inspection utilizing actual samples will be conducted. In both courses, training on one item per session will be conducted. Contents of practical exercise in inspection and training site are planned to be categorized as follows:

Table 3-8 Contents of practical exercises in food inspection and training site

Contents of Prctical Exercises	Training Site	
	PTTC	FDC
PHYSICAL INSPECTION Shear strength of fruit, fiberization of vegetable, viscosity of sauce, and other similar tests and inspections.	○	—
SENSORY INSPECTION Inspection of food products' form, color, smell, etc.	○	—
INSPECTION OF CONTAINER AND PACKAGING Tests and inspection of rust, sealing, and strength of can, bottle, pack, etc.	○ (Note 1)	○ (Note 2)
CHEMICAL ANALYSIS Analysis of food products' vitamin, amino fatty acid, sugar content, etc.	○ (Note 3)	○ (Note 4)
CONTAMINANT INSPECTION Inspection of amount of tin, ethnyl, mercury, animal eggs and hair contained in food products.	—	○
INSPECTION ON MICROORGANISM AND BACTERIA Inspection of general bacteria, colon bacillus, etc.	—	○

Note:
1. Basic tests and inspection such as sealing of cans, opening and closing of bottle caps, and thickness of containers.
2. Sophisticated tests and inspection such as packaging materials' tensile strength, tear under compression, and pouches' rupture proofness.
3. Relatively simple chemical analysis such as food products' water contents, water activity, sugar contents, and alkalization.
4. Sophisticated chemical analysis of food contents such as vitamin C, fatty acid etc.

At present, inspection of food products is being conducted by the FDC, which belongs to the National Food Authority, and all the equipment and technology are possessed by FDC. When maintenance of sophisticated equipment and efficient use of the equipment during non-training hours are considered, conducting a part of the practical exercises at FDC facilities is practical and realistic. (refer to 2-4(4) for summary of FDC).

Scale of Training

The government employees for whom this training is intended are the some 15 food inspectors and technicians of NFA and FDA. The training also caters to research and development staff and factory managers who work in production and manufacturing and inspection firms in the private sector. In the Philippines, there are approximately 29,000 food processing firms. Of these, 108 firms specified by FDC as well as some 100 other firms are the object of this training. It is estimated that two to three employees from each firm will attend the training.

(3) Exhibition Training

1) Exhibition Management Training

Table 3-9 Outline of exhibition training

COURSE TITLE	E1: Exhibition Management No. 1 Course
TRAINING OBJECTIVES	Training of personnel who will act as central figures as specilists in exhibition management field of export promotion.
TRANING OBJECTIVES OF EACH COURSE	Improvement of knowledge and analytical abilities concerning export promotion and exhibition management.
PREREQUISITE	Government employees and employees of trade-related businesses involved in export promotion and exhibition operations.
NUMBER OF TRAINING COURSES PER YEAR	2 times
DURATION	10 days (2 weeks)
LENGTH OF TRAINING PER DAY	6 hours 9:00 - 12:00, 13:00 - 16:00
ENROLLMENT CAPACITY PER SESSION	20 persons
ANNUAL ENROLLMENT	40 persons
TUITION	Free of charge for government employees, charged for private
FACULTY	2 full-time instructors.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Planning and management of International trade fair ① Choosing the right fair ② Definition of the target markets ③ Recruiting and briefing exhibitors ④ Support and assistance of exhibitors ⑤ Publicity and promotional strategies ⑥ Others

COURSE TITLE	E2: Exhibition Management No. 2 Course
TRAINING OBJECTIVES	Nurturing of personnel who will act as central figures as specialists in exhibition management field of export promotion.
TRAINING OBJECTIVES OF EACH COURSE	Improvement of training abilities in exhibition design.
PREREQUISITE	Government employees and employees of trade-related businesses involved in export promotion and exhibition operations.
NUMBER OF TRAINING COURSES PER YEAR	2 times
DURATION	10 days (2 weeks)
LENGTH OF TRAINING PER DAY	7 hours 9:00 - 12:00, 13:00 - 17:00
ENROLLMENT CAPACITY PER SESSION	50 persons
ANNUAL ENROLLMENT	100 persons
TUITION	Free of charge for government employees, charged for private
FACULTY	2 full-time instructors.
SUBJECTS AND TOPICS	Following subjects and topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. Exhibition design method ① Elements of a good stand design ② The stand contractor ③ Shell scheme ④ Prefabrication ⑤ Manning the standard ⑥ Planning and budgeting ⑦ Schematic design ⑧ Lighting ⑨ Construction administration ⑩ Others

COURSE TITLE	E3: Exhibition Management No. 2 Course
TRAINING OBJECTIVES	Training in basic factors concerning exhibition and specialized knowledge.
TRAINING OBJECTIVES OF EACH COURSE	Improvement of export achievements through exhibition.
PREREQUISITE	Employees of trade-related businesses and government employees involved in exhibition operations.
NUMBER OF TRAINING COURSES PER YEAR	2 times
DURATION	10 days (2 weeks)
LENGTH OF TRAINING PER DAY	5 hours 9:00 - 12:00, 14:00 - 16:00
ENROLLMENT CAPACITY PER SESSION	50 persons
ANNUAL ENROLLMENT	100 persons
TUITION	Free of charge for government employees, charged for private
FACULTY	2 full-time instructors.
SUBJECT AND TOPICS	Following topics which the Philippine side is planning will be studied in the stage of the technical cooperation. 1. How to participate in international trade fairs. ① Necessity of trade fairs ② Information of trade fairs and market data ③ Selection of trade fairs ④ Selection of targeted market ⑤ Preparation for paticipating in trade fairs ⑥ Others

Training Methods

Lectures will be given utilizing printed materials and audio-visual aids. Also, in Exhibition Management Course 2, and Exhibition Management Training Course, the following practical exhibition exercises will be conducted:

Table 3-10 Contents of practical exercises in exhibition

Contents of Practical Exercises	Necessary Area Per Each Unit (sq.m)
1. Exhibition methods of agricultural products	9.0
2. Exhibition methods of furniture products	13.5
3. Exhibition methods of high fashion	9.0
4. Assembly and use of exhibit equipment	9.0
Necessary Total Area for One Unit	40.5

Note : Each unit will be composed of one or two students.

Remarks:
- All four practical exercises will be participated in by every participant.
- Effectiveness of practical exercises will be increased by dividing each class into two or by forming one unit with two participants.
- Training of three days in total will be conducted in the order of preparation, decoration, evaluation, then disassembly.
- Exhibits will be on load from various industrial organizations and manufacturers.

Scale of Training

As stated in Chapter 2, F.A.M.E. market week held by MTI has managed to attract some 150 participating companies per exhibition.
When this is taken into consideration, along with the fact that there are 4,000 to 4,500 trade-related firms, the planned scale of the training can be thought as being appropriate.

Relationship between Trade Exhibition and Exhibition Training

MTI has plans to hold various types of trade exhibitions eighteen times per year, including the six F.A.M.E. Market Weeks to be held after 1987,