

フィリピン貿易研修センター
コンタクトミッション調査報告書

昭和60(1985)年11月

国際協力事業団

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フィリピン貿易研修センター
コンタクトミッション調査報告書

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国際協力事業団

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| 国際協力事業団 | |
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は し が き

フィリピン共和国は、同国の貿易収支の改善を図るための措置の一環として、貿易実務、輸出品の規格・品質管理技術、輸出品のデザイン、生産技術分野等における人材の養成およびフィリピン産品の展示による新市場の開拓等をおして、フィリピン共和国の輸出促進を目的とした「貿易研修センター」の設立を計画し、我が国に対し無償資金協力及び技術協力を要請してきた。

これを受けて、我が国政府は本計画を協力の対象として検討したうえで、要請の背景、具体的な内容、協力の基本方針等を明らかにするための調査を行うことを決定し、その調査を国際協力事業団が実施することとなった。

このため、国際協力事業団は昭和60年10月7日から同年10月15日まで、コンタクトミッションを派遣し、上記内容による調査を行った。

この報告書は、その調査結果をとりまとめたものである。ここに、この調査団派遣に御協力をいただいた関係各省、関係機関および現地調査の実施にあたって御指導、御協力を賜った在フィリピン日本大使館等関係各位に対し厚くお礼を申し上げる次第である。

昭和60年11月

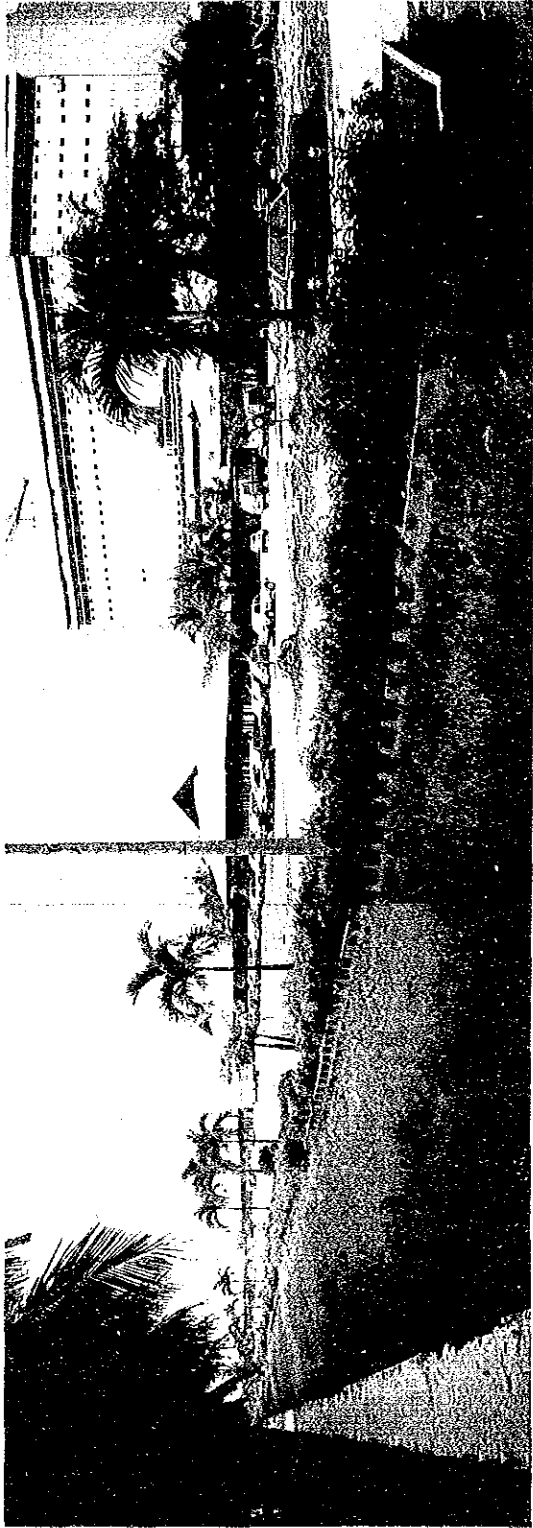
国際協力事業団

理事 古閑俊彦

P T T C 建 設 予 定 地



C I T E M 全 景



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I. 調査の経緯と目的

I-1 調査の経緯

フィリピン共和国では、経済危機を早期に克服するため、第6次5ヶ年開発計画（83～87年）を見直し、修正4ヶ年計画（84～87年）を実施中である。

計画では、生産性の向上、通貨供給量の制限、対外債務のリスケジュールリングなどを通じて、国民生活水準の向上、経済・社会の安定と成長をめざすこととしている。

修正前の第6次5ヶ年計画では、目標年次において貿易収支の赤字を資本収支の黒字で補い、総合収支の均衡を図ることとしていたが、修正4ヶ年計画においては貿易見通しを輸出入とも下方修正し、目標年度で貿易収支の黒字を計画している。

このため、輸出においては非伝統的産品と農産物に重点をおき、衣服、家具、エレクトロニクス、ギフトおよびハウスウェア、建設サービス、生鮮および加工食品、履物および皮革製品の7分野を重点分野としてあげ、計画達成のための手段として、生産構造の改善、技術および技能の向上に重点をおくこととしている。

このようなことから、フィリピン共和国政府は、1985年4月、我が国外務省に対し次のような内容から成るフィリピン製品の日本市場開拓計画を提出してきた。

1. フィリピン輸出振興センター（貿易センター）の設立
2. 非伝統産品の輸出拡大（特に日本市場を対象）
3. 研修の実施
4. 日本市場開拓についての実際知識の獲得
5. 日本市場についての情報提供
6. 日本市場でのフィリピン製品の販売キャンペーンの実施

また1985年5月に藤尾ミッションが同国を訪問した際、マルコス大統領およびヴィラタ首相から直接藤尾政調会長に対し、本件に対する協力の要請があり、同月に開催された60年度日・比技術協力年次協議においてもフィリピン側からトップ・プライオリティ事項として取上げられた。

日・比技術協力年次協議において要請された主な内容は次のとおりである。

1. 貿易展示センター設立への協力（無償資金協力）
2. 新製品、製造工程の開発への協力
 - (1) 品質、デザイン向上、新製品開発
 - (イ) 衣料等の繊維製品
 - (ロ) 履物、皮革製品
 - (ハ) ギフト、家庭用品
 - (ニ) ファッション・アクセサリ

- (ホ) 家具・備品
- (ヘ) 食品・パッケージング
- (2) 製造工程の改善, 訓練等
 - (イ) 衣料等の繊維製品
 - (ロ) 家具・備品
 - (ハ) ファッション・アクセサリー
 - (ニ) 履物・皮革製品
- 3. パッケージングセンターへの協力
 - スタッフに対するトレーニング, 日本人専門家による助言, 試験設備の供与
- 4. 品質管理センターへの協力
 - 貿易展示センター内に設立し輸出商品の品質管理を行う。
- 5. マーケティングと販売促進への協力
 - (1) トレードフェアの開催
 - (2) 展示会の開催
 - (3) デパート等での販売促進
- 6. 日本での研修の実施
- 7. 市場情報の交換
- 8. ファッション企画促進センターへの協力
- 9. ファッション情報やサンプルの収集, セミナーの開催

以上の要請はフィリピンの輸出振興を図ることに目的があることは云うまでもないが、これを日本の輸入促進政策と結びつけることによって、とくに日本市場への輸出を促進しようとするものである。

このために「貿易展示センター」を設立し、その建物、設備、資機材について無償資金協力を要請するとともに、輸出促進のための生産技術、販売技術等に関する技術協力を要請してきたものである。

我が国はこの要請内容を検討した結果、基本的にはこれに前向きに対処していくこととし、本件協力の実現に向けて調査を行うこととなった。

1-2 調査の目的、内容

本調査は、フィリピン側の要請内容が多岐にわたっており、かつ政府ベースで行うべき協力と民間ベースで行うべき協力とが混在していることなどから、要請の具体的内容、実施方法等を聴取し要請の全体像を明らかにするとともに、当方の技術協力の仕組み、方法および実施上の一般的考え方を説明し先方の理解を求めることを目的とした。

主な調査事項は次の通りである。

1. プロジェクト名称の確認

本プロジェクト名称として「フィリピン輸出振興センター」、「フィリピン貿易展示センター」などが用いられているため、正式名称を確認する。

2. プロジェクトの目的, 背景, 必要性

3. プロジェクトの内容

- (1) 専門家派遣の内容
- (2) 研修員受入の内容
- (3) 建物, 資機材供与の内容

4. フィリピン側実施体制

- (1) センターの組織と機能
- (2) 他の機関との関係
- (3) 予算措置
- (4) カウンターパートの確保策

5. その他

I-3. 調査団の構成

| 氏名 | 担当業務 | 所属先 |
|------|-----------|---------------------|
| 古閑俊彦 | 団長 | 国際協力事業団理事 |
| 野口裕之 | 無償資金協力 | 外務省経済協力局無償資金協力課 |
| 永田和博 | 技術協力政策 | 外務省経済協力局技術協力課 |
| 上林匡 | 技術協力計画 | 通商産業省通商政策局経済協力課課長補佐 |
| 岡林哲夫 | 繊維・雑貨等 | 通商産業省生活産業局総務課課長補佐 |
| 青木庸三 | 農林水産物 | 農林水産省経済局国際協力課 |
| 小出一晴 | 輸入促進・展示 | 日本貿易振興会輸入対策部協力事業課長 |
| 内村理史 | 団長補佐・業務調整 | 国際協力事業団鉱工業開発協力部調査役 |

I-4 調査日程

| 日数 | 月日(曜) | 日程 |
|----|------------|---|
| 1 | 10 / 7 (月) | 移動(東京～マニラ) 日本大使館, JICA事務所表敬・打合せ |
| 2 | 8 (火) | 日本大使館打合せ, Ongpin貿易工業大臣表敬, CITEM (Center for International Trade Exposition and Missions Inc.)との協議 |

| | | |
|---|--------|--|
| 3 | 9 (水) | Valdepenas NEDA (National Economic Development Authority) 長官表敬, C I T E Mとの協議 |
| 4 | 10 (木) | C I T E Mとの協議 |
| 5 | 11 (金) | C I T E Mおよび貿易工業省 (Product Standards Agency) との協議 |
| 6 | 12 (土) | 資料整理・団員打合せ |
| 7 | 13 (日) | " |
| 8 | 14 (月) | C I T E Mとの協議 |
| 9 | 15 (火) | 日本大使館, J I C A事務所報告 移動 (マニラ～東京) |

Ⅱ. 調査結果の要旨

1. 1985年5月の日・比技術協力年次協議の場などで要請されていた内容は協力分野が広範かつ多岐にわたっており、政府ベースの協力分野としては適当でないと思われるものも含まれていた。

しかし、今回調査団に対して提示された協力要請内容はかなりよく整理されており、現在協力実施中の「タイ貿易研修センター」の協力内容にほぼ近いものであった。

2. 本件「フィリピン貿易研修センター」の無償協力要請のプライオリティーが教育文化省の教育テレビプロジェクトに次いで2番目に変更されたことを確認したところ、本件を所管するONGPIN貿易工業大臣は両案件とも等しく重要と考えており、早期実現のため最大限の協力をして欲しい旨要請した。

ONGPIN貿易工業大臣、LEVI STE同次官、GABOR同外国貿易局長および経済協力担当のVALDENAS国家経済開発庁長官の熱意は並々ならぬものと見受けられた。

3. 本件は対日輸出の増大を直接の目標とはせず、フィリピン全体の輸出の増大を目標とすることを確認した。しかし、フィリピン側の期待は対米貿易並みあるいはそれ以上に対日貿易を増大させるための一助とするところにあるとみられる。

4. 協力要請業種のうち、履物および皮革製品および輸入割当制をとっている食品等については協力が難しいことを確認したところ、フィリピン側はこれを受入れた。

5. 無償資金協力、技術協力とも予算上あるいは専門家リクルート上の制約があるため、全ての要請に応えることはできないことを伝えたところ、フィリピン側は我が国の出来る範囲で協力してもらえばよいという基本的姿勢であった。

6. 本件協力は「フィリピン貿易研修センター」の職員を対象とした人材養成のためのトレーニング実施に関する無償資金協力及び技術協力とすることを確認した。

7. 輸出のための新製品および新プロセスの開発には協力することができないので、デザイン、生産技術、マーケティングに関するガイダンスに留めることを確認した。

8. 「フィリピン貿易研修センター」は貿易工業省外国貿易局のもとに設置し、職員は同省の関連部局および付属機関等から調達するという方針を確認した。

9. 無償資金協力要請概要は次のとおりであった。

(1) センター建物

サイト：Cultural Center Complex, Roxas Boulevard, Manila

内容：講堂（500席）、教室（4室）、AVスタジオ、Language Laboratory、図書室、会議室、展示場等（延べ約5,000 m²）

(2) 関連機材一式

オフィス機器，輸送機器，コンピュータ，テープレコーディングシステム，発電機，ポンプ等（以上センター建設前），講堂のコントロールシステム，サウンドシステム，Language Laboratoryシステム，AV機器，試験分析機器（規格・品質管理関係），包装試験機器，展示モジュール，ブース，ディスプレイ装置等

10. 技術協力要請概要は次のとおりであった。

- (1) 貿易実務
- (2) 規格・品質管理
- (3) 展示
- (4) 製品開発（デザイン，生産技術指導）
に関する人材養成への協力

Ⅲ．調 査 結 果

Ⅲ－１ 協力要請内容

調査団派遣前にフィリピン側から提出されていた協力要請内容は、「Ⅰ．調査の経緯と目的」において言及したように、「フィリピン貿易展示センター」を設置し、新製品・新工程の開発、パッケージング、品質管理、マーケティング、展示、市場情報の交換、ファッション商品の企画等広範な協力を求めたもので、政府ベースの技術協力のみでは対応しきれないものであった。

しかし、調査団訪比時に新たに提出された要請内容は、トレーニングを主体とする「貿易研修センター」の設立ということでもかなりよく整理されており、政府ベースの協力スキームで概ね協力可能なものとなっていた。（原文は別添資料C参照）

調査団はこの要請内容を検討し、基本的な事項として以下の諸点を指摘した。

1. 直接日本市場への輸出の増大を目標とした協力要請が含まれていたため、本協力はフィリピンの輸出促進を目的とするもので、対日輸出の促進を直接の目標としない。
2. 輸出業者を直接対象とするトレーニングの要請があったので、本件は「貿易研修センター」の職員を対象としたトレーニングとする。
3. 輸出のための新製品・新工程の開発のための専門家派遣の要請があったので、デザイン、生産技術に関するガイダンスに留める。
4. 皮革製品・履物、輸入割当制をとっている食品等が含まれていたが、これについては協力が不可能である。
5. 無償資金協力、技術協力とも予算上あるいは専門家リクルート上の制約があり、全ての要請に応えることは不可能である。

フィリピン側はこれらの指摘を入れて協力要請内容を修正した。修正された要請内容は以下に示すとおりである。（原文は別添資料D参照）

1. プロジェクトの目的

このプロジェクトの目的は、フィリピンの輸出の増進のために、「フィリピン貿易研修センター」を設立し、国際貿易、規格・品質管理等の分野における人材を養成することを目的とする。

2. 日本の無償資金協力、技術協力の目的と項目

日本の無償資金協力、技術協力の目的は、必要な建物および機材の供与と技術の提供によって、次にあげるセンターの機能をサポートすることにある。

(1) 貿易実務

国際貿易業務に従事する政府職員に対し貿易研修を行い、同分野におけるトレーナーの養成に協力する。

(2) 規格・品質管理

現行規格及び将来設定される規格に関し、最新の試験機器および試験方法を用いたトレーニングおよび輸出製品の品質管理システム、方法のトレーニングを政府職員に対し実施するとともに製品標準庁等からの要請があればその都度、規格、検査方法、品質管理方法の見直しに対し協力する。

(3) 展示

輸出可能性のある製品の展示方法、展示技術の改善および導入に対し協力する。

(4) 製品開発（デザイン、生産技術指導）

輸出品のデザイン、生産技術等に関するガイダンスに協力する。

3. 無償資金協力要請内容（技術協力による供与機材を含む）

(1) センター建物完成前に必要なもの

イ. オフィス機器

a. リプロダクションマシン

i) ソーター付きコピーマシン 3ユニット

ii) スキャナー 2ユニット

iii) ミメオグラフィングマシン 2ユニット

iv) その他

b. タイプライター 15ユニット

ロ. 輸送機器

a. マイクロバス 2ユニット

b. ワゴン 2ユニット

c. 乗用車 7ユニット

d. トラック

6輪 1ユニット

4輪 1ユニット

e. TAGトランスポート 1ユニット

f. トロリー 5ユニット

ハ. コンピュータ

a. 既存機に用いるマルチユーザー、マルチタスキングシステム

i) ハードウェア 5ターミナル

ii) ソフトウェア 1セット

b. モジュレーター、デモジュレーター付コンピュータシステム

(端末マイコン10機) 1セット

ニ. テープレコーディング・システム 1セット

- ホ. 発電機 4ユニット
- ヘ. ポンプ
- ト. その他

(2) センター建物建設時に必要なもの

イ. センター建物 (約5,000 m²)

ロ. 研修課関係

a. 講堂 (500 席)

- i) コントロール・ルーム・システム, 同時通訳システム
- ii) サウンド・システム

b. ランゲージラボラトリー・システム

c. オーディオビジュアルスタジオ

プロダクションスタジオ, 編集ルーム, モービルスタジオ用のオーディオビジュアル機器

d. 書架, ラック, カウンター, その他図書室用家具

e. セミナー・ルーム (4 室)

テレビ, 同時通訳システム, スライドプロジェクター, オーバーヘッドプロジェクター, フィルムプロジェクター, マイクロホンシステム, 家具

ハ. 企画計画広報課関係

コンピュータシステム (モジュレーター, デモジュレーター付), オフィス家具

ニ. 輸出品質管理課関係

a. 試験, サンプリング, 標本作成機器

b. 分析実験用装置

c. 分析機器, 同補助機器

d. オフィス機器

e. 包装試験機器

(包装試験機, 包装材料試験機, サンプル作成機器等)

ホ. 展示課関係

a. モジュール, 展示ブース 1セット×5ホール

b. 照明機器 1セット×5ホール

c. マネキン 25ユニット

d. カーペット

e. テーブル・椅子

f. ドレスラック 10ユニット

g. 組立ステージ, ファッションショーランプ 1セット

| | |
|-----------------|-----------|
| h. ディスプレイプロップ | 1セット×5ホール |
| i. サウンドシステム | 1セット×5ホール |
| j. ディスプレイ用機器 | |
| k. コンピュータ | |
| l. 食品展示用冷蔵庫・冷凍庫 | 1セット |
| m. その他 | |

現在の展示機能は別添資料Hに示す。

(なお無償資金協力要請の詳細は別添資料Lに示す。)

4. 技術協力要請内容

(1) 専門家派遣

イ. 製品開発（デザイン、生産技術指導）

a. 衣服

ファッション・デザイン、シルク・スクリーニング、縫製、パターン・メイキング、ファブリックペイント又は染色、品質管理等の専門家

b. 家具

竹製・木製・ラタン製・石製家具生産、ラミネーション、にかわ、仕上等の専門家

c. ファッション・アクセサリ

コスチューム・半貴石・イミテーション製品等の生産専門家

d. 食品

マーケティング、品質管理、包装、プロダクションデザイン・システムの専門家

(要請品目原案は別添資料I，修正案はJ)

e. ギフト・ハウスウェア

おもちゃ（木製、衣製、ぬいぐるみ等）、木彫品、セラミック、手すき紙等の専門家

ロ. 貿易実務

a. ベーシック・トレーニング・コース

輸出の始め方，輸出製品開発，輸出コストとプライシング，輸出手続と文書作成，輸出包装，品質改善と品質管理，輸出市場情報

b. アドバンスド・トレーニング・コース

貿易交渉技術，輸出マネージメント，輸出市場参入

c. 製品別輸出オポチュニティー・トレーニング・コース

木製のギフト，家具，衣服繊維製品，食品（生鮮，冷蔵，冷凍，加工食品）

d. 輸出指導職員トレーニング・コース

市場調査，輸出マーケティング，貿易振興手法，トレード・リプレゼンテーション，貿易情報サービス，貿易相談サービス，貿易交渉技術

e. 輸出トレーニングコース企画

輸出マーケティングのカリキュラム作成, トレーニング教材の開発

f. 日本語トレーニングコース(上, 中, 初級)

g. コンピュータ・プログラミング・トレーニングコース

本貿易研修センターのオペレーション用

ハ. 規格・品質管理

ニ. 展示

(2) 研修員受入

イ. 生産技術

衣服, 家具, 食品, ファッションアクセサリ, ギフト・ハウスウェア

ロ. 品質管理技術

ハ. 包装技術

ニ. ファッションデザイン, スタイル, マーチャンダイジング

ホ. インテリアデザイン

へ. 貿易情報サービスへのコンピュータ適用技術

ト. フィリピン製品の品質改善のための技術

(家具の仕上, 生産機械の選定とメンテナンス, その他)

Ⅲ-2 フィリピン側のプロジェクト実施体制

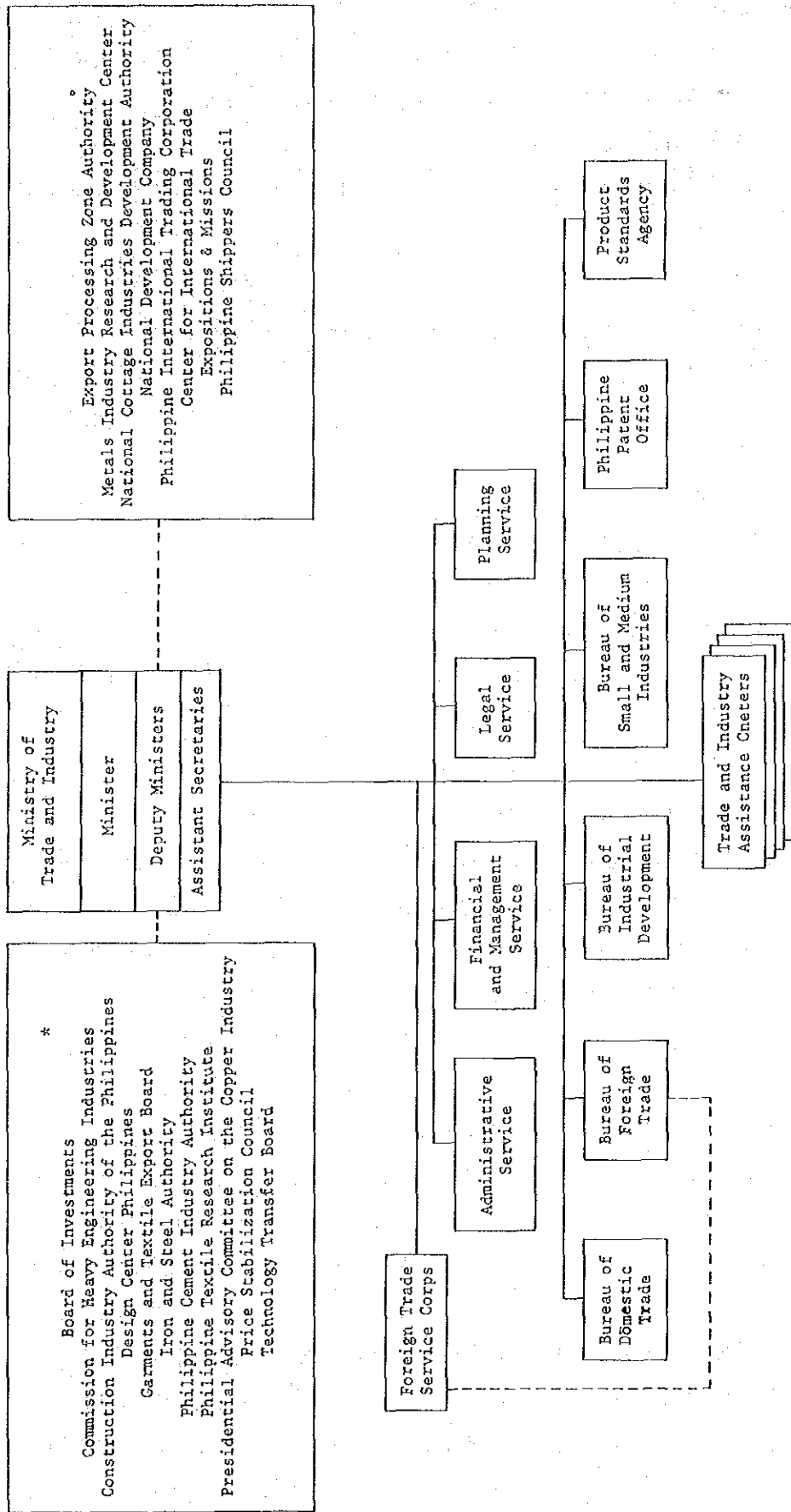
本件協力のフィリピン側窓口は, 貿易工業省 (Ministry of Trade and Industry) の外国貿易局 (Bureau of Foreign Trade) であるが, 同時に同省の付属機関である国際見本市・ミッションセンター (C I T E M, Center for International Trade Expositions and Missions, Inc.) も本件プロジェクトの推進にあたっている。

C I T E Mは, フィリピン政府が国内外の見本市の開催, 参加および貿易ミッションの派遣, 受入のオーガナイズ, 輸出促進のための戦略および技術の開発を目的として設立した機関であり, ガボール外国貿易局長がC I T E Mのプレジデントを兼務している。(貿易工業省と関係機関の組織図は図1に示す。)

従って, 本件プロジェクトのフィリピン側の実務上の交渉責任者は両機関の長であるミセス・ガボールであり, このことはプロジェクトを推進するうえからは都合のよいことと考えられる。

「フィリピン貿易研修センター」は新たに外国貿易局のもとに設置される予定となっており, 外国貿易局の「Export Training Division」とC I T E Mの「Domestic Operations Department」の両機能が新センターに移されることとなる。新センターの組織図は別添資料Gのとおりで,

図 1 貿易工業省と関係機関の組織図



* Agencies attached to MTI for Administrative Supervision

° Agencies attached to MTI for Policy and Program Coordination

- 1) スタッフおよび輸出業者の人材養成
- 2) 輸出品質保証
- 3) 企画, 計画, 広報
- 4) 展示
- 5) 総務

の各Divisionから構成され、定員は160人の予定である。センター職員は、トレーニングのカウンターパートとなるべき素養を備えた貿易工業省および関連機関の人員および実務経験を持った外部の人員をもって構成する予定とされている。

(なお、外国貿易局、CITEMの組織図は、別添資料FおよびEに、フィリピン貿易センターのオペレーション予算案は別添資料Mに示す。)

Ⅲ-3 フィリピン貿易研修センターの業務と関連のある主な輸出振興関係機関の施策

1. 外国貿易局 (BFT)

- (1) マーケットリサーチ, 貿易チャネルの開発と貿易障壁の除去等の交渉
- (2) フィリピン産品の貿易機会の創出と外国輸入業者とのネゴシエーションへの協力
- (3) フィリピン産品の輸出の拡大, 品質の向上, 競争力の増強のために必要な情報の提供
- (4) 貿易工業省スタッフのトレーニング, 他の政府機関及び民間部門の輸出トレーニングへの協力

2. 中小企業局 (BSMI)

- (1) 輸出業者とバイヤーの間に立って、輸出品の質, 量, 納期, 価格を保証する "Marketing Assistance Program" の実施
- (2) CITEM及び貿易工業省の他の機関の協力のもとに、デザイナー, 生産者, バイヤーの3者により国際市場で通用する製品を開発・展示する "Market Encounter Program" の実施 (外国人生産技術者による製品開発指導を含む。)

3. 製品標準庁 (PSA)

- (1) 製品の品質, 安全性, 信頼性の向上, 製造効率の改善のための規格, 標準の設定
- (2) 製品検査の実施, 認定証の発行
- (3) トレーニング, 技術相談
- (4) 外国の標準・規格に関する情報提供

(詳細は別添資料Kに示す。)

4. Center for International Trade Exposition and Missions, Inc. (CITEM)

- (1) 国内外における国際見本市の開催, 参加
- (2) 貿易ミッションの派遣, 受入れ
- (3) "Best in the World"プログラムの実施

外国人専門家による原材料の選択, デザイン, 生産技術に関する実地指導, セミナー, ワークショップ, クリニックの開催

(注) C I T E M の実施する貿易振興事業の受益者の70%は中小企業である。

5. フィリピンデザインセンター (DCP)

フィリピン産品の品質, 競争力の向上のため, 主として中小企業に対し, セミナー, ワークショップ, 展示会等を通じて, 製品デザイン, 包装デザインの指導を行う。

とくに, 食品, 繊維, 家具, ギフトおよびハウスウェア, 皮革製品といったフィリピンの非伝統的輸出産品に重点を置いている。

6. National Cottage Industries Development Authority (NACIDA)

地場産業の振興のため, 商品のディスプレイ機能, マーケット情報, 新素材情報の提供, 原材料, 生産設備, マーケティングに関する指導, 技術訓練および輸出業者の認定により年間の商品輸出認可を一括して与える "Exportor's Accreditation Scheme" を実施している。

7. Export Assistance Network (EXPONET)

輸出の始め方, 輸出手続, 輸出書類の作成, マーケティング, 輸出金融, 輸出インセンティブ, 原材料, 製品デザイン, 品質管理等に関し輸出業者の指導, 相談業務を実施している。

8. フィリピン中央銀行 (CB)

輸出金融を中心とするセミナーを開催しているが, このなかで, 輸出手続, 文書, 輸出マーケティングと生産技術, 製品開発, 輸出規格, 品質管理等も併せて取りあげている。

9. Philippine International Trading Corp. (PITC)

高品質で革新的なデザインの商品の輸出を促進するため, 外国人バイヤーに対し商品買付のアドバイスや品質の保証等を行い, 国内業者に対しては製品開発, 生産技術および市場開拓のための援助を行っている。

(参考) 輸出検査の現状

フィリピンにおける輸出検査は以下の1の(2), (3), (4)のような場合を除いては我が国で行われているような義務付けられた検査ではなく, 基本的には, 業者の意志により行われる任意の検査である。

1. 検査が行われる場合

- (1) 貿易関係の業者から製品が輸出に係わる特定の基準に適合しているかどうかについてチェックするよう要望があったとき

(2) 製品標準庁（P S A）による検査を受けずに輸出された製品が、特定の規格・標準に合致しないとして、輸出先において受けとりを拒否されたものを再輸出する場合

(3) 海外から輸入される製品につき、特定の規格・標準に対する適合を求められている場合

(4) 国際条約により必要な場合

2. 検査の際適用する品質規格

(1) 業者間の特定の基準

(2) P S A 規格

(3) 国際規格

(4) P S A の認める外国規格

3. その他

(1) 検査は P S A の検査部門の他 P S A から認められた検査機関が行い、その結果をもとに P S A が認定状を与える。

(2) 海外における検査義務の有無等の情報は P S A が収集し広報する。

(3) 検査は製品の積み出しごとに行われ、1 回当たりの検査料は 500 ペソである。

Ⅳ. 協力実施に際する基本的考え方

1. フィリピン側の要請は多岐にわたるが、今後の調査団派遣および技術協力開始以降のフィリピン側との調整を通じ、要望が強かつ我が国で対応可能な分野について輸出促進に必要な人材の育成という人造り案件として協力を行うこととする。
2. 協力の規模および内容については、タイ貿易研修センターが参考となるが、トレーニング（貿易実務、規格品質管理、製品開発（デザイン・生産技術指導））についてフィリピンの方がより熱心であることを配慮する必要がある。
3. 貿易実務分野のトレーニングについては、トレーナーとなるべきカウンターパートの確保は現在のフィリピン側体制からすると比較的容易とみられるが、当初においては、教授法を指導する意味からOJTの手法も併せとることも考慮されるべきであろう。

基本的事項については長期専門家を派遣し、特殊分野については短期専門家の派遣により対応することが適当であろう。

4. 製品開発分野（デザイン、生産技術指導）のトレーニングについては、実務経験のあるカウンターパートがどこまで確保されるかが問題であるが、できるだけ多くの分野で短期専門家を中心に派遣し、カウンターパートの指導を行うことが適当であろう。
5. 規格品質管理分野のトレーニングについては、本センターが検査員の育成のための研修機関となるものであるか、あるいは検査員を含む品質管理担当者に対する一般的な研修機関であるかを明確にしたうえで対応する必要がある。

フィリピン側の問題意識からすると、新鋭機器の導入とそれを使いこなす検査員の育成が目的のようでもあるが、検査、品質管理は、多様で広範な分野に及ぶものであることから、検査員の育成を全面的に本センターで行うことは適当でなくまた不可能である。

したがって、協力実施にあたっては、対象品目と検査内容を絞るか、あるいは商品別ではなく、一般的、機能別（よこ割り）に協力にするかのいずれかにする必要があると思われる。

また、本センターは外国貿易局に所属することになり、検査、品質管理部門のカウンターパートは、別組織である製品標準庁（PSA）等から派遣されるものとみられるが、タイ貿易研修センターにおいても同様な形態をとっていることから、カウンターパートは主に検査機関の方で勤務し、貿易研修センターに常動していないためカウンターパートに対する指導上不便をきたす場合が見受けられる。

また、将来講師となりうる人材がセンター外部に勤務しているので、将来カウンターパートによるセンターでの研修実施に不都合を来すことも考えられる。フィリピンにおいてはこのようなことにならないように、あらかじめカウンターパートとなるべき人材はセンター専属の職員にさせるようフィリピン側を指導しておく必要がある。

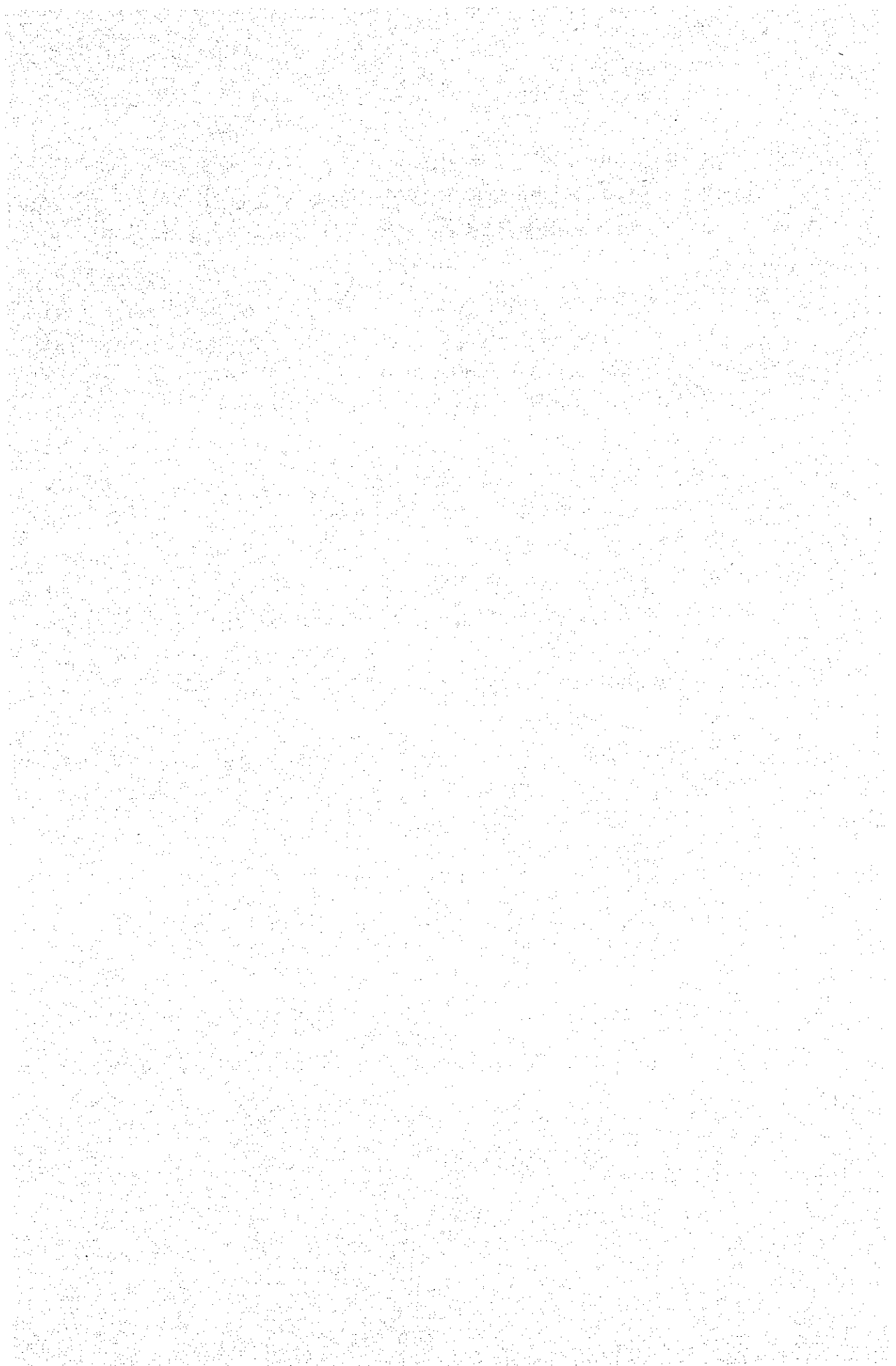
6. 展示分野のトレーニングでは、展示会開催時等の機会に展示方法、技術について短期専門家

を派遣することが適当であろう

7. 本センターの各種サービスの受益者としては中小企業が多くなるものと見込まれるので協力にあたっては、このことを念頭におくべきである。
8. 本センターがフィリピンの貿易促進のために重要な機関となることから、我が国としても政府ベースの協力はもとより民間ベースの各種協力についても積極的な対応が望まれる。
9. センター完成前にも技術協力の一部（機材供与を含む）を開始して欲しいという要請があるので、センター完成前においても効果のあがる協力であれば実施を検討する必要がある。
10. 今後の技術協力の調査においては、規格品質管理における検査機関の検査体制、検査官の育成体制、民間企業の品質管理等の現状をはじめ貿易トレーニング、デザイン・生産技術指導等の現状をさらに調査すると同時に、我が国の専門家派遣可能分野と研修員の受入可能分野について明確にする必要がある。
11. 無償資金協力の調査については、今後予定される技協・無償合同事前調査の結果を踏えた我が方技術協力の骨子案をうけて基本設計調査団を派遣する方向で検討する。
無償資金協力によりカバーされる範囲は、比側の要請内容をもとに基本的には技術協力でカバーする範囲を対象として技術協力を円滑に進めるよう配慮して検討する。
(なお、比側より要請されている施設、機材、車両については基本設計調査により検討される。)
12. 食品加工分野については、別途検討されている「食品開発センター」(別添資料N参照)との連携に留意し検討する。

V. 資 料

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資料1 ONGP IN 貿易工業大臣表敬要旨

The Japanese Contact Mission held a courtesy call to Minister Roberto V. Ongpin on 8 October 1985. The salient points of discussions during the call are as follows:

1. Mr. Koga, Director of JICA informed the Minister that the proposed project on the Establishment of the trade Training Center has been assigned second priority for JICA Assistance next to the TV Educational Program of the Ministry of Education and Culture which was given first priority.
2. The Minister nevertheless, highlighted the equal importance of the proposed Philippine Trade Training Center and requested that best efforts be exerted by JICA to consider and accommodate the project immediately for the purpose of allocating the necessary funds.
3. Mr. Koga, however assured that the fact that the Contact Mission has been immediately dispatched by the Japanese Government is a clear indication that the Government of Japan recognizes its importance.
4. Mr. Koga also informed the Minister that among the five (5) priority products to be covered by the proposed Center, footwear and leathersgoods seem to be particularly sensitive at the moment. Mr. Koga hinted that imports of footwear and leathersgoods are covered by a quota system making it a politically sensitive area and a controversial matter to discuss.
5. The above statement have been well taken by the Philippine Government officials present.

Having acknowledged the presence of Deputy Minister Jose P. Levlate, Jr. of Ministry of Trade and Industry and Director Mina T. Gabor of Bureau of Foreign Trade, Minister Valdepenas welcomed the members of the Koga Contact Mission, the officials from the Japanese Embassy and the JICA representatives in Manila. The Minister expressed his appreciation that, with the coming of the mission, the proposed project on the establishment of the Philippine Trade Training Center which had been on the planning board for quite some time, is finally on its way to fruition. The Minister also emphasized that with Japan, as the major influence, the Asia-Pacific region is considered to be the region to reckon with in the coming century. In view of this, he added that the Philippines would need to continue improving its trade with Japan to support its development efforts.

In reply, Mr. Koga said that he feels that this project if concluded successfully would not only benefit the Ministry of Trade and Industry but the whole nation as well.

Minister Valdepenas continued by expressing his hopes that Japan would look closely on its South-East Asian neighbors for its import requirements. He said that as we develop our economy, there would be more need for trade with Japan. The Minister further informed the group that while the U.S. may be the Philippines biggest market, he is hopeful that with the creation of the Philippine Trade Training Center, and with Japan being more proximate to the Philippines, it will emerge as the future number one trading partner of the country.

He further stated that the success of the Center could be measured, directly through the increased export performance of our products.

The Minister then took the opportunity to extend his appreciation for the Japanese Government in granting 55 billion yen to the country's development projects under the Yen Loan Official Development Program. Likewise, he also expressed appreciation on the role played with the skilled Japan Overseas Development Cooperation Program (JODC) volunteers in further deepening Philippine-Japan friendship.

Minister Valdepenas further noted that Mr. Koga, as Head of the Mission, seem to have deep knowledge about the Philippine and its people and said that this is a good indication that the project will proceed in the right direction. He also acknowledged with gratefulness the close cooperation that has always been given by JICA Manila and the Japanese Embassy officials.

The Minister then concluded the meeting by recalling the then Prime Minister Fukuda's declaration of policy that "Japan would always like to be remembered in the heart of its Asian neighbors as a friend."

I. INTRODUCTION

The Japanese Contact Mission was in Manila on 7-15 October 1985, to listen to the reason for the proposed establishment of the Philippine Trade Training Center which evolved from the need for assistance from the Japanese Government as a necessary component for the effective export promotion of the Philippines. The Japanese Contact Mission was headed by Mr. Toshihiko Koga, the Executive Director of the Japan International Cooperation Agency (JICA). The complete list of members of the Contact Mission and the Japanese government officials who attended the meeting appears as Annex A.

The Philippine counterpart to the Mission was headed by Mrs. Mina Gabor, Director of the Bureau of Foreign Trade. The complete list of the Philippine counterparts appears as Annex B.

II. DISCUSSION ON THE RATIONALE OF THE PROJECT PROPOSAL

Mrs. Gabor highlighted the importance of training as a necessary component to export development. She cited that, strict quality control is not sufficiently applied by most of our exporters due to lack of capability and experience in inspection as well as the lack of equipment and technical support. In addition to this, there is no specific area where exportable products are being showcased nor is there a definite place where functions involving exporters are being held such that often these functions are held in different hotels, offices, etc. Likewise, there is no facility or infrastructure for exchanging information for expanding new markets and developing new products.

Efforts therefore have to be directed in a proper perspective such that a change in image, rendered by an emphasis on quality of Philippine products has to be undertaken. Mrs. Gabor highlighted the importance of training as basic element in these efforts.

She also explained that the major beneficiary of the project are the small and medium industry sector. To elucidate, she explained that of the total number of companies serviced by CITEM, about 70% are identified as small and medium scale firms and an average of 39% are considered "first timers" or those that had never before participated in government organized trade promotion activities. This is a major consideration in the establishment of the Center such that it's proposed trade promotion activities would be particularly addressed to small and medium scale enterprises which do not have the facility for export training.

Deputy Minister Jose P. Leviste underscored the importance which the Ministry of Trade in particular, and the Philippine Government, in general, attaches to this project. He stressed that no less than Minister Roberto V. Ongpin had requested to personally meet with the members of the mission for a preliminary discussion regarding the project. Deputy Minister Leviste emphasized that this action on the part of Minister Ongpin is a manifestation of his keen interest and high regard for the project.

Deputy Minister Leviste stressed further that in view of the anticipated positive results of this project to the relevant industries and to the Philippine economic development as a whole, the project is envisioned to become a monument of Philippine-Japan cooperation in trade. Finally, the Deputy Minister expressed his appreciation for the response of the Japanese Government in sending the contact mission and expressed his hopes for a fruitful realization of the project.

III. DISCUSSION ON THE NEED TO DELINEATE FUNCTIONS OF THE PROPOSED PHILIPPIN-
ETRADE TRAINING CENTER FROM OTHER AGENCIES INVOLVED IN SIMILAR ACTIVITIES

Mr. Koga inquired on possible duplication of functions which may arise from the implementation of the project. As such he sought clarification on how the Center would relate to the present training activities in the field of exports being undertaken by the Philippine Government.

Mrs. Gabor and Deputy Minister Leviste informed the mission that, at present, the Bureau of Foreign Trade through its Export Training Division is currently organizing and implementing training programs/ activities for exporters and potential exporters as well as assisting other government agencies and private sector organizations in export training program and activities. It was clarified that with the creation of the Center, the function of the Export Training Division would be transferred to the Center.

Mrs. Gabor also added, that an Export Quality Assurance Division shall be made a component of the Trade Training Center which would be responsible in training quality control inspectors in the various stages of products including post-production.

Reacting to a member of the mission who raised the question as to how standardization and quality control functions of the Center on food export products would relate to the testing and

standardization activities of the Food Terminal, Inc. and the Product Standard Agency. Mrs. Gabor replied that while international standards for food products are already being gathered by the Product Standard Agency, in the case of the Center, quality control and standards - setting would be based on per-order per-buyer specifications. She further stressed that what is needed is a core group of individuals both from government and private exporting firms/companies who will become quality control/inspector-trainers working on the quality of the product before, during and after production as per specifications by the buyer until the final shipment of the product. Staff members of the Product Standards Agency, shall comprise the first batch of trainees on Export Quality Assurance thus becoming trainers in the process.

Mr. Koga informed that training can be rendered not on a product wise but function or process wise basis.

Another clarification was sought on the relation of the Philippine International Trading Corporation (PITC) to the Center. Mrs. Gabor clarified that PITC's main area is trading as it is the Philippine Government's trading firm. It shall therefore become a direct beneficiary of all services the Center would offer.

IV. DISCUSSION ON THE NEED FOR FULL COOPERATION BY ALL GOVERNMENT AGENCIES INVOLVED IN EXPORT PROMOTION

Mr. Koga emphasized the need for an institutionalized cooperation among all export promotion agencies in the utilization of the center's facilities.

He also inquired which agency of the Ministry of Trade and Industry will have direct supervision on the Center. Mrs. Gabor in concurrence by Deputy Minister Leviste, advised the group that the Bureau of Foreign Trade will be the supervising and implementing agency of the Center.

V. DISCUSSION ON THE OBJECTIVES OF THE PROJECT AS WELL AS THE OBJECTIVES OF THE PROPOSED GRANT-AID AND TECHNICAL COOPERATION PROGRAM

Before starting the discussion on this particular aspect, Mr. Koga pointed out the need for a more detailed organizational chart of the proposed Center that would clearly reflect the functions of the operating divisions, the number of people to be assigned and its staffing pattern. Mr. Koga also requested that this be accompanied with the estimated budgets for each division of the Center. Mrs. Gabor replied that this matter shall be taken up the following day.

The Mission then considered the Paper on the Objectives of the Project as well as the Objectives of the Proposed Japanese Grant-Aid and Technical Cooperation Program which appears as Annex C.

The discussion that ensued was a point by point assessment of each item presented as the project's Objectives.

The following are the salient points raised by the Mission .

1. On Trade Training

Mr. Koga stressed JICA's policy of specifically training government personnel who will eventually become trainers to the private business sectors and academic institutions. These government personnel are expected to stay in the organization until after all the technical experts have left to assure continuity.

Mrs. Gabor noted Mr. Koga's point accordingly by re-wording the objective to read as: "To provide staff training to

personnel engaged in the international trade business in the government sectors who would in turn become trainers to the private sector and academic institutions."

2. On Standardization and Quality Control

Mr. Koga inquired on the existence of export commodity standards. Mrs. Gabor replied that as the government agency responsible for the implementation, promotion and coordination of standardization activities in the Philippines, the Product Standards Agency of the Ministry of Trade and Industry keeps a list of existing standards on products. However, in most cases, these are not mandatory and that export commodity standards are set only on the basis of voluntary requests from exporters.

Mr. Koga acknowledged that the area of standardization and quality control is vital that, he requested that it be discussed in further detail later on.

At this point, Mr. Koga pointed out that it is clear to the mission that the contents of the Philippine proposal are not yet final and therefore subject to further revisions. Mrs. Gabor agreed on this point.

3. On Exhibition

Mr. Koga cited the case of Thailand where short term Japanese experts are being dispatched under the technical cooperation program. He hinted on a great possibility in tapping the Jetro-pool of experts on the field of exhibitions. Nevertheless, funding shall come from JICA. He, however, emphasized that the Japanese expert will have a Philippine counterpart to whom expertise can be transferred.

4. CN "Product Development"

Mr. Koga pointed out that JICA cannot possibly cooperate in the actual process of developing new products and processes for exports. JICA has never extended cooperation in this aspect and that in Japan, this is within the area of responsibility of the private sector.

Mrs. Gabor responded that what is envisioned is experts guidance in terms of designing, finishing and marketing of products and that actual processing would be done by the private sector.

Mr. Koga sought assurance that the Philippines could provide counterparts from relevant agencies.

Mrs. Gabor replied that Minister Ongpin has given instructions to tap the relevant Ministry of Trade and Industry agencies to staff the center for this purpose.

The Revised Paper on the Objectives of the Project as well as the Objective of the Proposed Japanese Grant-Aid and Technical Cooperation Program which reflects the rewording as agreed above appears as Annex D.

VI. DISCUSSION THE PACKAGE OF REQUESTS UNDER GRANT AID

The Mission considered the Package of Requests under Grant Aid which appears as Annex C.

Noting that the request for equipments were made both under Grant Aid and Technical Cooperation, Mr. Koga indicated that as a policy all requests on equipment should be reflected under the Package of Requests Under Grant Aid.

Mrs. Gabor justified that the requests were listed to the degree of urgency of the need for these equipment. The equipment listed under the Project-type technical cooperation are

those expected to immediately satisfy the project's requirements even before the establishment of the Center.

Mr. Koga then suggested that in the meantime all requests for equipments be reflected under Grant Aid. This shall then be submitted in Tokyo where the type of equipment to be granted under Grant Aid or Technical Cooperation shall be ascertained accordingly.

UNDER EQUIPMENT

Training Division:

Mr. Koide, a mission member, commented that, in an auditorium there would be a need for a control room system with a simultaneous interpretation system. The comment had been well taken.

Audio Visual Studio

Mr. Koide again sought clarification on the necessity of a mobile studio to the functioning of the project.

Mrs. Gabor cited as an example, the present situation being encountered by CITEM wherein the Product Specialists have to go on location, e.g. factory visits, regional workshops and other out-of-town activities from which there arise the need for an on-the-spot studio for immediate recording of events.

Export Quality Assurance Division

Mrs. Gabor stressed that in this aspect, there is an urgent need for experts, particularly on the four priority products (garments, food, gifts and furniture), who will determine the appropriate machinery/equipment required.

Mr. Koga reminded that this may be possible. It was cleared however that JICA may not be able to provide technicians for the maintenance of the machineries and equipment and that it would be the responsibility of the Philippine government to ensure that the machineries/equipment are kept in good running condition.

A Listing of Equipment to be requested under the Grant Aid will be made accordingly as indicated.

UNDER TRAINING

Mr. Koga sought clarification on the difference between In-bound training and Out-bound Training.

Mrs. Gabor defined In-bound training activities as those that would involve Japanese experts coming to Manila to conduct training, while out-bound training would involve the Philippine government representatives going to Japan to avail of training courses.

Mr. Koga stressed that at least one (1) long term expert should be dispatched to coordinate and act as liaison with the Center's staff to check on the needs and requirements of the Center. He further stressed that as per JICA's terms of reference, services of long-term experts span a period of one year or beyond while service of short-term experts span less than one year periods.

A. In-bound Training Activities

1. On Export Market Penetration Strategy Training

Mr. Koga sought clarification on the terminologies used in this aspect.

Mrs. Gabor explained that this would basically involve the provision of information on the channels of distribution in the Japanese market. It would be basically touching on questions as how to sell to end-buyers and the appropriate channels to tap/approach to be able to establish foothold in the market.

2. On the Specialized Market Product-Specific Export Opportunities Training

Mr. Koga made it clear that all the products enumerated under this aspect, are usually affected by fashion trends which are constantly changing. In view of this, expert under this may be on a short term basis.

3. On the Basic and Advanced Language Training

Mr. Koga has clarified that they do not have the expertise on the other languages, i.e. French, German, and Arabic. Moreover, he commented that, at present there are a lot of qualified Japanese language experts in the Philippines, particularly at the University of the Philippines, who could provide basic Japanese Language training.

Mrs. Gabor however replied that it is very important for exporters to have enough knowledge in basic Japanese language as well as practical knowledge in Japanese business language particularly when dealing with documents.

Mr. Koga advised if they can locate Japanese language experts on business, they will make his services available to the Center and in turn the Center should provide counterparts who would work with the expert.

B. Out-bound Training Activities

The mission considered the list of out-bound training activities and noted that except for the presence of the Footwear and Leathergoods among areas for In-Plant Training on Production Technology, all other aspects of the list of training activities are found in order.

The Philippine counterparts agreed to delist the Item of Footwear and Leathergoods, accordingly.

Mr. Koga informed the body that in terms of out-bound trainings, JICA is accepting about 4,000 trainees every year in particular areas of specialization required.

He also clarified that all training programs whether in-bound or out-bound should be incorporated under the Project-type Technical Cooperation Program.

VII. DISCUSSION ON THE ORGANIZATIONAL CHARTS OF CITEM, BFT AND PHILIPPINE TRADE TRAINING CENTER.

At the request of the mission, Mrs. Gabor made a lengthy and thorough discussion on the organizational charts of the two agencies which are going to be directly involved in the implementation of the project (CITEM and BFT) and the proposed organizational chart the envisioned Phil-Trade Training Center. The organizational charts of CITEM and BFT and the proposed organizational chart of the Center appear as Annexes, E, F, and G, respectively.

1. CITEM

At the outset, Mrs. Gabor gave some highlights on the events that brought about the creation of CITEM. She defined CITEM as a corporation 100% owned by the Philippine Government which is being supervised by a Board in which Minister Roberto V. Ongpin sits as Chairman.

CITEM, she explained, is an agency attached with the Ministry of Trade and Industry tasked with managing international fairs and missions as well as working out new techniques and strategies in the promotion of Philippine exportable products. To be able to implement this task, CITEM has four (4) major divisions:

- a) Finance and Administration Division - in charge of the financial and administrative aspect.
- b) International Operations Division - in charge of all international trade fairs and missions
- c) Domestic Operations - in charge of organizing/implementing exhibitions being held in Manila.

- d) Communications and Promotions Division - involved in publicity and formulation of promotional materials such as brochures, information kits, flyers, etc.

Mrs. Gabor stressed that aside from the above-mentioned tasks directly related to the functions of the agency, CITEM also handles special projects which are being assigned by Minister Roberto V. Ongpin from time to time. She cited as an example, the Market Encounter programs which, with the objective of discovering and developing new products from all areas in the Philippines, has so far serviced 27 provinces out of 72 Philippine provinces since its inception in 1983. She also gave as an example the Export Opportunity Seminars conducted for housewives and other interested parties which had attracted close to at least 5,000 individuals.

The Mission expressed interest in finding out more about the "Best in the World" Program of CITEM.

Mrs. Gabor started by explaining the objectives of the program which is to develop and improve existing products particularly its design and production techniques as to export of these products would be more competitive in the export market. Under the Program, services of international product specialists, each the best in his field are contracted to help manufacturers/exporters. Their services range from searching raw materials, adapting these to design and new techniques and conducting seminar, workshops and consultancy clinics.

Mrs. Gabor further explained that funding for the program are made available through the following sources: the ASEAN-Australia Economic Cooperation Program (AAECP), the European Economic Community (EEC), World Bank, CBI, JETRO and the German Technical Cooperation Program.

2. BUREAU OF FOREIGN TRADE (BFT)

BFT is another attached agency of the Ministry of Trade and Industry whose task is the area of export market development. Two areas of concentration are: Trade Information Dissemination and Market Research Development. The latter is done through complete supervision of all commercial attaches abroad who provide vital information on trade with many parts of the world.

Mrs. Gabor proceeded to enumerate the major divisions of the agency and stressed that the most relevant division which is going to be directly involved in this project is the Trade Training Division.

3. PHILIPPINE TRADE TRAINING CENTER (PTTC)

Mrs. Gabor underscored the fact that all of CITEM's and BFT's functions and activities above-mentioned are dependent on a very necessary element and that is TRAINING. She stressed that it is actually in view of this that Minister Ongpin felt the urgent need to institutionalize and develop this particular aspect through the creation of the Philippine Trade Training Center.

Mrs. Gabor reiterated her earlier statement that the Center is going to be staffed with people from various relevant agencies. She pointed out that basically, the staffing will be coming from two sources:

- a) From other MTI agencies who can provide the required qualifications to become counterparts in training.
- b) From other outside sources who has the qualifications for specific expertise.

She stressed that these individuals will be trained to eventually become trainers.

1. Staff and Exporters Development Division

Initially, this is envisioned to incorporate the process of "training the trainers". Eventually, after the proposal would have been granted, the division will be involved in conducting in-house training for interested exporters.

2. Export Quality Assurance Division

To be discussed lengthily during the next (4th) day of negotiations.

3. Program/Planning/Publication Division

This will be tasked in working out short-and-long term schedules or programs of training activities in order to facilitate the identification and matching of appropriate training courses with particular target individuals and vice-versa. This will enable the targetted exporters to identify and plan properly who among their staff should avail of the training courses. The publication unit shall take charge of documentation.

4. General Services Division

Considering that the Training Center is envisioned to become an edifice of quality - both functionally and structurally - this division will strictly oversee the upkeep of the Center's facilities.

5. Exhibition Division

This division is envisioned to take charge of showcasing the results of the Center's training efforts in the development of products. It will be a venue where all the products developed will be market-tested. The Exhibition Division shall take over the functions of the present Domestic Operations (D.O.) Department of CITEM and accordingly, this division shall be manned by D.O. staff members.

It was reiterated that, at present, there is no convenient venue for major exhibitions with the required space, exhibition features and construction design. Often local exhibitions are held in areas which are considered to be inconvenient

as well as inappropriate. Please refer to Annex H for the List of Existing Exhibition Facilities

Mr. Koga then inquired on whether the Philippine Trade Training Center would be incorporated like CITEM.

Mrs. Gabor replied that she will bring this idea for clearance from Minister Ongpin although it was originally envisioned that the Center will be under the direct supervision of the Bureau of Foreign Trade.

VIII. DISCUSSION ON THE PACKAGE OF REQUESTS UNDER THE PROJECT TYPE TECHNICAL COOPERATION PROGRAM

The Mission considered the Package of Requests under the Project Type Technical Cooperation Program which appears as Annex C.

On equipment and transportation, Mr. Koga suggested that the quantities required be indicated and priorities be set so that the requests of Mrs. Gabor to accommodate the granting of some equipment and transportation would be considered under the Technical Cooperation and Grant Aid Program when the mission reviews the list in Japan.

The revised and complete list of all equipment to be requested under Grant Aid which were quantified and ranked accordingly appears as Annex D.

2. On Training

Mr. Koga explained that Technical Assistance is the Basic Element of Training.

To reflect the real intention, Mrs. Gabor reworded the particular Technical Assistance Component - "Development of New Products and Processes" to "Export Assistance in Design and Production Techniques."

The following additions/modifications were made.

- a) Garments - the following were added:
 - 1. fashion designer
 - 2. sewing experts
- b) Furnitures - production technician for shell, coconut and leather were deleted while that for stone remained; rattan was also added.
- c) Fashion Accessories - production technician for soft stone was clarified to be that for costume and semi-precious jewelry.
- d) Footwear/Leathergoods - completely deleted
- e) Food - the experts were re-defined to cover the following:
 - 1. food marketing expert
 - 2. food quality control expert
 - 3. food packaging expert
 - 4. food production design or system expert
- f) Gifts and Housewares - this item has been overlooked therefore should also be included in the request. This includes production technicians for toys (wood, plush, fabric), woodcraft (e.g. bowls, trays, etc.), ceramics (dinnerware, pottery and decorative pieces), handmade paper, etc.

Mr. Koga reiterated that the complete package of technical assistance and training components of the request should be reflected under the Technical Cooperation Program. He also said that it may be difficult to send experts to all the requested areas in view of JICA's limited budget.

Mrs. Gabor replied that this comment is well taken, and therefore there might be a need to prioritize the areas where experts are required.

The revised paper on the components of the Training and Request for Technical Assistance under Technical Cooperation Program appears as Annex D.

IX. DISCUSSION ON THE LIST OF PRIORITY FOOD PRODUCTS PROPOSED FOR TECHNICAL ASSISTANCE

The Mission considered the list of priority food exports to Japan which would become the basis for identifying the technical experts. The list appears as Annex I.

The Mission noted that citrus fruits, and others are included in an Import Quota (IQ) system. The mission also informed the meeting that since cocoa butter may not have a good market in Japan inasmuch as it is not considered an important food item, it should be deleted from the list. They requested that citrus fruits and other included in Import Quota be considered low priority by the group. They however suggested for an expanded listing of all other types of fruit exports as well as the different types of vegetable exports whether fresh, chilled, frozen or processed (salted or in brine).

Mrs. Gabor then commented that the fact that some products are Import Quota items does not mean that exports could totally be hampered nor is there unavailability of technical experts in Japan.

Taking note of all the comments that the Mission have made, Mrs. Gabor agreed to come up with a comprehensive list of all Food Exports to Japan where Technical Assistance may be needed. This Revised Comprehensive list appears as Annex J.

In turn, Mrs. Gabor requested that she also be furnished with all food export items subject to Japanese import quota.

X. CLARIFICATION ON THE MECHANICS AND FACILITY WHERE SOLO EXHIBITION MAY BE HELD IN JAPAN

Mrs. Gabor informed the mission that the implementation of solo exhibitions in Japan is a part of the Total Market Penetration Strategy Program. She then clarified whether JICA could be in a position to consider Exhibition in Japan as part of the Philippine request for assistance.

Mr. Koga replied that it is JETRO who usually assist developing countries in the implementation of Solo Exhibitions in Japan. In the case of ASEAN countries, it has been the ASEAN Promotion Center on Trade, Investment and Tourism (ASEAN Center) which is mainly granting assistance in the putting up of trade exhibitions in Japan. In addition, he informed the body that the Japanese Government through JETRO is giving assistance by means of subsidy to the Tokyo and Osaka Fair Association so that developing countries may, to some extent, participate in the fairs free of charge. Mrs. Gabor was further informed that she could also make use of the JETRO List in inviting buyers from Japan.

Mrs. Gabor expressed appreciation in having been informed about the above matter and said that she would consider writing to ASEAN Center about a possible request for assistance in the holding of solo exhibitions. She would also coordinate more closely with JETRO in this area.

XI. DISCUSSION ON THE FUNCTIONS OF THE PRODUCT STANDARDS AGENCY

The Meeting was graced by the presence of PSA Director Ignacio G. Salcedo, Jr. who discussed clearly and lengthily the functions, policies and procedures of the Product Standards Agency, an attached agency of the Ministry of Trade and Industry, tasked with the formulation and implementation of products/services standards.

Director Salcedo's discussion, the whole text of which appears as Annex K. is outlined as follows:

1. The Background and Functions of the Product Standards Agency
2. The Manner of Standards Preparation/Formulation
3. The Manner of Standards Modification
4. The Philippine Marking System
5. In-house Testing and Accredited Testing Laboratories

To start the question and answer portion which followed, Mr. Koide, a mission member from JICA, asked to be clarified on PSA's export testing policies.

Director Salcedo made clear that the testing policies of the PSA do not apply solely for exports. PSA checks if a particular product, whether for export or not, is as per set standards. He informed the group that the Philippines sets national standards which are considered to be the minimum standard requirements observed in the Philippines. However, with regard to exports, testing depends on whether standards are being observed/used by importing countries which in effect are being adopted by PSA. To clarify, PSA sees to it that a requirement for a product to conform to standards set by the importing country becomes mandatory and is actually integrated in the manufacture of that product. Director Salcedo then stressed that as a service to exporters, information on mandatory requirements of importing countries

are being provided by PSA.

Noting Mr. Salcedo's statements, Mr. Koide asked Mr. Salcedo's opinion on whether or not export testing should be made mandatory in the Philippines.

Director Salcedo replied that it would really depend on whether the standards of the importing country for the particular product is mandatory or voluntary. He also explained that this matter on mandatory standards for export products depend on the extent the government would like to promote exports of these products. He cited that, at present, the government is very keen on the area of minimizing rejection of export products such that if an export product originally covered by a voluntary standard becomes rejected, it shall be mandatory for a product to be subjected to a set standards the next time it is exported. He cited as an example the export of food which has lately been covered by mandatory standards.

Director Salcedo hastened to add that despite the government's sincere policy of ensuring the minimization of export rejection, there still exists an unavoidable problem that actually arises from the fact that existing laboratories in the country lack sophisticated equipments particularly on non-traditional export products. Over and above this, Director Salcedo stressed the absence of experts who are capable of conducting intensive and sophisticated "tail-end monitoring" until the products are about to be shipped out of the country.

Director Salcedo also stressed that, at present, rejection of exported products cannot be prevented due to the present set up where only buying representatives of the importing firm come to the Philippines to check on the ordered items without the use of appropriate equipment/machinery which can systematically detect product defects.

This system can be improved, Director Salcedo said, if only qualified individuals can be trained to become experts in export quality control and testing inspection. This effort, he added, would surely improve the quality image of the country and consequently help in the promotion of exports.

Mr. Koga then commented that JICA may be able to send experts in export inspection for areas which are now under mandatory export inspection in Japan.

XII DISCUSSION ON THE LIST OF EQUIPMENTS TO BE REQUESTED UNDER GRANT AID

The fifth and final day of negotiations, which focused on the machineries/equipment, listed under the Grant Aid Scheme, was attended for the first time by Mr. Hiroyuki Noguchi, officer of the Grant Aid Division, Economic Cooperation Bureau, Ministry of Foreign Affairs.

Mr. Noguchi provided helpful pointers regarding the Japanese Grant Aid scheme which the Philippine side noted for consideration and guidance.

Before finally going into details, Mr. Koga inquired on the present policies being implemented by the Philippine government for local travelling expenditures incurred by experts who will be visiting factories in the regions.

It was made clear by Mrs. Gabor that the Philippine government pays all actual expenses not exceeding \$50 per day. Only meals and board and lodging are included, minus drinks. Plane fares for local transport are also shouldered by the Philippine government.

The following are the salient points raised in the ensuing discussion.

Firstly, Mr. Noguchi stressed that in evaluating requests for the Grant Aid scheme, the Japanese government attaches great importance on two factors: NECESSITY and FEASIBILITY. The necessity factor would reflect the importance, the purposes or the uses of the machinery/equipment in the operations of the proposed project, while the feasibility factor would consider the availability of qualified people capable of operating/maintaining the equipment/machinery so that it

can be kept in good running condition, as well as the availability of budget to sustain operational and maintenance cost. The Philippine party agreed to furnish the mission with information on the operational and maintenance cost to be shouldered by the Philippine government.

For equipments, costings of which cannot be estimated at this stage, because of lack of technical expertise, it was agreed that Japanese experts will help in the calculation of costings.

The second point raised was the issue on the possibility of including some machineries and equipment under the technical cooperation program. While the mission pointed out that this aspect may be a point to reconsider while in Japan, they stressed that the budget actually available for the provision of machineries and equipment is very limited. Mr. Noguchi quoted the maximum budget at ¥50 million per year which is roughly equivalent to \$200,000 per year. He further qualified that this amount is still subject to further cutting off depending on the amount of assistance granted under the grant aid scheme.

Mrs. Gabor took note of this point and agreed to provide the mission a revised prioritization of the requested machineries/equipments according to "necessity" and "feasibility".

While a detailed discussion on the listed equipments/ machineries has already been recorded during the second day of negotiations, Mrs. Gabor, for the sake of Mr. Noguchi, gave a concise but comprehensive rationalization on the items included in the list requested under Grant Aid.

The following are the highlights of Mrs. Gabor's discussion: (Details in Annex L)

1. On Building:

The building, Mrs. Gabor stressed, would be situated at the heart of Manila. It would house all the training activities envisioned by the project. It is envisioned to become an institution that would epitomize Japanese-Philippine trade relationship.

2. On Transportation:

Training activities will always involve mobility. Factory visits in the city, as well as in the regions will be undertaken by the visiting experts. Mrs. Gabor stressed that Minister Roberto V. Ongpin himself, realizes the importance of transportation facilities such that he personally requests that if possible savings realized in other areas would be transferred to transportation.

3. On Computer

Mrs. Gabor stressed that the computer system will be a very important aspect in the efficient operation of the Center. The Computer, she said, is envisioned to undertake the following:

- a. to input possible names of clients that the Center will be servicing in such a way that a complete and comprehensive list of exporters targetted to avail of the Center's services will be realized
- b. documentation of the training activities
- c. to facilitate exchange of information between the Philippines and Japan so that new developments in particular areas are transmitted to the

- Philippines without Japan necessarily sending experts
- d. to act as data bank that would house all information regarding Ministry of Trade and Industry's export development projects
 - e. to lessen paperwork that would arise from the Center's voluminous activities

At this point Mr. Noguchi expressed his doubt on the willingness of the Japanese Government to provide computers. He said that there has always been difficulty on the side of the Japanese Government to grant requests for computers not only due to its relatively high costs but also because the Philippines may not be able to provide engineers capable of maintaining the sophisticated equipments.

Mrs. Gabor assured the mission that a Japanese computer firm "FUJITSU" maintains an office here in Manila which provides complete maintenance and repair services which can readily be availed of. She pointed out that she therefore foresees no problem as far as maintenance services for computers is concerned. In closing, she reiterated her request that computers be still included in the list. Mr. Koga graciously acceded to her request.

SUBMISSION OF THE PROPOSED OPERATING BUDGET FOR THE CENTER

The Philippine Party submitted for the consideration of the Japanese Contact Mission, the Proposed Operating Budget per year of the Center. This appears in Annex M.

ACKNOWLEDGEMENT

The Philippine side acknowledges with appreciation the invaluable support which the Japanese Contact Mission led by Mr. Toshihiko Koga has unselfishly extended in the development of the Philippine proposal for the establishment of the Philippine Trade Training Center.

The Philippine party conveys its extreme gratitude for the opportunity given them to air their hopes for a fruitful implementation of the Proposed Project, as well as having been a part of a discussion which served as an effective learning experience on their part.

- A. Contact Mission for the Trade Training Centre in the Republic of the Philippines
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Executive Director of Japan International Cooperation Agency
 2. Mr. Hiroyuki Noguchi (Grant Aid)
Officer of Grant Aid Div., Economic Cooperation Bureau,
Ministry of Foreign Affairs
 3. Mr. Kazuhiro Nagata (Technical Cooperation)
Officer of Technical Cooperation Div., Economic Cooperation
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 4. Mr. Tetsuo Okabayashi (Textile and Miscellaneous Goods)
Assistant Director of General Affairs Div., Consumer Goods
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 5. Mr. Tadashi Kanbayashi (International Trade Policy)
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 6. Mr. Yozo Aoki (Farm Products)
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 8. Mr. Masashi Uchimura (Coordination)
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First Secretary (Commercial)
 4. Mr. Yasuro Nakajyo
Agricultural Attache
- C. Japan Industrial Cooperation Agency (JICA)
1. Mr. Akihiro Mitarai
Resident Representative
 2. Mr. Toichi Iwata
Staff

A. Deputy Minister Jose P. Leviste

B. Ministry of Trade and Industry Negotiating Team

1. Mrs. Mina T. Gabor Leader
Director
Bureau of Foreign Trade
Ministry of Trade and Industry
2. Mrs. Lourdes So Member
Chief, Finance and Management Service
Ministry of Trade and Industry
3. Mr. Cesar Cueto Member
Vice President
Center for International Trade
Expositions and Missions, Inc. (CITEM)
4. Atty. Helen Cortes Member
Assistant to the President
Center for International Trade
Expositions and Missions, Inc. (CITEM)
5. Ms. Adelfa Tio Member
Japan Desk Officer
Bureau of Foreign Trade
Ministry of Trade and Industry
6. Mrs. Adelaida Inton Member
Chief, Export Training Division
Bureau of Foreign Trade
Ministry of Trade and Industry
7. Ms. Oly delos Santos Member
Planning Assistant
Center for International Trade
Expositions and Missions, Inc. (CITEM)
8. Ms. Roseni Mendoza-Alvero Member
Assistant Division Chief
Bureau of Industrial Development
Ministry of Trade and Industry

I. OBJECTIVE OF THE PROJECT

The objective of the Project is to establish the Philippine Trade Training Center which aims at developing manpower in the fields of international trade, standardization and quality control of exportable products in order to contribute to the promotion of the trade of the Republic of the Philippines.

II. OBJECTIVES OF THE JAPANESE GRANT AID AND TECHNICAL COOPERATION PROGRAM

The objective of the Japanese Grant Aid and Technical Cooperation Program is to support the following activities of the Center by means of providing the necessary facilities and equipment for training and technical assistance for the Center.

1. Trade Training

To provide personnel engaged in trade business in government sectors and academic institutions with experience as well as knowledge in the field of trade business.

2. Standardization and Quality Control

To train Philippine officials in the use of newest testing methodology and testing equipment, for existing export standards as well as future export standards to be established by the relevant Philippine government authorities and to provide training in the method and system for the quality control on agricultural and industrial products, particularly for exportable products; and to contribute, where required by the relevant Philippine government authorities, to any review of standards testing method and quality control.

3. Exhibition

To introduce and improve the methods and technique for exhibition of potentially exportable products.

4. Product Development

To develop new products and processes for exports.

PACKAGE OF REQUESTS UNDER GRANT AID

A. BUILDING

B. EQUIPMENTS

1. TRAINING DIVISION

A. Auditorium (seating capacity: 500)

1. Control room system
2. Electrical sound system

B. Language Laboratory

Complete language laboratory system

C. Audio Visual Studio

Complete audio-visual equipment for a production studio, editing room and mobile studio.

D. Library Shelving, Racks, Cannister, Furniture and furnishings

E. Seminar Rooms (4 rooms)

Closed TV Circuit systems, simultaneous interpretation system, slide projectors, overhead projector and film projector, microphone system, furnitures and furnishings

2. PROGRAMS/PLANNING/PUBLICATION DIVISION

Computer System (with Modulator/Demodulator)

Office Furniture and furnishings

3. EXPORT QUALITY ASSURANCE DIVISION

A. Testing, Sampling and Preparation Equipments

B. Laboratory Facilities for Analysis

C. Other General Analytical Equipments and Apparatus and
Subsidiary Equipments

D. Office furniture and furnishings

4. EXHIBITION AREA

1. Lighting equipments

2. Exhibition Display systems

3. Office furniture and furnishings

C. Training:

A. Inbound Training Activities

1. Basic Training Course for New and Potential Exporters

- How to Get Started in Exports
- Export Product Development
- Export Costing and Pricing
- Export Procedures and Documentation
- Export Packaging Design and Requirements
- Export Quality Improvement and Quality Control
- Export Market Information Course

2. Advanced Training Course for Exporters

- Trade Negotiating Techniques
- Export Management Course
- Export Market Penetration Strategy

3. Specialized Market Product Specific Export Opportunities Courses

- Export Opportunities for Gifts Wood-Based Products
in the Japanese Market
- Export Opportunities for Furniture in the German Market

- Export Opportunities for Fresh and Processed Fruits
in the Japanese Market

4. Training Courses for Export Promotion Officials and Staff (In-Service Training)

- Export Market Research
- Trade Promotional Tools and Techniques
- Trade Representation Abroad
- Trade Information Services
- Trade Advisory Services
- Trade Negotiating Techniques
- Basic Computer Course

5. Trainers' Training Courses

- Curriculum Development in Export Marketing
- Export Marketing Techniques
- Development and Adaptation of Training Materials

6. Basic and Advanced Language Training Courses

- French
- German
- Japanese
- Arabic

B. OUT-BOUND TRAINING ACTIVITIES

1. In-Plant Training on Production Technology for
 - a) Furniture and Furnishings
 - b) Processed Food
 - c) Garments
 - d) Footwear and Leathergoods
 - e) Gifts and Housewares
2. Training on Japanese Quality Control Procedures and Processing Techniques
3. Training on Japanese Packaging Technology
4. Training on Japanese Fashion Designs, Styles and Merchandising for Product Development
5. Training on Japanese Interior Design for Furniture and Furnishings
6. Training on Application of Computer Technology to Trade Information Services
7. Other Specialized Technical Trainings for the Improvement of Philippine Products:
 - a) Various Finishing Methods for Furniture (latest techniques of staining, dyeing and lacquer application)
 - b) Machinery selection, Tools and Machinery Maintenance
 - c) Others

PACKAGE OF REQUESTS UNDER THE PROJECT TYPE

TECHNICAL COOPERATION PROGRAM

I. Equipment

A. Computers

(Multi User/Multi-Tasking System for existing Computer facility)

1. Hardware

2. Software

B. Transportations

1. Automotive Cars

2. Wheeler Trucks

3. Hi-Ace's

4. Coasters

5. TAG Transport

C. Generators

D. Office Machines

1. Typewriters

2. Reproduction Machines

a) Collating Machines

b) Copier Machines

c) Scanners

d) Mimeographing Machines

E. Exhibition Hall Requirements

I. Modules

2. Lighting Equipment

3. Mannequins

F. 1. Tape Recording System

2. Microphones

G. Water Pump

II. Technical Assistance

A. Development of New Products and Processes (Best in the World)

B. Production Dynamics - Technicians or production engineers

involved in the manufacture of any of the 5 product groups.

1. Garments:

silk screening experts

pattern-maker for garments

fabric paint or textile dye experts

quality controllers

2. Furniture

production technician for bamboo and wood

production technician for shell, coconut, stone, leather

lamination expert

glue expert

finishing experts

3. Fashion Accessories

production technicians for soft stone

4. Footwear/Leathergoods

tanning expert

5. Food

toxicology expert

food handling expert

food packaging expert

III. TRAINING

A. Courses on International Marketing

B. Basic and Advanced Language Program (Nippongo, German,
French, Arabic)

C. Computer Programming (specific to the operations of CITEM,
BFT and PTEC)

I. OBJECTIVE OF THE PROJECT

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The objective of the Japanese Grant Aid and Technical Cooperation Program is to support the following activities of the Center by means of providing the necessary facilities and equipment for training and technical assistance for the Center.

1. Trade Training

To provide staff training to personnel engaged in the international trade business in the government sector who would in turn become trainers to the private sector and academic institutions.

2. Standardization and Quality Control

To train Philippine officials in the use of newest testing methodology and testing equipment, for existing export standards as well as future export standards to be established by the relevant Philippine government authorities and to provide training in the method and system for the quality control on agricultural and industrial products, particularly for exportable products; and to contribute, where required by the relevant Philippine government authorities, to any review of standards testing method and quality control.

3. Exhibition

To introduce and improve the methods and technique for exhibition of potentially exportable products.

4. Product Development

Export guidance in terms of designing finishing and marketing of products.

III , List of Equipment to be Requested Under Grant Aid
(Ranked According to Priority)

(I.) Prior to Establishment of the Center

A. Office Machines

1. Reproduction Machines

- a) Copier Machines with Automatic Sorters - 3 units
- b) Scanners - 2 units
- c) Mimeographing Machines; and - 2 units
- d) Others

2. Typewriters - 15 units

B. Transportation

1. Micro Buses - 2 units

2. Wagons (e.g. Hi-Ace) - 2 units

3. Automotive Cars - 7 units

4. Trucks

- a) 6-wheeler truck - 1 unit

- b) 4-wheeler truck - 1 unit

5. TAG Transport - 1 unit

6. Trollies - 5 units

C. Computers

1. Multi User/Multi-Tasking System for existing computer facility

- Hardware - 5 terminals

- Software - Complete set

2. Complete Computer System (with Modulator-Demodulator) -10 micro-computers working on network

D. Tape Recording System (including microphones and others)

E. Generators - 4 units

F. Water Pump - Quantity to be determined as necessary

G. Others

(II). Upon Establishment of the Center

1. Building
2. Training Division
 - A. Auditorium (seating capacity: 500)
 1. Control room system and simultaneous interpretation system
 2. Electrical sound system
 - B. Language Laboratory
Complete language laboratory system, etc.
 - C. Audio Visual Studio
Complete audio-visual equipment for a production studio, editing room and mobile studio, etc.
 - D. Library Shelving, Racks, Furniture and Furnishings including Counters, etc.
 - E. Seminar Rooms (4 rooms)
Closed TV Circuit systems, simultaneous interpretation system, slide projectors, overhead projector and film projector, microphone system, furniture and furnishings, etc.
3. Programs/Planning/Publication Division
Computer System (with Modulator/Demodulator)
Office Furniture and Furnishings, etc.
4. Export Quality Assurance Division
 - A. Testing, Sampling and Preparation Equipments
 - B. Laboratory Facilities for Analysis
 - C. Other General Analytical Equipments and Apparatus and Subsidiary Equipemnts
 - D. Office Furniture and Furnishings
 - E. Packaging Testing Equipemnts (i.e. testing for packages or packaging materials, equipment for proto type and sample-making, and equipment for artwork, print quality and visual tents)

5. Exhibition Division (Indoor and Outdoor)

1. Modules, exhibition booths - Good for 5 Product Halls
2. Lighting equipments - Good for 5 Product Halls
3. Mannequins - 10 full; 15 knockdown
4. Industrial carpets - For all office spaces
5. Negotiation tables and chairs - Enough to cover Hall
6. Dress racks - 10 units
7. Knockdown stage or fashion show ramps - 1 complete set
8. Exhibition display, props - 1 complete set per hall
9. Sound system - 1 complete set per hall
10. Equipment for preparation of display
11. Computers
12. Food Exhibition Equipment such as freezers/
refrigerators - 1 complete set
13. Others

IV Technical Assistance

A. Inbound Training Activities

1. Export assistance in Design and Production Techniques :

Short Term Experts

(1) Garments:

fashion designers
silk screening experts
sewing experts
pattern-maker for garments
fabric paint or textile dye experts
quality controllers
and others

(2) Furniture:

production technician for bamboo, wood and rattan
production technician for stone
lamination expert
glue expert
finishing experts
and others

(3) Fashion Accessories:

production technicians for costume and semi-precious
jewelries
and others

(4) Food:

food marketing experts
food quality control experts
food packaging experts
food production design or system experts

(5) Gifts and Housewares

production technicians for toys (wood, plush, fabric)
wood craft experts
ceramics experts
experts in handmade paper
and others

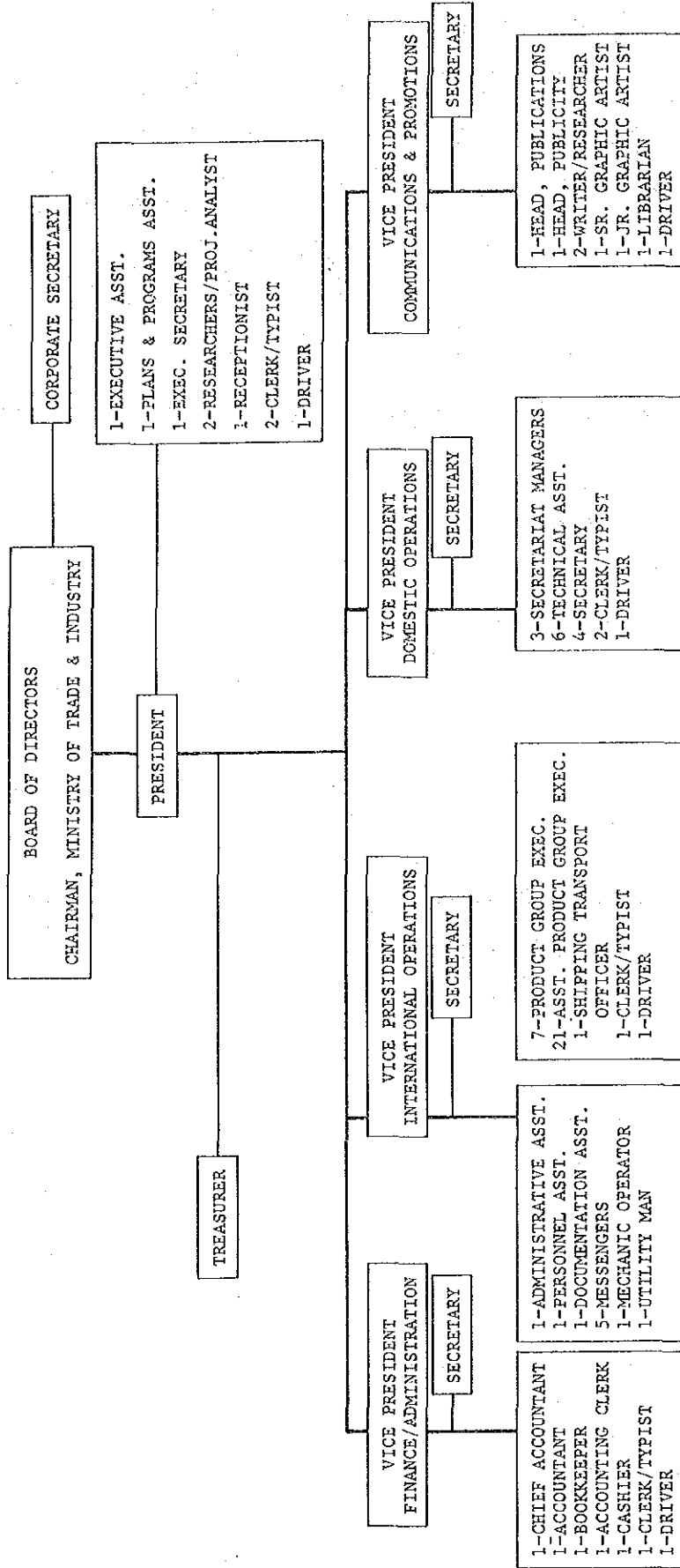
2. Basic Training Course for New and Potential Exporters
 - How to Get Started in Exports
 - Export Product Development
 - Export Costing and Pricing
 - Export Procedures and Documentation
 - Export Packaging Design and Requirements
 - Export Quality Improvement and Quality Control
 - Export Market Information Course
3. Advanced Training Course for Exporters
 - Trade Negotiating Techniques
 - Export Management Course
 - Export Market Penetration Strategy
4. Specialized Market Product Specific Export Opportunities Courses
 - Export Opportunities for Gifts Wood-Based Products
 - Export Opportunities for Furniture
 - Export Opportunities for Garments and Textiles
 - Export Opportunities for Fresh, Chilled, Frozen and Processed Foods
5. Training Courses for Export Promotion Officials and Staff (In-Service Training)
 - Export Market Research
 - Export Marketing Techniques
 - Trade Promotional Tools and Techniques
 - Trade Representation Abroad
 - Trade Information Services
 - Trade Advisory Services
 - Trade Negotiating Techniques

6. Export Training Courses Development
 - Curriculum Development in Export Marketing
 - Development and Adaptation of Training Materials
7. Basic, Intermediate and Advanced Language Training Course on Nippongo
8. Courses on Computer Programming (specific to the operations of the Philippine Trade Training Center)

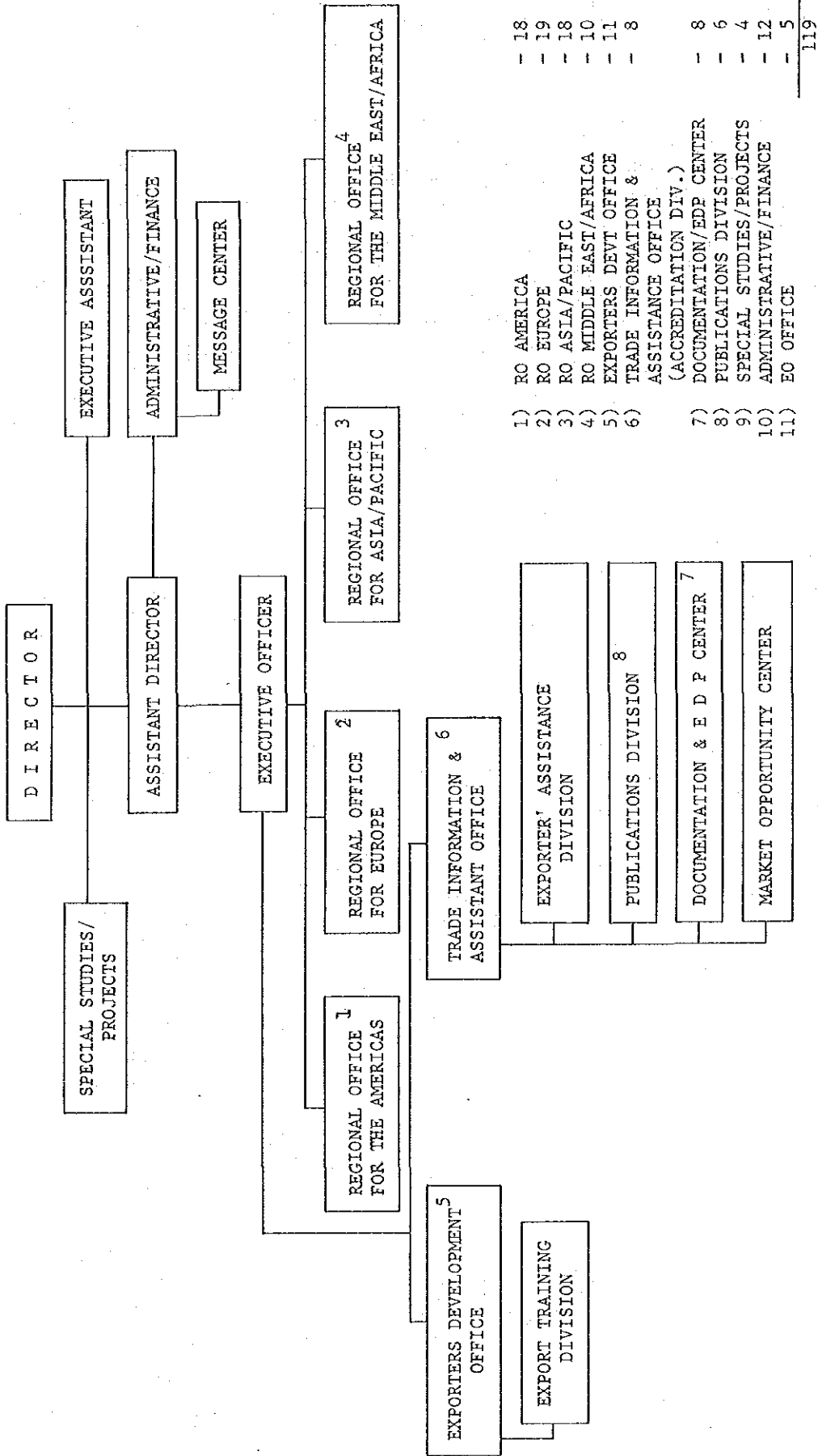
B. OUT-BOUND TRAINING ACTIVITIES

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 - c) Others

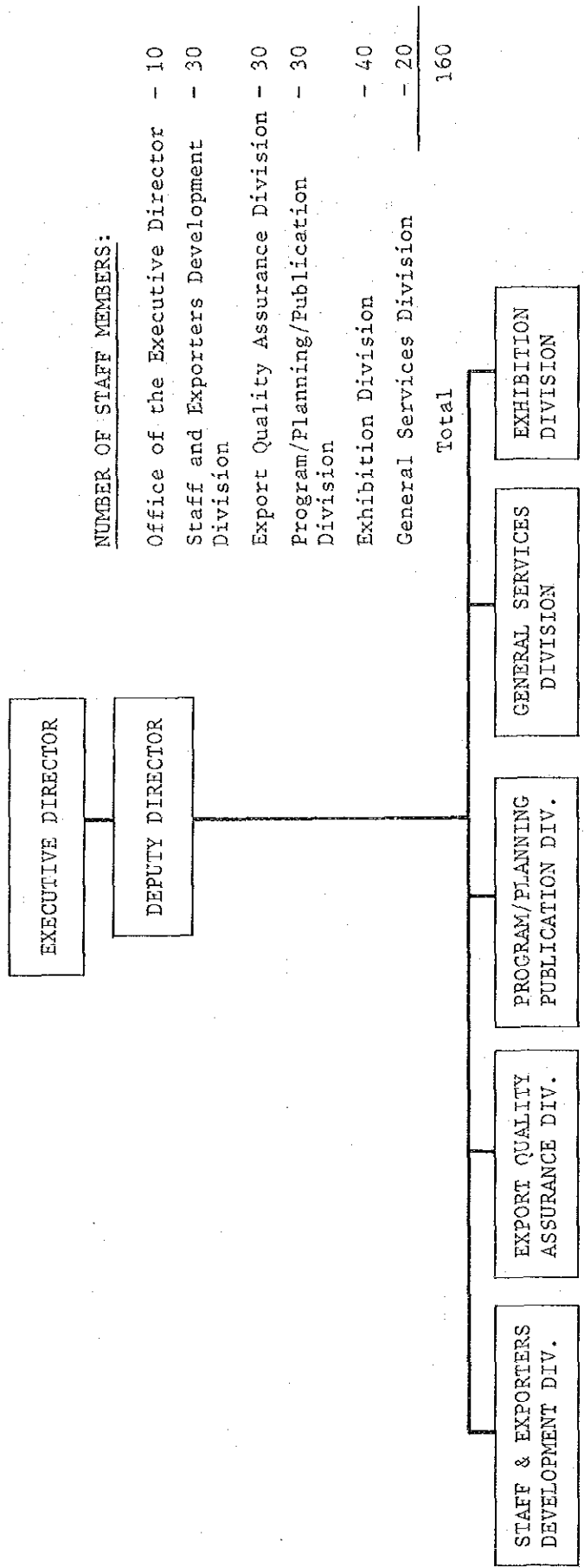
CITEM (Center for International Trade Expositions & Missions) 機構圖



外國貿易局機構圖



- 1) RO AMERICA - 18
- 2) RO EUROPE - 19
- 3) RO ASIA/PACIFIC - 18
- 4) RO MIDDLE EAST/AFRICA - 10
- 5) EXPORTERS DEVT OFFICE - 11
- 6) TRADE INFORMATION & ASSISTANCE OFFICE (ACCREDITATION DIV.) - 8
- 7) DOCUMENTATION/EDP CENTER - 6
- 8) PUBLICATIONS DIVISION - 4
- 9) SPECIAL STUDIES/PROJECTS - 12
- 10) ADMINISTRATIVE/FINANCE - 5
- 11) EO OFFICE - 5



1. Philippine International Convention Center ¹⁾
 Reception Hall = 5,176 sqm. (ground floor and mezzanine)
2. Fok Arts Theater = 3,266.3 sqm. ²⁾
3. Philippine Center for International Trade and Exhibitions = 4,096 sqm ³⁾
4. Hotels Ballroom Size
 - a. Century Park Sheraton 522 sqm.
 - b. Holiday Inn Manila 322.9 sqm.
 - c. Hotel Intercontinental Manila 597 sqm.
 - d. Hyatt Regency Manila 345 sqm.
 - e. Manila Garden Hotel 680 sqm.
 - f. Manila Hilton International 694 sqm.
 - g. The Manila Hotel 1,295 sqm.
 - h. The Manila Mandarin 530 sqm.
 - i. The Manila Peninsula 612 sqm.
 - j. Philippine Plaza 1,391.02 sqm.
 - k. Silahis International Hotel 289 sqm.

- 1)
 CITEM has been holding its Market Weeks in this venue. It has proved, however to be inadequate and costly in servicing our specific exhibition requirements. For example, the entry facilities do not allow for easy passage of huge exhibit materials. The color of the carpet clashes with exhibits. Lighting is poor. The low ceiling structure in the side areas present a problem in setting-up booths. Thus, the exhibit area is not fully utilized. Also, a lot of space is wasted, stage being in the center. Rental cost is too expensive for government supported promotions.
- 2)
 It is not designed for exhibit purposes but for open air entertainment.
- 3)
 The structure is not ideal for exhibitions as it is not airconditioned and is not a simple one level with limited space for exhibit area. The Building design is not suitable for different exhibition presentations.

1. Bananas, fresh
2. Shrimps and prawns, fresh, chilled or frozen
3. Pineapples, fresh
4. Tuna, frozen
5. Mangoes, fresh
6. Pineapples in syrup in airtight containers
7. Cuttlefish and squid, fresh, chilled or frozen
8. Banana crackers
9. Other crustaceans and mollusks, fresh, chilled or frozen
10. Fresh or chilled vegetables
11. Mixed Fruits in airtight containers
12. Other Fish (e.g. hito, tanique), frozen
13. Crustaceans and mollusks, salted, in brine or dried
14. Fruit Pulps, unsweetened
15. Robusta Coffee
16. Cocoa Butter
17. Beans, Red, dried
18. Fruit Purees and Pastes
19. Pineapple Juice
20. Other vegetables, prepared or preserved in vinegar

1. Marine Products

- a) Tuna, frozen, canned
- b) Shrimps and prawns, fresh, chilled, frozen
- c) Crustaceans and mollusks fresh, chilled or frozen, in paste, salted, in brine or dried
- d) Hito, Tanigue, etc. frozen, smoked
- e) Cuttlefish and squid, fresh, chilled, frozen
- f) Roe (fish eggs), canned
- g) Clams and oyster, prepared or preserves, or in paste

2. Fruits

- a) Bananas, fresh, dried, in cracker form
- b) Mangoes, fresh, dried, puree, juices, jam
- c) Pineapple, fresh, dried, canned in syrup, juices, jam
- d) Grapefruit, fresh, juice
- e) Mixed fruits in cans
- f) Avocado, fresh
- g) Papaya, fresh, dried, juice, puree

3. Vegetables (if possible, subject to examination by Mr. Aoki)

- a) Red Beans, dried, preserved
- b) Peas, fresh and dried
- c) Onions, fresh, chilled, dried, in brine
- d) Gourds, fresh
- e) Cucumbers/gherkins, fresh, pickled
- f) Okra, fresh
- g) Sweet pea, fresh
- h) Bell pepper, fresh
- i) Radish, fresh
- j) Tomato, sauce, juice
- k) Mung Beans, dried
- l) Pumpkin, fresh, dried, processed

The Product Standards Agency is an attached agency of the Ministry of Trade and Industry which took off from the defunct Philippine Bureau of Product Standards and the Metric System Board. As such, the agency handles not only standardization but also metrication in the country.

PSA is a member of the International Standards Organization, as such, the agency's manner of standard formulation is in line with international procedures. Standards preparation, therefore, are done through Technical Committees which are multi-sectoral, whereby representatives from the government, the manufacturers, the consumers, the academe and professionals are included.

PSA prioritizes the products/services being standardized according to the following criteria:

- a) Products/services with direct effect on life, safety and health
- b) Products/services with indirect effect on life, safety and health
- c) Products/services with the least effect on life, safety and health
- d) Products/services which are problematic in nature and therefore are in need of immediate attention.

The PSA in adopting internationally accepted standards, takes into consideration the current state of Philippine technology and economy, such that, if a particular standard is not technologically and economically feasible certain modifications are made in accordance with a set or defined guideline. In view of this, the PSA finds it necessary to review all its standards every 3 years or less so as to be in pace with techno-economic development of th country.

Todate, PSA has approximately 700 standards, 40% of which had been modified and developed by PSA and 60% by its predecessors. It should

however be noted that there are particular products and services being handled by specialized agencies like the Bureau of Food and Drug. But in certain cases wherein the Bureau of Food and Drug does not have the facilities and technical expertise to ascertain the quality of a particular product service, the PSA takes over the work. An example of this would be the case of medical grade oxygen in which PSA has the facilities and technical expertise while BFD does not. Insofar as marking system is concerned, PSA implements Quality Assurance, Mark, called "PS Mark" or Philippine Standards Mark. This mark serves as a guide as well as a guarantee to consumers that a certain product conforms to a given standard of reliability and safety. The PS Mark is granted on the condition that the manufacturers conform to the terms and conditions of a license binding the manufacturer and PSA. To date, PSA has under license a total of 400 companies ranging from small, medium to large scale industries. PSA's licensing function covers 79 product categories.

PSA is also conducting in-house testing but only to the extent of its testing laboratory's capability. To augment its existing testing capability, PSA has accredited a number of laboratories which can perform this particular job. (The lists of the accredited laboratories and other laboratories used by PSA are as follows.)

I. LIST OF PSA ACCREDITED LABORATORIES

| <u>LABORATORIES</u> | <u>PRODUCTS COVERED</u> |
|---|--|
| 1. Philippine Textile Research Institute (PTRI) | Textile and Textile Products |
| 2. Metals Industry Research & Development Center | Metals, Electrical & Electronic Products |
| 3. Philippine Institute of Pure & Applied Chemistry | Chemical Products |
| 4. Industrial Test Masters, Inc. | LPG Cylinders requalifier |
| 5. Consolidated Industrial Gases, Inc. | Gases |
| 6. Agricultural Machinery Testing & Evaluation Center | Agricultural Machineries |
| 7. ASEPHIL Manufacturing Corporation | LPG Cylinder requalifier |
| 8. Pilipinas Electro Industrial Corporation | LPG Cylinder requalifier |
| 9. Ostrea Mineral Laboratory | Coal & Fertilizer |
| 10. National Food Authority | Grains & Grains Products |
| 11. Philippine Cement Corporation | Cement |
| 12. Ramcar, Inc. | Automotive Lead-Acid Storage Battery |
| 13. Sime Darby International Tire Company | Pneumatic Tires & Natural Crumb Rubber |
| 14. C.C. Unson | Automotive Batteries |

II, LIST OF OTHER LABORATORIES USED BY PSA (BUT NOT YET ACCREDITED)

| | <u>PRODUCTS COVERED</u> |
|--|---------------------------------------|
| 1. Bureau of Food & Drugs | Food |
| 2. University of the Philippines | Food |
| 3. Forest Product Research & Development Institute | Plywood & Veneer |
| 4. National Institute of Science & Technology | Paints |
| 5. Philippine Electrical Mfg. Company | Fluorescent Lamp & Incandescent Lamps |
| 6. Caltex (Phils.) Inc. | Petroleum |
| 7. Union Carbide Phils. Inc. | Brake Fluid |
| 8. Firestone Tire & Rubber Co. of the Philippines | Pneumatic Tires |
| 9. Goodyear Tire & Rubber Co. of the Philippines | Pneumatic Tires |

| | Unit Cost | Quantity | Amount | Prioritization | Justification | Users |
|--|-----------|----------|-----------|-----------------|---|---|
| I. <u>Prior to Establishment of the Center</u> | | | | | | |
| A. <u>Office Machines</u> | | | | Fourth Priority | | |
| 1. <u>Reproduction Machines</u> | | | | | | |
| a. Copier Machines with Automatic Sorters | ¥ 150,000 | 3 units | ¥ 450,000 | | 1. For the immediate reproduction of important office documents. | a) 1. Quality Assurance Division 1. Staff and Exporters Development Division 1. General Services Division (Central Repro Unit) |
| b. Scanners | ¥ 40,000 | 2 units | ¥ 80,000 | | | b)-d) General Services Div. (Central Repro Div.) |
| c. Mimeographing Machines: and | ¥ 40,000 | 2 units | ¥ 80,000 | | | |
| d. Others | | | | | | |
| 2. Typewriters | ¥ 20,000 | 15 units | ¥ 300,000 | | 2. For all typing requirements | 2. 2- Office of the Manager 3- Staff & Exporters Dev. Division 3- Export Quality Assurance Division 3- Program/Planning/Publication Div. 2- Exhibition Division 2- General Services Div. |
| B. <u>Transportation</u> | | | | | | |
| 1. Micro Buses | ¥ 400,000 | 2 units | ¥ 800,000 | First Priority | (1 and 2) -for transporting staff members to different regions for implementing on the job training as outreach program of the Center | (1, 2 and 3) All transportation shall be scheduled and dispatched by the Transportation Unit in the General Services Division. |
| 2. Wagons (e.g. Hi-Ace) | ¥ 300,000 | 2 units | ¥ 600,000 | | | |

| | | | | | | |
|---|-----------|---------------------------------------|-------------------------------|-----------------|---|---|
| 3. Automotive Cars | ₱ 200,000 | 7 units | ₱1,400,000 | | 3. To be used as cars for Experts and Staff Members | |
| 4. Trucks | | | | | (4, 5 and 6) Use to be schedule and dispatched by the General Services Division in coordination with the Exhibitions Div. | |
| a) 6-wheeler truck | ₱ 450,000 | 1 unit | ₱ 450,000 | | | |
| b) 4-wheeler truck | ₱ 300,000 | 1 unit | ₱ 300,000 | | | |
| 5. TAG Transport | ₱ 200,000 | 1 unit | ₱ 200,000 | | | |
| 6. Trollies | ₱ 24,000 | 5 units | ₱ 120,000 | | | |
| C. Computers | | | | Second Priority | A. For the immediate development of a centralized Data Bank and Management Information System linking operations of BFT and CITEM to the Center | 5 terminals to be hooked up with existing system |
| A. (Multi-User/Multi-Tasking System for Existing computer facility) | | | | | | |
| 1. Hardware | | 5 terminals | ₱ 200,000 | | | |
| 2. Software | | Complete set | | | | |
| B. Complete Computer System (with Modulator and Demodulator) | | 10 micro-computers working on network | ₱2,000,000 | | B. For the operations of the Centralized Data Bank and Management Information System (Monitoring of Activities of the Center) | 5-for Product Halls 1-Subtractor's Exchange 1-Nippon Data Exchange 1-Staff and Exporters Dev. Division 1-Quality Assurance Div. 1-Office of the Executive Director |
| D. Tape Recording System (including microphones and others) | | | ₱ 100,000 | Third Priority | D. For Recording of conferences, Meetings, Seminars, etc. | General Services Div. |
| E. Generators | ₱ 100,000 | 4 units | ₱ 400,000 | Third priority | E. As Contingency Measure | General Services Div. |
| F. Water pump | | To be determined as necessary | | Third priority | F. As Contingency Measure | General Services Div. |
| G. Others | | TOTAL ===== | ₱7,980,000 or \$426,000 | | | |

| Unit Cost | Quantity | Amount | Prioritization | Justification | Users |
|--|----------|--|----------------|---|--|
| III. Upon Establishment of the Center 1. Building 2. <u>Training Division</u> A. Auditorium (seating capacity:500) 1. Control room system & simultaneous interpretation system 2. Electrical sound system B. Language Laboratory Complete language laboratory system, etc. C. Audio Visual Studio Complete audio-visual equipment for a production studio, editing room and mobile studio, etc. | | \$6,000,000 \$ 12,500 (to be determined later and be conveyed thru Mr. Noguchi \$ 650,000 | | To serve as convenient venue and facility for the following 1) Training programs for export promotion 2) Promotion and showcase of quality Philippine export products To serve as venue for training, seminars, etc. B. For Language Program C. For Production of Documentary Films to record the following: 1) Training 2) Works of Product Specialists | All relevant Government Agencies Exporters Trainers/Trainees Production Experts/Trainees |

| | | | |
|---|--|--|---|
| <p>D. Library Shelving, Racks, Furniture and Furnishings including counters, etc.</p> <p>E. Seminar Rooms (4 rooms)</p> <p>Closed TV Circuit systems, simultaneous interpretation system, slide projector, overhead projector and film phone system, furniture and furnishings, etc.</p> <p>F. Conference Rooms (2 rooms)</p> | <p>\$ 250,000</p> <p>\$2,000,000</p> <p>\$ 5,000</p> | <p>D. To serve as Documentation and Information Center</p> <p>E. To serve as venue for training programs</p> <p>F. Serve as venue for meetings</p> | <p>Exporters/Relevant Government Agencies</p> <p>Trainers/Trainees</p> <p>Exporters and Relevant Government Agencies</p> <p>CIEM Management and Staff Members</p> <p>Relevant Government Agencies (PSA, DCP, PTRI, etc)</p> |
| <p>3. <u>Programs/Planning/Publication Division</u></p> <p>Computer System (with Modulator/Demodulator)</p> <p>Office Furniture and Furnishings, etc.</p> | <p>as indicated above</p> | <p>3. To monitor all activities of the Center for Planning and Policy Formulation purposes</p> | <p>CIEM Management and Staff Members</p> |
| <p>4. <u>Export Quality Assurance Division</u></p> <p>A. Testing, Sampling and Preparation Equipments</p> <p>B. Laboratory Facilities for Analysis</p> | <p>(to be determined by the Basic Design Team)</p> | <p>4. To serve as Training Facility for Export Quality Inspectors, and Standards Development</p> | <p>Relevant Government Agencies (PSA, DCP, PTRI, etc)</p> |

| Unit Cost | Quantity | Amount | Prioritization | Justification | Users |
|--|----------|--|----------------|--|--------------------------------|
| <p>C. Other General Analytical Equipments and Apparatus and Subsidiary Equipments</p> <p>D. Office Furniture and Furnishings</p> <p>E. Packaging Testing Equipments (i.e. testing for packages or packaging materials, equipment for prototype and sample-making, and equipment for artwork, print quality and visual tents)</p> | | | | | |
| <p>5. <u>Exhibition Division (Indoor and Outdoor)</u></p> <p>1. Modules, exhibition booths</p> <p>2. Lighting Equipments</p> <p>3. Mannequins</p> <p>4. Industrial carpets</p> <p>5. Negotiation tables and chairs</p> <p>6. Dress racks</p> <p>7. Knockdown stage or fashion show ramps</p> <p>8. Exhibition display, props</p> | | <p>\$ 90,000</p> <p>P 150,000</p> <p>P 40,000</p> <p>P 25,000</p> <p>P 40,000</p> <p>P 35,000</p> <p>P 2,500</p> <p>P 500,000</p> <p>P 750,000</p> | | <p>5. To provide a convenient area for major exhibits with the required space, exhibition features and construction facilities</p> | <p>Exporters, Center Staff</p> |

| | Unit Cost | Quantity | Amount | Prioritization | Justification | Users |
|---|-----------|----------|----------------------|----------------|---------------|-------|
| 9. Sound system | | | P 25,000 | | | |
| 10. Equipment for preparation of display | | | P 25,000 | | | |
| 11. Computers | | | (as indicated above) | | | |
| 12. Food Exhibition Equipment such as freezers/refrigerators) | | | P 75,000 | | | |
| 13. Others | | | | | | |
| | | | <u>P1,667,500</u> | | | |

LIST OF EQUIPMENT FOR PROPOSED STUDIO:

I-EDITING & DUBBING EQUIPMENT:

| <u>Item</u> | <u>Qty.</u> | <u>Description</u> |
|-------------|-------------|--|
| 1 | 2 sets | Sony BVU 800 - U-matic video cassette recorder with BK806 time code generator/reader board |
| 2 | 1 set | Sony BVE 800 edit control unit with three (3) BK807 9 pin interface board |
| 3 | 1 set | Sony BV8500 with RCC 5C 20 pin remote cable |
| 4 | 1 set | Sony BVU 820 U-matic video cassette recorder with BK800 time code generator/reader board |
| 5 | 1 set | Sony BVT800 digital time base corrector |
| 6 | 3 sets | Sony CVM 1250 color video monitor |
| 7 | 2 sets | Sony BVH 2500 Console type one inch Video Tape Recorders complete with BVM 1201 color inch monitor, Tektronix Vectorscope and waveform monitor, audio monitor and video audio monitoring system. |
| 8 | 1 set | Sony DTR-2000 Dynamic motion controller with BKD2902 cue marker expansion memory, up to 150 events and BKD2903 cue address read/write function at head end of tape. |

II-VIEWING & 8 GREENING:

| | | |
|----|--------|--|
| 9 | 1 set | Sony Profeel KX1901 with tuner/modulator |
| 10 | 2 sets | Sony VO5600 U-matic video cassette recorder |
| 11 | 1 set | Sony Profeel KX2501 |
| 12 | 1 set | Sony VP5030 triple standard player |
| 13 | 1 set | Sony PVM 1900 PS PAL/SECAM/NTSC color video monitor |
| 14 | 1 set | Sony SL2400 Betamax machine |
| 15 | 1 set | Panasonic NV8950 VHS machine |
| 16 | 1 set | Eastman Kodak 16mm Film Projector with 60" rollable screen |
| 17 | 1 set | Kodak Carousal 2" x 2" slide projector |
| 18 | 1 set | Eastman Kodak 35mm Film Projector |
| 19 | 1 set | Kodak 6 projectors multi media presentation complete with computer controller and audio equipment and projection screen. |

III-STUDIO & EPP EQUIPMENT

| <u>Item</u> | <u>Qty.</u> | <u>Description</u> |
|-------------|-------------|--|
| 20 | 3 sets | Ikegami HL79E ENG/EPP 3 diode gun plumbicon TV camera with ADC-79E auto set up digital control, TA-79G triax remote control system, AC P23 AC power supply 200 ft. double shield triax cable w/ connectors, FP45-3 x 1/2" studio viewfinder, O'Connor fluid head Pater Lisand tripod and dolly. |
| 21 | 3 sets | Fujinon motorized zoom lens A14 x 9ERM-1P Fl.7 with diascope and cable. |
| 22 | 12 sets | Anton Bauer battery packs adopted to Ikegami HL79E TV camera. |
| 23 | 3 sets | Battery charger for Anton Bauer battery packs |
| 24 | 2 sets | Digitvision monitoring prompting system for Ikegami HL79E ENG/EPP camera to include 12 inch monitor and assembly, semi transparent mirror, hood assembly and mounting hardware for O'Connor fluid head and Peter Lisand tripod/dolly; drive unit w/ short table for long scripts, black and white camera and quartz lights for camera. |
| 25 | 1 set | Chyron IV graphics and titling system w/512 color choices, animation multi color characters, independant background graphics, advanced camera font compose, digital drawing tablet and special effects. |
| 26 | 1 set | Sony SEG 2000A special effects generator/video switcher w/tally/intercom for 3 camera operations |
| 27 | 3 sets | Sony BVU 110 U-matic portable video cassette recorder with BK112 plug in time code generator, AC-500AC adaptor |
| 28 | 24 sets | Sony BP-90 battery pack |
| 29 | 3 sets | Sony AC500 AC adaptor |
| 30 | 1 set | Sony VCS 101 video and audio selector |
| 31 | 1 set | Sony PVM 5300 5" Trinitron color video monitor |
| 32 | 3 sets | Sony PVM 8000 91 color picture monitor |
| 33 | 1 set | Sony DA500 video distribution amplifier |
| 34 | 1 set | Sony MX-P61VU 12 channel audio mixer |
| 35 | 1 set | Broadcast Electronics 4 mixer mono Model 4M50 |
| 36 | 2 sets | Broadcast Electronics cue master 3 speed professional turntable w/12 inch Micro Trak tone arm Model 303; Stanton turntable cartridge machine Model 500AL and Model EP-1 pre-amplifier |

| | | |
|----|---------|---|
| 37 | 1 set | CANON or NIKON 35mm motorized still camera complete with 10mm-100mm zoom lens and accessories |
| 38 | 1 set | Photo lab equipment for production of color slides |
| | 1 set | Fuji verox FX3500 copying machine |
| 39 | 4 units | Sony ECM 50PS lapel type microphone |
| 40 | 6 units | Sony SAD201 flexible stand sole |
| 41 | 6 units | Sony A12N table stand |
| 42 | 6 units | Sony SAD28 shock mounted adaptor |
| 43 | 6 units | Sony B-402 boom stand |
| 44 | 6 units | Sony SAD26 stand pole |
| 45 | 1 set | Swintek Mark SM58 wireless microphone |
| 46 | 1 unit | Tektronix 1420 Vectorscope Option 01 |
| 47 | 1 unit | Tektronix 528 waveform monitor Option 01 with rack adaptor 916-0115-02 |
| 48 | 2 sets | Audio snakes 6DAM-6DBX |
| 49 | 3 sets | Audio snakes 50ft. snake extension cable for use with 6 DAM-6DBX snakes |
| 50 | 2 sets | Crown D60 stereo power amplifier |
| 51 | 4 sets | Broadcast Electronics Sentry V two way monitor system |
| 52 | 1 set | Revox Model B77 Mark IV stereo/mono reel to reel tape recorder |
| 53 | 1 set | Broadcast Electronics Model 5300 B cartridge machine |
| 54 | 1 set | Sony TC-D5PRO professional stereo cassette recorder |
| 55 | 1 set | ADC audio jack panel PJ341 (PJ-3) equipped with PJ318 jacks) double panel |
| 56 | 10 pcs. | ADC patchcord PJ11 two conductor shielded, double plug cord assembly |
| 57 | 10 pcs. | ADC patch cord PJ12 two conductor shielded double plug cord assembly |
| 58 | 2 sets | Broadcast Electronics Model BECL 100 quartzmatic studio clock |
| 59 | 1 set | ESE Model E-5572 six digit, 12 hour timer with Option M & V |

| | | |
|----|----------|---|
| 60 | 1 set | Trompeter JSI-52/J14T/75 video patch panel w/26 normal thru self terminating jacks |
| 61 | 6 pcs. | Trompeter PC-24/75 2' video patch cords |
| 62 | 1 pc. | Trompeter PCS-36-75 test cord |
| 63 | 200 pcs | BNC male connectors for RG59/BU coax cable |
| 64 | 200 ft. | Belden RG59/BU coax cable |
| 65 | 1000 ft. | Belden 8225 microphone cable |
| 66 | 2000 ft. | Belden 8206 2C shielded cable |
| 67 | 50 pcs. | Cannon XLR, male microphone cable plug |
| 68 | 50 pcs. | Cannon XLR, female microphone cable plug |
| 69 | 15 pcs. | Cannon XLR, female wall receptacle |
| 70 | 10 pcs | Cannon XLR, male wall receptacle |
| 71 | 3 sets | Aluminum carrying case with casters for Sony BVU 110 U-matic machine (heavy duty) |
| 72 | 3 sets | Aluminum carrying case with casters for Ikegami HL79E camera complete with viewfinder and lens Fujinon zoom lens A14 x 9ERM - 1P (heavy duty) |
| 73 | 3 sets | Aluminum carrying case with casters for Sony PVM 8000/ battery pack (heavy duty) |
| 74 | 3 sets | Aluminum carrying case with casters for 8 Sony BP90 batteries and 1 Sony AC500 AC adaptor |

STUDIO/EFP LIGHTING EQUIPMENT CONSISTING OF:

| | | |
|----|--------|--|
| 75 | 6 sets | Stand Century 12' connector strips each with 5-20 amp 18" pigtals with 3 pole grounded twist lock connectors Cat. 6312-5-2 GTL |
| 76 | 4 sets | Strand Century wall mounted boxes with 2-20 Amp 3 pole grounded twist lock receptacles Cat. 6066. |
| 77 | 1 set | Strand Century portable 8-way dimmer pack Cat. 8279-8-4KW dimmers, 32-20A CP receptacles, 16 circuit breakers 220V single phase |
| 78 | 1 set | Strand Century Micro-Q control consoles Cat. 8162, 16 channel 20" console with control cables Cat. 8027, 50' (15m) 2-way splitter and console road case Cat.8171 220V single phase |

| | | |
|----|---------|--|
| 79 | 10 sets | Strand Century 6" 1000W Fresnel, pole Cat. 3301 PO with Cat.1300, 8 way rotatable barndoor; Cat.1144 color or diffuser frame; Cat.1201 full double scrim; Cat.1202 full single scrim; Cat.1203 half double scrim; Cat.1204 half single scrim PGT 1000W 220V lamp |
| 80 | 6 sets | Strand Century "Iris" cyc lights Cat.5915 TV 1 Light, Ianiro "Iris" 1 cyc light with FFT 1000W 220V lamp |
| 81 | 4 sets | Strand Century light lift Cat.1985 telescopic extendu 7'4" |
| 82 | 4 sets | Strand Century Cat.6411 10' extension cable with grounded twistlocks |
| 83 | 3 sets | Strand Century Kit V, 220V portable lighting package |
| 84 | 3 sets | Sungun SCK9107 PS 12V Sungun Kit |

フィリピン貿易研修センター
のオペレーション予算案Philippine Trade Training Center
Operating Budget
For One Year

| | |
|--|--------------------------|
| Staff & Exporters Development Division | \$ 1,628,400.00 |
| Export Quality Assurance Division | 399,600.00 |
| Program, Planning & Publication Division | 149,000.00 |
| Exhibition Division | 2,120,000.00 |
| General Services Division | |
| Salaries, Wages & Allowances (for all divisions) | 500,000.00 |
| Administrative Overhead | 818,400.00 |
| <hr/> | |
| Total Operating Budget | \$ 5,615,400.00 ===== |

STAFF & EXPORTERS DEVELOPMENT DIVISION

I. In-Bound Training

| | | |
|--|------------|------------|
| 1. Basic Training | \$ 268,000 | |
| 2. Advanced Training | 24,000 | |
| 3. Specialized Courses | 72,000 | |
| 4. Staff Training | 80,000 | |
| 5. Basic & Advanced Japanese Business Language Training | 112,000 | \$ 556,000 |

II. Out-Bound Training

| | | |
|---|------------|-------------|
| 1. In-Plant Training of Production Technology | \$ 994,000 | |
| 2. Training on Japanese Quality Control & Processing Techniques | 19,600 | |
| 3. Training on Japanese Packaging Technology | 19,600 | |
| 4. Training on Japanese Fashion Designs, Styles & Merchandising for Product Development | 9,800 | |
| 5. Training on Japanese Interior Designs for Furniture & Furnishings | 9,800 | |
| 6. Training on Application of Computer Technology to Trade Information Service | 9,800 | |
| 7. Other Specialized Technical Training for the Improvement of Phil. Products | 9,800 | \$1,072,400 |

TOTAL BUDGET

\$1,628,400
=====

A. Inbound Training Activities

| | | |
|--|-----------|------------|
| 1. Basic Training Courses for New and Potential Exporters: | | \$ 268,000 |
| - Cost of 7 experts for 6 mos. each at \$2,000/mo. | \$ 84,000 | |
| - Cost of airfare Japan/Manila/Japan at \$1,000 each x 7 experts | 7,000 | |
| - Cost of hotel accomodation at \$50/day x 6 mos. x 7 experts | 63,000 | |
| - Cost of in-land transportation at \$500/mo. x 6 mos. x 7 experts | 21,000 | |
| - Cost of training activities at \$3,000/training x 31 activities (includes supplies, production of seminar materials) | 93,000 | |
| | <hr/> | |
| | \$268,000 | |
| | <hr/> | |
| 2. Advanced Training Courses for Exporters: | | \$ 24,000 |
| - Cost of 3 experts for one mo. each at \$2,000/mo. | \$ 6,000 | |
| - Cost of airfare at \$1,000 each for 3 experts | 3,000 | |
| - Cost of hotel accomodation at \$50/day x 30 days x 3 experts | 4,500 | |
| - Cost of in-land transportation at \$500/mo. x 3 experts | 1,500 | |
| - Cost of training at \$3,000/course x 3 activities | 9,000 | |
| | <hr/> | |
| | \$ 24,000 | |
| | <hr/> | |
| 3. Specialized Market Product Specific Export Opportunities Courses: | | \$ 72,000 |
| - Cost of 9 experts at \$2,000/mo. each for one month | \$ 18,000 | |
| - Cost of air fare at \$1,000 each x 9 experts | 9,000 | |
| - Cost of hotel accomodations at \$50/day x 30 days x 9 experts | 13,500 | |
| - Cost of in-land transportation at \$500/mo. x 9 experts | 4,500 | |

| | | |
|--|------------------|------------|
| - Cost of 9 training courses at \$3,000/training | \$ 27,000 | |
| | <u>\$ 72,000</u> | |
| 4. Training Courses for Export Officials and Staff: | | \$ 80,000 |
| - Cost of 10 experts at \$2,000/mo./ expert for one month each | \$ 20,000 | |
| - Cost of airfare at \$1,000/expert x 10 experts | 10,000 | |
| - Cost of hotel accomodations at \$50/day x 30 days x 10 experts | 15,000 | |
| - Cost of inland transportation at \$500/mo./expert x 10 experts | 5,000 | |
| - Cost of 10 training courses at \$3,000/course | 30,000 | |
| | <u>\$ 80,000</u> | |
| 5. Basic and Advanced Japanese Business Language Training | | \$ 112,000 |
| - Cost of 4 experts at \$2,000 x 6 mos. | \$ 48,000 | |
| - Cost of airfare at \$1,000 each x 4 experts | 4,000 | |
| - Cost of hotel accomodations at \$50/day x 6 mos. x 4 experts | 36,000 | |
| - Cost of 4 training courses at \$3000/training | 12,000 | |
| - Cost of inland transportation at \$500/mo. x 6 mos. x 4 experts | 12,000 | |
| | <u>\$112,000</u> | |
| TOTAL BUDGET | | \$556,000 |

B. Out-Bound Training Activities

| | | |
|---|-----------|------------|
| 1. In-Plant Training on Production Technology (28 trainees for 10 mos.) | | \$ 994,000 |
| - Per diems at \$100/day (\$100 x 10 mos. x 28 trainees) | \$840,000 | |
| - Transportation Allowance at \$100/mo. x 10 mos. x 28 | 28,000 | |
| - Plane fare (\$1000 x 28) | 28,000 | |
| - Clothing Allowance (\$500 x 28) | 14,000 | |
| - Representation allowance at \$300/mo. (\$300 x 28 x 10) | 84,000 | |
| | <hr/> | |
| | \$994,000 | |
| | ===== | |
| 2. Training on Japanese Quality Control Procedures and Processing Techniques - 4 trainees for one mo. | | \$ 19,600 |
| - Per diems (\$600/day x 30 days x 4) | \$ 12,000 | |
| - Transportation Allowance (\$100/mo x 4) | 400 | |
| - Plane fare (\$1000 x 4) | 4,000 | |
| - Clothing Allowance (\$500 x 4) | 2,000 | |
| - Representation Allowance (\$300 x 4) | 1,200 | |
| | <hr/> | |
| | \$ 19,600 | |
| | ===== | |
| 3. Training on Japanese Packaging Technology (4 trainees for one mo.) | | \$ 19,600 |
| 4. Training on Japanese Fashion Design, Styles and Merchandising for Product Development (2 trainees for one month) | | \$ 9,800 |
| 5. Training on Japanese Interior Design for Furniture and Furnishings (2 trainees for one month) | | \$ 9,800 |
| 6. Training on Application of Computer Technology to Trade Information Services (2 trainees for one mo.) | | \$ 9,800 |

| | | |
|---|--------------|----------------------|
| 7. Other Specialized Technical Trainings | | \$ 9,800 |
| a. Various Finishing Methods (1 trainee for one mo.) | \$ 4,900 | |
| b. Machinery Selection & Maintenance (1 trainee for 1 mo.) | 4,900 | |
| | TOTAL BUDGET | \$1,072,400 ===== |

EXPORT QUALITY ASSURANCE DIVISION

A. INBOUND TRAINING ACTIVITIES

| | | |
|--|-----------|-----------|
| 1. Training on Quality Control Inspection Procedures (7 experts for 6 mos. each) | \$196,000 | |
| 2. Training on Use of Latest Testing Equipment and Methodology (2 experts for 6 mos. each) | 50,000 | |
| 3. Training on Food Packaging Techniques (2 experts for 6 mos. each) | 50,000 | |
| 4. Training on Food Production Systems (2 experts for 6 mos. each) | 50,000 | \$346,000 |
| | <hr/> | |

B. OUTBOUND TRAINING ACTIVITIES

| | | |
|---|--------|-----------|
| 1. In-Plant Training on Quality Control Inspection Procedures (7 trainees for one mo. each) | 34,000 | |
| 2. In-Plant Training on Use of Latest Testing Equipment & Methodology (4 trainees for one mo. each) | 19,600 | \$ 53,600 |
| | <hr/> | |

TOTAL BUDGET

\$399,600
=====

Program, Planning & Publication Division

| | | |
|---|-----------|-----------|
| 1. Research and Curriculum Development | | \$20,000 |
| 2. Purchase of Materials and Subscription of Publications for Library | | 40,000 |
| 3. Publication of Seminar Materials | | 30,000 |
| 4. Publicity and Promotions for Training Activities | | 59,000 |
| Ad Placements for average 10 training activities/year | \$ 30,000 | |
| Public Relations | 9,000 | |
| Printed Matters | 20,000 | |
| | | <hr/> |
| | TOTAL | \$149,000 |

EXHIBITION DIVISION

| <u>ACTIVITIES</u> | <u>BUDGET in US\$</u> |
|---|---------------------------|
| Manila Fame Plants Market Week | 250,000.00 |
| Golden Shell Awardees Showcase | 50,000.00 |
| Manila Fame Furniture and Furnishing Market Week | 250,000.00 |
| Manila Fame Food Market Week | 250,000.00 |
| Discovery: Phil. Indigenous Raw Materials for Furniture Furnishings Part I | 20,000.00 |
| Market Encounter Goes to Manila V | 10,000.00 |
| Product Development Showcase on Footwear by: Romano Romei | 20,000.00 |
| Manila Fame Accessories Footwear & Leathergoods | 250,000.00 |
| Discovery: Phil. Raw Materials for Gifts & Housewares Part II | 20,000.00 |
| Innovation in Food Packaging | 20,000.00 |
| Manila Fame Apparel Market Week Spring/Summer Collection | 250,000.00 |
| Mindanao Showcase: An Exhibition of Mindanao Products | 20,000.00 |
| Design in Action | 20,000.00 |
| Market Encounter goes to Manila VI | 10,000.00 |
| Manila Fame Special Market Showcase on Handwoven Products by Docey Lewis | 250,000.00 |
| Showcase on Color Forecast for Spring/Summer Fall/Winter '87 | 20,000.00 |
| Nacida Week | 10,000.00 |
| Manila Fame Gifts & Housewares Market Week | 250,000.00 |
| Night Market (Open court) | 150,000.00 |
| | <hr/> |
| | US\$2,120,000.00 |
| | ===== |

PHILIPPINE TRADE TRAINING CENTER
Budget for Salaries and Wages
For One Year

OFFICE of the Executive Director

| | | | |
|--------------------|-------|---------------|----------------------|
| Executive Director | - 1 x | P 20,000.00 = | P 20,000.00 |
| Deputy Director | - 1 x | P 15,000.00 = | 15,000.00 |
| Staff | - 8 x | P 4,000.00 = | 32,000.00 |
| | | | P 67,000.00 / mo. |
| | | | P 804,000.00 / annum |
| | | | \$ 40,200.00 / annum |
| | | | ===== |

STAFF & EXPORTERS Development Division

| | | | |
|-----------|--------|---------------|-----------------------|
| Officer | - 1 x | P 10,000.00 = | P 10,000.00 |
| Assistant | - 2 x | P 7,000.00 = | 14,000.00 |
| Staff | - 27 x | P 4,000.00 = | 108,000.00 |
| | | | P 132,000.00 / mo. |
| | | | P1,584,000.00 / annum |
| | | | \$ 79,200.00 / annum |
| | | | ===== |

EXPORT QUALITY Assurance Division

| | | | |
|-----------|--------|---------------|-----------------------|
| Officer | - 1 x | P 10,000.00 = | P 10,000.00 |
| Assistant | - 5 x | P 7,000.00 = | 35,000.00 |
| Staff | - 24 x | P 4,000.00 = | 96,000.00 |
| | | | P 141,000.00/ mo. |
| | | | P1,692,000.00 / annum |
| | | | \$ 84,600.00 / annum |
| | | | ===== |

PROGRAM/PLANNING/PUBLICATION Division

| | | | |
|-----------|--------|---------------|-----------------------|
| Officer | - 1 x | P 10,000.00 = | P 10,000.00 |
| Assistant | - 2 x | P 7,000.00 = | 14,000.00 |
| Staff | - 27 x | P 4,000.00 = | 108,000.00 |
| | | | P 132,000.00 |
| | | | P1,584,000.00 / annum |
| | | | \$ 79,200.00 / annum |
| | | | ===== |

EXHIBITION DIVISION

| | | |
|-----------|-----------------------|------------------------------|
| Officer | - 1 x P 10,000.00 = P | 10,000.00 |
| Assistant | - 7 x 7,000.00 = | 49,000.00 |
| Staff | - 32 x 4,000.00 = | 128,000.00 |
| | <hr/> | |
| | 40 | P 187,000.00 / mo. |
| | | <hr/> |
| | | P2,244,000.00 / annum |
| | | <u>\$ 112,200.00 / annum</u> |

GENERAL Services Division

I. Salaries, Wages & Allowances

| | | | |
|-----------|---------------|---------------|-----------------------|
| Officer | - 1 x | P 10,000.00 = | P 10,000.00 |
| Assistant | - 2 x | 7,000.00 = | 14,000.00 |
| Staff | - 17 x | 3,000.00 = | 51,000.00 |
| | | | <hr/> |
| | 20 | | P 75,000.00 . mo. |
| | | | <hr/> |
| | | | P 900,000.00 / annum |
| | | | \$ 45,000.00 / annum |
| | | | ===== |
| TOTAL | 160 employees | | P8,808,000.00 / annum |
| | | | ===== |
| | | | \$ 440,400.00 / annum |
| | | | ===== |
| | | | \$ 500,000.00 / annum |

To include allowances, Employer's share of GSIS premiums and Pag-Ibig.

II. Administrative Overhead

| Area: | 10,000 Square Meters | in PESOS | in US DOLLARS |
|-------|--|----------------|---------------|
| 1. | Light & Power (P 500,000.00 / mo.) | P 6,000,000.00 | \$ 300,000.00 |
| 2. | Security Services (18 guards x 3 shifts x P 3,500.00/mo.) | 2,268,000.00 | 113,400.00 |
| 3. | Janitorial Services (60 Utility men x P 1,500/mo.) | 1,080,000.00 | 54,000.00 |
| 4. | Office Supplies & Materials (P 150,000.00/mo.) | 1,800,000.00 | 90,000.00 |
| 5. | Water (P 25,000.00/mo.) | 300,000.00 | 15,000.00 |
| 6. | Telexes, Postage, Telephone & Telegraph (P 200,000.00/mo.) | 2,400,000.00 | 120,000.00 |
| 7. | Building Repairs & Maintenance (P 60,000.00/mo.) | 720,000.00 | 36,000.00 |
| 8. | Equipment Repairs & Maintenance (P 80,000.00) | 960,000.00 | 48,000.00 |
| 9. | Gasoline, Spare parts & other vehicle maintenance costs (P 70,000.00/mo.) | 840,000.00 | 42,000.00 |
| TOTAL | | P16,368,000.00 | \$818,400.00 |

WHAT IS THE FOOD DEVELOPMENT CENTER (FDC)

The Food Development Center is a department within the Food Terminal Incorporation's (FTI's) organization. It provides FTI with all the technical support it needs to operate its food marketing program.

In brief, this involves,

- assistance in the development of viable systems for food handling storage and distribution.
- establishment implementation of a grading system for use in procurement, pricing and inventory planning
- accreditation of suppliers
- assistance in the development of the accounting system for natural and unavoidable food losses
- development and improvement of products for export
- interpretation and implementation of importing country quality standards.

and familiarity with the following types of foods

fresh vegetables

fresh fruits

live and slaughtered hogs, beef and chicken

fresh and processed fish

processed meats

frozen, and dehydrated fruits and
vegetable and marine products

canned milk, meat and fish

soy sauce and other condiments

noodles, rice, beans, cereals and others,

NATURE OF EXPERIENCE OF FDC

In support of FTI's extensive marketing operations (P2 M commodities/day) its technical personnel have gained practical as well as theoretical experience.

Its practical experience has involved exposure to commercial tonnage of foods in the following activities.

- procurement at farms
- transport and distribution
- manufacturing
- storage
- retail marketing
- shipping and exporting

Involvement with the following types of people

- farmers and fishermen
- cooperatives
- small scale food manufacturers
- large scale food manufacturers
- traders
- exporters
- foreign buyers and QC personnel of foreign buyers

Important Activities of FDC

1. The Food Development Center evaluates the quality of more than a thousand food products belonging to more than 250 brands per year.

These products come from all over the country. It includes the products of the well established large food industries as well as the small and medium cottage level processors.

2. The Center extends technical assistance to private industries and to farmers who seek to meet the quality requirements of the KADIWA marketing program or of their individual export markets.
3. The Center evaluates the quality of food products destined for various export markets.
4. The Center is directly assisting several food industries engaged in export market development on a paid basis.
5. The Center develops various products for local and export markets. At least 10 of these products have entered the KADIWA marketing channel, more than twenty have been test marketed abroad, and one is commercially being sold in the export market.

6. The Center has an extensive compilation of food standards

- It has on its own established 95 standards for various fresh and processed Philippine foods.
- It has food standards from the United States, Japan, the European Economic Community, Saudi Arabia, Australia, New Zealand and Hongkong.
- It has the standards of the UN Codex Alimentarius Commission and local standards established by other government agencies.

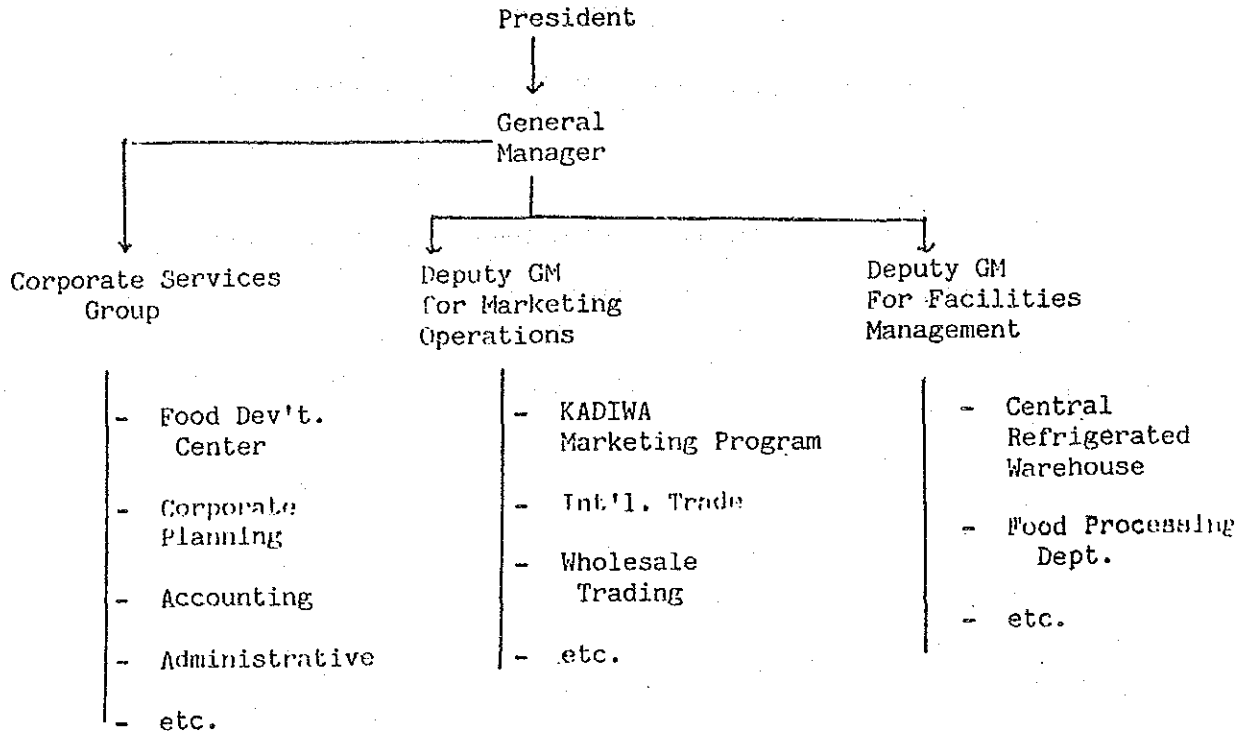
7. The Center has been accepted by the United States Food and Drug Administration to evaluate food products for export to the United States. In this regard it is working with the USFDA in establishing a quality certification program for food exports to the US.

SOURCES OF INCOME

1. FTI supports FDC's total operating cost of about P2.6 million/year, which includes our share to total company overhead expenses for interest, power, and depreciation.
2. FDC is paid by Industry for some of the services it renders.
3. FDC receives some funds from local and international agencies for research contracts.

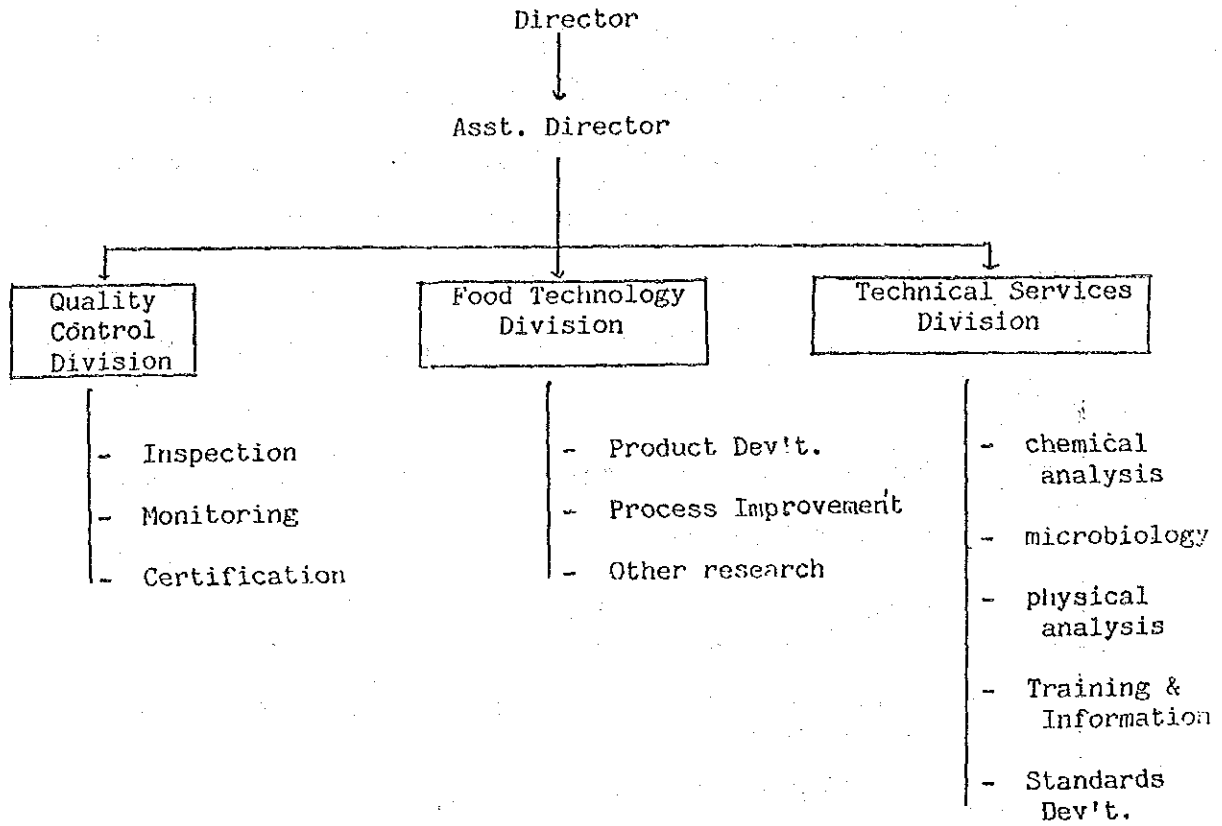
FDC in the FTI Organization

The Center carries out its activities in support of the marketing functions of the Food Terminal Inc. In brief, its position in the FTI organization is as follows:



FDC ORGANIZATION

At present, the center has the following organizational structure



Total Personnel Complement = 80

Professional = 63

Skilled = 10

Clerical = 7

THE FUTURE

The Food Development Center is now servicing the Food Industry directly instead of, only in relation to FTI marketing activities.

Thus in this 1985 year of transition, it directly served Industry clients and established contract research agreements. The income from this activity, is expected to reach P100,000.00 by the end of the year. It is small relative to total expenses but it represents a significant and perhaps a relatively successful beginning in the orientation of its activities towards third party clients.

Based on 1985, the Industry services that FDC will offer because they are in greatest demand are the following:

- Establishment of quality control systems for industries (from farm to market place)
- Training of producers and manufacturing personnel on food handling
- Certification of products for export
- Development of marketable products and improvement of processes
- Implementation and development of food standards

FDC has existing capability to implement above. Whether or not this capability exceeds or is below the demand for above services is something we will be to determining in the next few years.

THE REQUIREMENTS FOR GRANT-IN-AID

1. Selective laboratory and pilot plant equipment.

We must be completely capable to perform internationally used methods for food analysis.

We need certain equipment that we believe will enable us to produce certain foods in the quality and price that export market will accept.

2. Training and information dissemination facilities.
3. Capability to access and store information.
4. Mobility
5. Training of existing manpower.

JICA