

フィリピン貿易研修センター事業
評価調査団報告書

平成 3 (1991)年10月

国際協力事業団

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序 文

フィリピン政府は、同国の輸出促進を図るため、貿易実務輸出検査・展示に精通した人材を育成することを目的として「貿易研修センター」構想を打ち出し、我が国に協力を要請して来た。

我が国はこれに応え、貿易研修センター建屋を無償資金協力にて建設したのにつき、同センターにおいてプロジェクト方式技術協力を行うこととし、1987年2月23日、フィリピン側関係機関と討議議事録（R/D）の署名・交換を行い、5年間にわたる技術協力を開始した。

今般R/Dによる協力期間が、1992年2月22日をもって終了するのに先立ち、これまでの協力内容の評価を行うとともに、フィリピン側と今後の対応方針について協議することを目的として評価調査団を派遣した。

本報告書は、上記評価調査団の調査内容をとりまとめたものである。

ここに本調査団派遣に際し、ご協力いただいた関係各位に深甚なる謝意を表する次第である。

平成3年10月

国際協力事業団

理事 田 守 栄 一



Joint Evaluation Report 署名

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I. 評価調査団の派遣

1. プロジェクト概要

本件は昭和62年2月23日より5年間にわたり、フィリピン共和国において「貿易実務」、「輸出検査」および輸出品の「展示」分野の人的資源を養成し、同国の輸出促進に資することを目的として実施されている。

現在、上記協力内容に係る技術移転を行うためチーム・リーダーを含めて7名の長期専門家を派遣中である。

2. 調査目的

- (1) 当初計画に対し、双方の活動実績、目標達成度等について評価を行う。
- (2) 協力期間終了後の対応方針について協議する。
- (3) 評価結果を Joint Evaluation Report にまとめ、双方確認する。

3. 調査団構成

団 長	十郎 正義	総 括	JICA 鉱工業開発技術課課長代理
団 員	箕輪 厚彦	技術協力計画 (貿易研修・工業品検査・展示)	通産省通商政策局協力課
団 員	井坂 洋司	技術協力計画 (農産品検査)	東京都農林水産消費技術センター 技術指導部
団 員	足立 正美	計 画 評 価	JICA 鉱工業開発技術課

*長期調査員（2名）

調査団に先立って長期調査員を派遣し、評価内容の詳細について技術的観点から比側および専門家と詰めの作業を行い Joint Evaluation Report の案をまとめる。

笹沼 充弘	貿易研修	オーバーシーズ・プロジェクト・マネージメント・コンсалツ (株)
アントワン・シャルボフ	輸出検査	エス・ジー・エス・ファー・イースト・リミテッド

4. 調査日程

		行 程	調 査 内 容
1	9月18日(水)	東京⇒⇒マニラ (長期調査員)	往路、JICA打合せ
2	19日(木)		専門家と打合せ、PTTC協議(所長、次長)
3	20日(金)		専門家と打合せ、PTTC協議(ファカルティ)
4	21日(土)		資料整理
5	22日(日)		資料整理
6	23日(月)		関係機関往訪(FDC, PTRI, DTI)
7	24日(火)		関係機関往訪(GTEB, SGS) PTTC 協議(ファカルティ)
8	25日(水)	東京⇒⇒マニラ (調査団)	往路、長調・調査団合流、JICA・大使館 AIM, CITEM, BPS 往訪(調査員)
9	26日(木)		DTI 表敬、長期調査員・専門家打合せ
10	27日(金)		PTTC 協議
11	28日(土)		資料整理
12	29日(日)		資料整理
13	30日(月)		Joint Committee PTTC 協議、エバ・レポート作成
14	10月1日(火)		Joint Evaluation Report 署名、報告
15	2日(水)		関係機関往訪、JICA、大使館報告
16	3日(木)	マニラ⇒⇒東京	帰路

5. 主要面談者

<フィリピン側>

Bautista	貿易工業省 (DTI) 次官
Angelina V. Angeles	貿易研修センター (PTTC) 所長
Cristina Bondoc	PTTC次長

<日本側>

佐味 祐介	日本大使館一等書記官
飯島 正孝	JICA事務所所長
斉藤 克郎	” 所員

秀島 敬一郎	専門家 (チーフアドバイザー)
三木 隆文	” (調整員)
奥村 善治	” (貿易研修)
黒澤 昭一	” (”)
塚越 郁生	” (繊維検査)
田原 実	” (食品検査)
茂佳 和世	” (商業日本語)

II. 対処方針と調査結果概要

	比側の主張・要請	対処方針	調査結果概要
1. 目標達成度の評価	<p>(貿易工業大臣書簡)</p> <p>①食品検査： 後任の専門家の派遣が遅れた結果、マニュアル整備と細菌検査 (sanitation) の技術移転が遅れている。</p> <p>②家具検査： 後任の専門家が派遣されていないため、竹や藤の家具の検査技術、および "furnishing" に関する技術移転が終わっていない。</p> <p>③貿易研修： 特定商品市場に関するカリキュラム整備のための長期専門家を要請。</p> <p>④展示： 専門家が派遣されていない</p>	<p>(1) 各分野ごとに技術移転項目の再確認、それぞれの達成すべき目標の再検討をし、レポートを作成する。 (主に長期調査員)</p> <p>(2) 専門家・比側と協議の上、各分野の技術移転がどこまで終了し、何が残っているのか、またその理由は何か、を明確にする。 (主に長期調査員)</p> <p>(3) 同時にレポートにて各分野・各移転項目の評点付けを行う。 (主に長期調査員)</p> <p>(4) 以上を踏まえてレポートを作成する。 (主に長期調査員)</p> <p>(5) 技術移転未了部分について専門家とともに92年2月までの「活動計画」を策定する (残余期間に最大限の努力をした場合のカリキュラム)</p>	<p>(1) Annex-1. レポート 参照。</p> <p>(2) 技術移転の状況</p> <p>a. 貿易研修 応用分野であるBOE (II) と商品別市場参入コースが着手されたばかり。</p> <p>b. 商業日本語 ほぼ終了。</p> <p>c. 家具検査 仕上げ・藤家具・竹家具が未了。</p> <p>d. 繊維検査 ほぼ終了。</p> <p>e. 食品検査 細菌検査が着手されたばかり。</p> <p>f. 展示 基本概念は移転したがその他は不十分。</p> <p>(3) (4) レポート 参照。</p> <p>(5) 専門家により作成された「活動計画」を基に再検討。</p>
2. 協力終了後の対応	<p>(貿易工業大臣書簡)</p> <p>2年間の延長を要請。</p> <p>①長期専門家</p> <ul style="list-style-type: none"> ・食品検査 (食品衛生、植物検査) ・家具検査 (仕上げ) ・展示 (視聴覚、マネジメント) ・貿易研修 (マーケティング、マーケットリサーチ) <p>②短期専門家</p> <ul style="list-style-type: none"> ・繊維検査 (ニット製品) 	<p>(1) 上記「活動計画」によっても技術移転の完了が見込めない部分について、比側より協力継続の要請があった場合には、調査団としては柔軟に対応する (日本に持ち帰り、可能性につき検討する) 旨伝える。</p> <p>*ただし協力形態・期間等については約束しない。</p> <p>*協力を継続する分野はできるかぎり絞る。</p>	<p>(1) 協力継続の要請があった旨レポートに記した。</p> <p>(2) Recommendation</p> <p>a. 次の4分野について技術移転が終了していない。 貿易研修 (市場参入) 食品検査 (細菌検査) 家具検査 (仕上げ・藤・竹) 展示</p>

	<p>・家具検査（木工以外） ・貿易研修・視聴覚教材 ③C/P研修 ・繊維検査・家具検査 ・貿易研修・視聴覚教材</p> <p>比側は延長が不可能としても何らかの形での協力継続（フォローアップ、個別専門家派遣等）を強く要請してくるのは確実である。（事務所・リーダー） =背景にあるのは財源問題か。 FAPS予算の通常予算への組み込み=内示段階では成功だが、議会承認は未了。成功しても財政基盤が強化されたことにはならない。（逆に削減の恐れ） 財団構想・民営化=実現には月日がかかる。 （事務所・リーダー）</p>	<p>(2) 上記(1)の内容をレポートに Recommendation として記入する。 (3) 帰国後、継続的協力の検討をするために、専門家より必要最低限の協力期間・内容（人数等）につき、意見を求める。 (4) 比側の財源確保に関し、更に情報を収集する。</p>	<p>b. 貿易研修・食品検査については更に努力すべき。 c. 家具検査・展示については専門家リクルートが困難であることから別の方法を考える。 (3) 専門家により作成された「活動計画」を基に再検討。</p>
<p>3. その他</p>			<p>①帰国後レポートの勧告を基に、F/Uにかかるところを洗い出し、T/R案を作成。 (期間・専門家数等) T/R案-10月末めど ミツ案-11月末めど ②署名は事務所に依頼or長期調査員を派遣。 ③比側の自立の動き（財源問題）について今後定期的にモニタリング。 ④C/Pが技術移転に時間を割けるように比側に重ねて要請。</p>

Ⅲ. エバリュエーション・レポート概要

1. 日比双方のインプット

(1) 日本側

① 専門家派遣

1991年9月現在、長期専門家17人、短期専門家10人、計27人派遣。長期専門家については、一部前任・後任のタイムラグがあり、引き継ぎに多少支障をきたした部分もあるが、ほぼ計画どおり派遣がなされた。

② 機材供与

1990年度末現在 6,600万円相当の機材供与がなされた。本プロジェクトでは無償資金協力によっても機材供与がなされており、これはほぼ十分な量の機材と言える。

③ 研修員受入れ

1991年9月現在22名の受入れがなされた。

(2) フィリピン側

① PTTCスタッフィング

1989年3月、即ちPTTCの開所の2ヶ月前の時点で、PTTCスタッフは合計39人、そのうち36人がPTTCの正式職員で、3人がフルタイムのファカルティであった。

1991年8月のPTTC定員総数は108名であったが、このうち76名は充足、32名は空席であった。

② PTTC予算

PTTC予算は1987年86万ペソ、開所後初年度は1,720万ペソ、1991年度は1,970万ペソである。職員数、予算とも必ずしも十分とは言えないが、比国政府のきびしい財政状況を考慮すれば比側の努力を評価すべきであろう。

2. プロジェクトのアウトプット

(1) 技術移転状況

① 貿易研修

- a. 輸出基礎コース（Ⅰ）
- c. 商談と契約書作成
- d. 輸出金融
- e. 原価計算と販価決定
- f. 再輸出のための原料輸入
- g. 輸送

については、技術移転は終了している。

b. 輸出基礎コース（Ⅱ）については、各項目についての一般的な内容については終了しているが、個別実務的な内容にかかわる事柄はh. 商品別市場参入セミナーとともになされることが効果的と考えられたため十分には実施されず、そのため技術移転はまだ終了していない。

h. についてはすでに日本以外の各国によって実施され、その成果も出ているが、本件協力事業によるものは当初の計画（協力事業4年目からスタートの予定）が遅れ、事業最終年の5年目になってスタートしたため、技術移転はまだ終了していない。

② 商業日本語

商業日本語については、当初計画された技術移転はほぼ終了している。

しかし、商業日本語の教育ができるフィリピン人の確保が困難であることを考えると、この技術移転の成果を今後もP T T Cにおいて確保して行けるか否かについては、疑問が残る。現実に現在唯一であるC Pも1991年9月一杯で退職し、後任者確保の目度はたっていない。

調査団より事務所及びプロジェクト日本人関係者に対し、平成4年2月以降協力隊による日本語教師の派遣を検討するよう助言しておいた。

③ 家具検査

家具－検査については、一般的内容に係わる事項の技術移転は終了した。

しかし、竹家具およびラタン家具といった個々の家具、日本等といった特定の市場へのアプローチを意図した製品の仕上げ、あるいは品質管理に係わる事項に関しては専門家が派遣されず、技術移転は十分に行われていない。ただ、このような事項は輸出振興にとっては不可欠であり、検査とも密接な関係を有する事項であるものの、本件協力のなかで取り上げるのが適当か、あるいはそれによる効果が高いかについては議論の余地が残る。個々の品目の輸出振興については、生産から国内での販売、輸出までを広くカバーする総合的な施策が必要である、これらをすべてP T T Cが取り上げることは無理があるからである。

家具に関しては人造りセンターに対して別個にJICAの協力が行われており、少なくとも生産面、品質管理面についてはこちらで行われる方がよいと考えられる。

ちなみに、一般的内容の技術指導がなされたあと派遣される予定であった個々の専門的事項をまとめてカバーすることのできる専門家の派遣が要請されたが、現在までこの種の専門家は派遣されていない。その理由は、このような専門家の雇用自体が極めて難しいものであるからと考えられる。

④ 繊維検査

繊維検査については、技術移転は終了あるいは終了しつつある。

生産技術あるいは品質管理については課題は残されているが、これらは本件協力の対象内に含まれるべき事項とは必ずしも言えない。

なお、セミナー参加者は研修結果を実際の事業に直ちに生かして行けるか否かについては疑問が残る。それは研修員を派遣している各企業の多くは、研修員の研修結果を直ちに採用できるレベルに達しているとは思われないからである。しかし、それら企業が商品の輸出に将来取り組むようになった場合、ここでの研修結果は十分生かされることになる。 (現在は各企業にまだ備えられていない検査機器もこの段階になれば整えられることになる。)

⑤ 食品検査

食品検査については、食品規格に関する技術移転は終了した。食品衛生に係わる検査に関しては開始されたばかりであり、本件事業終了までには技術移転は完全には終了しない。この理由は専門家、機材の遅れに加えて、えびの抗生物質問題が発生して専門家、CP、FDCがこの問題にかなりの期間(3ヶ月以上)忙殺されたためである。

本件に関しては、食品衛生上今後も予期せざる事態(生産、製造工程における有毒、有害物質の発生、あるいは食品規格、食品衛生法の改正)が生ずる可能性があるため、本件事業とは別に、今後とも何等かの協力関係が維持される必要がある。

また、食品検査は工程管理と一体不可分な関係にあるため、この面への配慮が必要であるが、本プロジェクトではイントロダクションにとどめるべきであろう。

⑥ 展 示

展示については、国際貿易博(トレードフェア)の展示の意義、輸出への貢献と

いった概念については、日本人専門家より技術移転がなされた。

トレードフェアの主催者、出展者に対する展示デザイン、展示マネジメント、その他各種の技術的事項に関する技術移転はカウンターパートの研修によって技術移転がなされたが、この種の専門家の派遣はなされていないため、技術移転の成果は十分ではない。

(2) セミナー実績

プロジェクトの可視的な成果としてセミナー開催実績があるが、これは比政府の要請もあり、精力的に開催された。協力期間後半においてはセミナー開催準備のため、C/Pが忙殺され、専門家からの技術移転の時間がなかなかとれないとの問題も発生したが、セミナーに参加した多数の聴講生が各々の職場で活躍していることを考えると、セミナー開催はPTTCの存在意義の大きな部分を占めてきたと言えよう。

(3) マニュアル・テキスト

各技術移転分野において多数のマニュアル・テキストが作成された。専門家帰国後のC/Pのよりどころとして又、セミナーの効果的な運営の助けとして大いに活用されるであろう。

3. プロジェクトの効果

カウンターパートに対する効果は十分なものがあつたが、産業界（輸出業者、工場経営者等）への効果は潜在的なものにとどまっております、将来における発現が期待される。

4. 自立発展性

比政府内における今後のセンター運営の財政的めどが立っていないことから、現状では、自立発展性は低いと言わざるを得ない。ただ、現在財団設立、民営化等の方向が模索されており、日本側としても今後定期的にモニタリングしていく必要がある。

5. 結 論

ミッションはPTTCのマネージメント、スタッフ、ファカルティおよび日本人の専門家とのインタビューを行い、提出された各種書類を検討し、さらにPTTCを管轄する工業省およびPTTCと協力して各種のトレーニングを行っている関係諸機関代表者との討議を行った。

その結果、5年前、本件協力開始の前提となったR/Dは現在でもその内容は有効であると認められた。

本件協力事業は日比両国関係者の協力で良好に運営され、日本側の協力も有効であったと考えられる。

6. 勧告 (Recommendation)

(1) JICAに対する勧告

①貿易研修のうち輸出基礎コース(Ⅱ)および商品別市場参入セミナー、②食品検査のうち食品衛生、③家具検査のうちラタンおよび竹製品に係わる事項、④展示におけるデザイン・マネージメント等、技術的事項に関してはまだ十分な技術移転がなされていない。

したがって、①、②に関しては協力期間を延長する等の方法により技術移転の成果を確実なものとする必要がある。

③については専門家の派遣が困難であるので、この旨をPTTCに申し入れ、PTTCとしてしかるべき措置を取るよう求める必要がある。

④については専門家の派遣が困難であるならば、これに替わる協力を行うことが望ましい。

(2) PTTCに対する勧告

① 商業日本語に関しては大きな需要があることから、適当な料金を徴収した上で大企業あるいは日本との合併企業のスタッフのトレーニングを行う必要がある。

② インспекションおよびテストングに関しては、今後、関係機関と協力してそれぞれの産品に対する生産管理、QC、マーケティングを進めて行く必要がある。

(本件協力事業とは別に)

③ 食品検査についてはJICAの協力後も日本あるいは他の諸国と緊密な協力関係が保たれる必要がある。食品衛生面では今後も先の“抗生物質問題”のようなことが絶えず発生する危険があるからで、このような事態に対する速やかな対応措置がこれによって可能になると考えられる。

④ PTTCは今後コンサルティング機能を持つ必要がある。これによってファカルティの能力を向上させ、新しい知識を導入することができ、結果としてトレーニングプログラムを向上させることができる。

⑤ 海外研修に加えてフィリピンに進出して来た企業での研修も考えるとよい。(た

だ、企業秘密の問題がありこれに応じない企業もあろう。)

- ⑥ 日本から専門家の得られない家具仕上げおよび竹、ラタン家具専門家、展示専門家については、他の機関の協力を得る努力をすべきである。
- ⑦ P T T Cはさらに多くの政府機関あるいは民間機関との協力を進めるべきである。

(3) フィリピン政府に対する勧告

(本項は調査団としての見解を示すものであり共同評価の結果ではない。)

- ① 政府はP T T Cに対し、(a)予算面での自治権、(b)給与決定権を与え、(c)協力する財団の設立、(d)民間資金の導入を可能とさせる措置をとる必要がある。
- ② P T T Cは運営次第によっては大きな収入を得ることができる。P T T Cに対しその収入が最大になるような運営を計画させ、またそのためのインセンティブとして収入の一定割合をP T T C独自の会計に組み入れる等の措置をとる必要がある。
- ③ P T T Cに対してはJ I C Aの協力終了後も政府として必要な支援を続けること。

7. その他

比側より継続的協力の要請がなされた。

IV. 今後の対応

Joint Evaluation Report の Recommendation を基に本邦にて関係機関と協議した結果、1992年2月22日のR/D期限以降1年間のフォローアップ協力を行うこととした。ミニッツはPTTCアンヘレス所長とJICA事務所飯島所長との間で署名・交換した。フォローアップ協力の内容は以下のとおり。

1. フォローアップ実施計画

F/U期間	1年間(1992.2.23～1993.2.22)
F/U 対象分野	貿易研修および食品検査
長期専門家	①貿易研修 1名 1年間 (現在派遣中の2名の内1名の延長で対応予定) ②調整員 1名 1年間 (現在派遣中の専門家の延長で対応予定)
短期専門家	①貿易研修: 2～3名 各10日間程度 (衣類・家具・食品各分野マーケティング) ②食品検査: 2～3名 各2カ月間程度 (細菌検査)
C/P研修	2～3名(貿易研修、展示)
機材	携行機材のみ(展示関係のソフトウェアも考慮)
その他	終了案件スペアパーツ供与

2. フォローアップ技術移転計画

(1) 貿易研修

<p>1. 専門家の T/R</p>	<p>長期専門家 ①家具マーケティングを中心に (市場動向・流通機構の紹介、輸出戦略のヒント等) ②短期専門家のコーディネート ③議事録・講義録の作成・取りまとめ</p> <p>短期専門家 ①衣類・食品マーケティング (市場動向・流通機構の紹介、輸出戦略のヒント等) 比側よりAV教材作成の短期専門家の派遣要請がなされた。</p>
<p>2. 技術移転 方法</p>	<p>①ワークショップの開催 専門家・外部講師・CP・聴講生等が集まり、テーマを決めてディスカッションを行う。</p> <p>②セミナーの開催 専門家・外部講師・CPによる講義・質疑応答。</p>
<p>3. 成果物</p>	<p>①議事録 ワークショップでの討議の内容をとりまとめたもの。 (あくまでもヒント・アイデアの紹介にとどまるものであって、即輸出につながるものではない)</p> <p>②講義録 セミナー講師の講演原稿・質疑応答内容。</p>

(2) 食品検査

以下の各技術移転項目を、2～3名の短期専門家で分担して移転する。

1. 冷凍食品の細菌検査法

- ①無過熱摂取冷凍食品
- ②過熱後摂取冷凍食品 (凍結前過熱済)
- ③ " (凍結前未熱済)

④生食用冷凍鮮魚介類

⑤冷凍果実

2. 果汁類の細菌検査法

3. 缶詰の細菌検査法

4. 食品製造工場の工程別細菌検査法

3. フィリピン側の予算措置について

フィリピン側の予算措置として、現在はFAPS予算*と通常予算が約8:10の割合で実施されているが、来年の協力終了後は、これまでのFAPS予算は通常予算に若干の減額はあるものの、組み込まれることになっている。ただし、未だ国会承認も済んでおらず要求の段階である。

未確認情報なるも、特に人件費の内、これまでFAPS予算で対応してきたプロジェクトC/Pの給与については、その通常予算化によりベースは下がるものの、それらのC/Pについては、特別昇位により従来の給与水準を確保することのこと。ただし、新規に採用される職員（プロジェクトスタッフ）については、その適用を受けないため、優秀なスタッフの確保には決して明るい材料はない。調査団からフィリピン政府への勧告の中でも述べたとおり、PTTCの自立化、民営化については、ガルチョ大臣（団主催のレセプションにも参加）をはじめ、パウチスタ貿易工業次官もその法整備のために努力しているものの、来年5月の大統領選挙を控えていること、また、マルコス事件以後公的政府機関が財政的自治権をもつこと等には、可成厳しい政治環境にあるといえる。PTTCの自立発展（組織、財政）については、今後とも日本政府としても厳しくモニターし、必要に応じ助言、指導していく必要があると思料される。

具体的には、現地大使館、JICA事務所を通じてフィリピン側から定期的報告を求めること。さらに、可能であれば、アドバイザーとしての専門家を貿易工業省に派遣する（PTTCではその発言力に限界がある）ことを検討すべきと思われる。

※（注）FAPS予算（Foreign Assisted Projects budget）＝外国の援助がなされている事業に特別につく予算

資料-1 Joint Evaluation Report

JOINT EVALUATION REPORT

ON THE

JAPANESE TECHNICAL COOPERATION

FOR THE

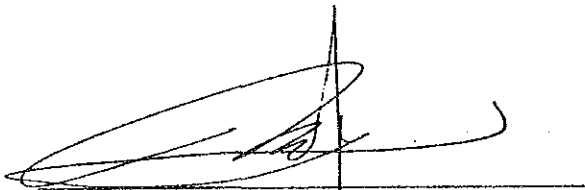
PHILIPPINE TRADE TRAINING CENTER

OCTOBER 1, 1991

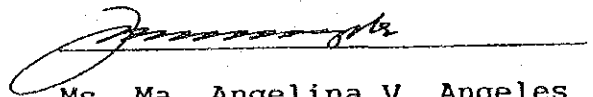
MANILA,
REPUBLIC OF THE PHILIPPINES

Mutually attested and submitted
to all concerned

October 1, 1991
Manila, Philippines



Mr. Masayoshi Juro
Leader
Japanese Evaluation Team
Japan International Cooperation
Agency, Japan



Ms. Ma. Angelina V. Angeles
Executive Director
Philippine Trade Training
Center,
Philippines

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I. INTRODUCTION

The Japanese Evaluation Team organized by the Japan International Cooperation Agency (JICA), headed by Mr. Masayoshi Juro visited the Philippines from September 25 to October 3, 1991, in order to evaluate jointly with the Filipino Authorities concerned the Philippine Trade Training Center (PTTC) Project (the Project) which has been implemented for five years according to the concept of the Record of Discussion (R/D) signed on February 23, 1987.

As a result, both parties summarized the findings and observations as follows:

1. Objective of the Project

The objective of the Project was to establish the Philippine Trade Training Center, to develop manpower in the fields of International Trade, Inspection and Exhibition of exportable products in order to contribute to the promotion of trade of the Republic of the Philippines.

The objective of the Japanese Technical Cooperation was to support the following activities of the Center by providing advice and guidance to the counterpart personnel of the Center:

Trade Training: to train Filipino personnel engaged in trade business with experience and knowledge in the field of international trade.

Inspection Training: to train Filipino personnel in the use of latest testing methodology and testing equipment, and to provide training in the method and system for inspection of exportable products.

Exhibition Training: to train Filipino personnel on methods and techniques for exhibition of potentially exportable products.



2. Background of the Project

This project was based on a request by the Government of the Philippines at the May 1985 Annual Meeting on Japan-Philippines Technical Cooperation to provide grant aid cooperation to establish PTTC, and technical cooperation for the Project.

For the grant aid cooperation, a sum of ¥ 2.4 billion was invested for building, machinery, and equipment.

a. Biography of the JICA Assistance Scheme:

- Official request for assistance: May 1985
- Dispatch of Contact Team: October 1985
- Dispatch of Pre-Implementation Survey Team to clarify background of request, objectives, and work plan: March 30 - April 6, 1986
- Dispatch of Experts Survey Team for detailed discussion on the request: June 18 - July 1, 1986
- Dispatch of Implementation Survey Team to discuss and finalize the implementation program, including the signing of the R/D: February 15 - 24, 1987

b. Duration of Cooperation: Between February 23, 1987 and February 22, 1992.

c. Date of Official Opening of PTTC: May 23, 1988



II. METHODOLOGY OF EVALUATION

1. Evaluators

Filipino Side: PTTC

Japanese Side: JICA

2. Criteria

The evaluation was made for the following two criteria:

- Degree of transfer of the subjects stipulated in the R/D.
- To what extent the PTTC counterparts absorbed and digested the technologies transferred by the Japanese experts.

3. Quantitative and Qualitative Evaluation

The Japanese experts were assigned in 6 fields. Checklist forms were prepared for each of these 6 fields, as shown in Annex-1-(2)-i/vi.

4. Total Judgement

Total judgement was carried out through quantitative and qualitative evaluation according to the following criteria:

- 4: Excellent (81 - 100)
Transfer of technology in the R/D is fulfilled. Self-reliance by PTTC is possible.
- 3: Good (61 - 80)
Transfer of technology in the R/D is fulfilled. It is necessary for PTTC to make continuous efforts for further development and improvement.
- 2: Fair (41 - 60)
Transfer of technology in the R/D is almost complete. Difficulty exists in the application and development of the technology transferred.
- 1: Poor (<40)
Transfer of technology in the R/D is not complete.

III. RESULT OF EVALUATION (1): INPUT

1. Input of Japanese Side

1-1. Dispatch of Experts

As of September 1991, a total of 27 experts were dispatched to the PTTC as shown in Annex 3. Of these 27 experts, 17 persons were long-term experts whose service period was more than one year, and 10 were short-term experts whose service period was less than one year.

1-2. Provision of Equipment

As of the end of the Japanese Fiscal Year 1990, a total of ¥ 66 million worth of equipment has been provided to the PTTC as shown in Annex-5.

1-3. Counterparts Training in Japan

As of September 1991, 22 Filipino counterparts were trained in Japan, as shown in Annex-4.

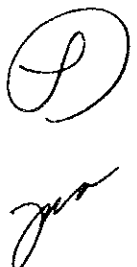
2. Input of Filipino Side

2-1. Staffing at PTTC

In March 1988, 2 months prior to the opening of the PTTC, the total number of staff was 39, of which 36 were regular personnel and 3 were full-time faculty.

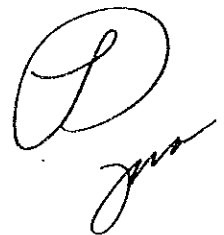
As of August 1991, of a total of 108 plantilla positions, 76 had been filled. There are 32 vacancies. Details are as shown in Annex-8.

The Organization Chart of the PTTC is as shown in Annex-7.

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2-2. Budget of PTTC

The PTTC received a budget of Pesos 0.86 million in 1987, increasing to Pesos 17.2 million in 1988, its first year of operations. The budget for 1991 is Pesos 19.7 million. Details are as shown in Annex-10.

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IV. RESULT OF EVALUATION (2): OUTPUT

1. Transfer of Technology

The present status for transfer of technology to the Filipino counterparts of the PTTC is shown in Annex-1-(2)-i through -vi. Details are as follows:

a. Trade Training

Technology transfer is complete for all subjects in Annex-1-(2)-i except for No. 2 and No. 8, which can be considered to be advanced topics, covering implementation.

For No. 2, "Basics of Exporting (II)", only general knowledge has been transferred, however applications for each of the subjects will be taught with No. 8, "Market Information and Penetration", and this has not yet been completed.

For No. 8, there have been 21 seminars which were either market specific or product specific, however only 3 of these seminars were specifically for the Japanese market. Such seminars were planned to start in the fourth year of the JICA technical assistance, but this has been delayed to the fifth year.

b. Japanese Business Language

Technology transfer has been adequately completed. Except for the most advanced course, the Filipino counterpart teaches all seminars.

We note the difficulties faced by PTTC in recruiting faculty for this course.

The trickling down effects arising from the Japanese Business Language Courses to the community is very substantial.

c. Inspection - Furniture

Technology transfer in basics is almost complete. Transfer

has not been completed for finishing, as well as for rattan and bamboo furniture.

d. Inspection - Garments

Technology transfer may be considered to be almost complete. Transfer may be incomplete for production control, production techniques, and productivity improvement.

e. Inspection - Food

Technology transfer is complete for processed foods, and food standards. However, transfer is not complete for sanitation, which is an important subject. Transfer cannot be fully completed within the remaining duration of the JICA cooperation period.

On this subject, it is possible for unforeseen circumstances to occur in the field of sanitation, generation of poisonous or harmful substances during production, food standards and laws, etc. so that preparation should be made to respond to such occasions promptly.

For this subject, we note that inspection of food, especially sanitation, cannot be separated from production control.

f. Exhibition

Technology transfer with regards to the concept of international trade fairs is completed through the JICA experts. Technology transfer in the field of exhibition management, exhibition design and other miscellaneous technical matters related to participation in or organization of trade fairs are made through overseas training only, not through the experts, therefore insufficient.

2. Seminars

PTTC conducted 69 seminars in 1988, with a total attendance

of 2474 participants. The number of seminars and participants have been 115 and 5579 respectively in 1989, 129 and 4763 respectively in 1990, and 59 and 2239 respectively during the first 8 months of 1991.

The cumulative total to date is 372 seminars, with 15055 participants.

For details, please refer to Annex-11.

3. Manuals

PTTC produced 73 manuals and course guides as of September 1991, excluding those produced by other organizations.

For details, please refer to Annex-12.

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V. CONCLUSIONS

As a result of our extensive interviews of the management and staff of the PTTC, the JICA experts, we conclude that the PTTC Project was appropriate at the time of the signing of the Record of Discussions, and it remains a valid project almost 5 years later.

As a result of the best efforts of both the Filipino and Japanese sides, we conclude that the Japanese assistance to the PTTC was effective, and the Center is well run.

A handwritten signature in black ink, consisting of a large, stylized letter 'D' with a flourish underneath, followed by a smaller, less legible signature.

VI. RECOMMENDATIONS

1. Recommendations to JICA

Technology transfer is not yet fully completed, as of this date, on the following subjects:

a. Trade Training:

No. 2 and No. 8 of Annex-1-(2)-i.

b. Inspection - Food

Topics covering sanitation.

c. Inspection - Furniture

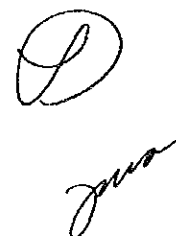
Topics covering finishing, rattan and bamboo furniture.

d. Exhibition Training

Topics covering exhibition management, exhibition design, and other miscellaneous technical matters.

In view of the difficulties of JICA in dispatching the appropriate experts for finishing, bamboo and rattan furniture, and trade exhibition, JICA should make efforts to complete technology transfer in trade training and inspection of food.

With respect to Furniture (Testing and Inspection) and Exhibition Training, it is suggested that JICA look into other possibilities of transferring technology other than by dispatching experts to PTTC.

A handwritten signature, possibly 'Jawa', is written in the bottom right corner of the page. Above the signature is a large, stylized circular mark or initial.

2. Recommendations to PTTC

a. Japanese Business Language should also be taught to personnel from large companies and foreign joint venture companies. Such companies should pay appropriate course fees.

b. Details with regard to inspection and testing should be taught under cooperation with other organizations under a unified program ranging from production control, quality control, to marketing for specific products:

c. For food inspection, continued cooperation with Japan and other countries should be maintained, to receive timely information on new developments from them.

d. PTTC should prepare for the future by adding the capability to offer consulting services and improving its training program.

e. In addition to overseas training, consideration can be given to having such training conducted at the local facilities of foreign companies which have expanded into the Philippines.

f. Efforts should be made to secure the assistance of other agencies for experts on finishing, bamboo and rattan furniture, and trade exhibition.

g. PTTC should intensify the conduct of joint activities with other government and private organizations.

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3. Finally, the following are observations and recommendations of the JICA Evaluation Mission to the Government of the Philippines:

a. Adopt policies which allow PTTC to:

- i. have financial autonomy
- ii. have an independent wage structure
- iii. establish a foundation
- iv. accept infusion of private capital

b. Provide proper incentives for PTTC to maximize the financial returns arising from PTTC activities and its equitable distribution.

c. Provide necessary monetary support of the PTTC after completion of the Project.

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VII. OTHERS

The Philippine Government requested for continued assistance to the Project. The evaluation mission stated that it would undertake to inform the Japanese Government of this request.

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1. EVALUATION SHEETS

SUMMARIZED TABLE OF EVALUATION

Item of Evaluation		Average Score	
1. Accomplishment of Target	1-(1) Adjustment to Objectives of the Project	80	
	1-(2) Output	Transfer of Technology	74
		Seminars	78
		Manuals	78
	1-(3) Input (Japanese Side)	83	
	1-(4) Input (Philippines Side)	60	
2. Impacts of the Project		81	
3. Possibility of Self-Sustainable Development		50	

1. ACCOMPLISHMENT OF TARGET

1-(1) ADJUSTMENT TO OBJECTIVES OF THE PROJECT

Objective of The Project	Present Condition	Evaluation *				Score
		4	3	2	1	
Developing manpower in the fields of international trade, inspection and exhibition of exportable products in order to contribute to the promotion of trade of the Republic of the Philippines	In general, most activities of the Project are done according to the R/D, and coming to the final stage of their target.		○			80

* Evaluation Grade

- 4 : Excellent
- 3 : Good
- 2 : Fair
- 1 : Poor

1-(2) OUTPUT

FIELDS OF TRAINING No.	TRANSFER OF TECHNOLOGY *				SEMINARS				MANUALS				Rate
	Evaluation				Evaluation				Evaluation				
	4	3	2	1	4	3	2	1	4	3	2	1	
1. TRADE TRAINING		○				○				○			45
68.75													
2. JAPANESE BUSINESS LANGUAGE		○			○				○				10
80.00													
3. INSPECTION (Furniture)		○				○				○			10
67.50													
4. INSPECTION (Garment)		○			○				○				10
76.25													
5. INSPECTION (Food)		○				○				○			10
67.50													
6. EXHIBITION			○				○				○		10
45.00													
7. MANAGEMENT	○				-	-	-	-	-	-	-	-	5
AVERAGE SCORE	74				78				78				

* Evaluation summary effects mere average.
Details of score and gaps are reflected
in succeeding pages.

1-(2)-i. TRADE TRAINING


No	Item of Transfer of Technology	Comments	Evaluation				Rate	Score
			4	3	2	1		
1	Basics of Exporting(I) *1	Completed	○				30	120
2	Basics of Exporting(II) *2	Incomplete, in conjunction with No.8.			○		30	60
3	Negotiating & Making Contract	Difficult to attain, due to insufficiency of basic knowledges.		○			5	15
4	Financing for Exporting	Counterparts are mostly from outside.			○		5	10
5	Costing & Pricing	Completed	○				5	20
6	Imports for Re-Exports	-ditto-	○				5	20
7	Transportation	Completed, but some problems exist in Filipino transportation system		○			5	15
8	Market Penetration & Information	Mostly incomplete due to delay in start of activities				○	15	15
AVERAGE SCORE : 68.75								

*1 :: How to select goods for export and how to find buyers, Export procedure, Packaging and marking, Bill of lading & maritime insurance, Details of maritime & air freight charge, etc...

*2 : Market research, Product Development, Choice of sales channel, & sales promotion, Export strategy, Distribution channels in Japan, etc...

1-(2)-ii. JAPANESE BUSINESS LANGUAGE

No	Item of Transfer of Technology	Comments	Evaluation				Rate	Score
			4	3	2	1		
1	Course Design	Insufficiency in self-sustainability			○		20	40
2	Classroom Activity	Completed		○			20	60
3	Analysis of Syllabus	-ditto-	○				20	80
4	Quality of Teaching Materials	-ditto-	○				20	80
5	Ability to Evaluate Students	Insufficiency in self-sustainability		○			20	60
AVERAGE SCORE : 80.00								



1-(2)-iii. INSPECTION (Furniture)

No	Item of Transfer of Technology	Comments	Evaluation				Rate	Score
			4	3	2	1		
1	Basics of Furniture & Wood Articles	Transfer not effected for bamboo & rattan.	○	○		△	10	30
2	Methods for Testing Materials	Wood: completed Bamboo: limited extent Rattan: not done	○	○		△	30	90
3	Methods for Testing Completed Articles (Physical Tests)	- ditto -		○	○	△	30	60
4	Visual Inspection, Dimension Check, Construction Check			○ △ ○			30	90
AVERAGE SCORE : 67.50								

- General (50%) & Wood (15%)
 △ Bamboo (15%) & Rattan (20%)
 ● Average

1-(2)-iv. INSPECTION (Garments)

No	Item of Transfer of Technology	Comments	Evaluation				Rate	Score
			4	3	2	1		
1	Basic Knowledge (Textiles)			○			15	45
2	Basic Knowledge (Garments)			○			15	45
3	Equipment for Test & Inspection			○			5	15
4	Visual Inspection of Garments & Fabrics			○			40	120
5	Physical Tests of Textiles			○			10	30
6	Chemical Tests of Textiles	Only basic knowledge to be transferred in-house counterparts.		○			10	30
7	Care Labelling & Quality Standards of Garments	-ditto-	○				5	20
AVERAGE SCORE : 76.25								

1-(2)-v. INSPECTION (Food)


No	Item of Transfer of Technology	Comments	Evaluation				Rate	Score
			4	3	2	1		
1	Theory & Fundamentals of Food Inspection	Sanitation not complete	○	←○	←△		40	120
2	Quality Control: Basics, Quality Levels, Sampling	- ditto -	○	←○	←△		30	90
3	Quality Standards & Measurement Methods	Sanitation and Chemical analysis not complete		○	←○	←△	30	60
AVERAGE SCORE : 67.50								

- Agricultural Standard
(Including processed food)
- △ Sanitation
- Average

← It can be reasonably expected to improve to this grade by Feb. '92.

1-(2)-vi. EXHIBITION

NO	Item of Transfer of Technology	Comments	Evaluation				Rate	Score
			4	3	2	1		
1	Participating in Trade Fair and Maxmizing Benefits	Technology transfer with regard to the concept of exhibition is generally completed.		○			10	30
2	Participating in Trade Fair and Merchandising	Technology transfer limited only to basics.			○		30	60
3	Technique & Design of Exhibition	Not completed.				○	30	30
4	Exhibition for Marketing	Technology transfer limited only to basics.			○		30	60
AVERAGE SCORE : 45.00								



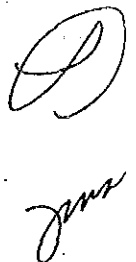
1-(3) INPUT (Japanese Side)

Fields of Evaluation		Comments	Evaluation				Rate	Score	
			4	3	2	1			
LONG-TERM EXPERTS							40	145	
No									
1	Leader		○				10	40	
2	Coordinator		○				5	20	
3	Trade Training	May not complete by end of cooperation		○			5	15	
4	Japanese Business Language		○				5	20	
5	Inspection (Furniture)	Bamboo & Rattan not complete		○			5	15	
6	Inspection (Garment)		○				5	20	
7	Inspection (Food)	Sanitation not complete		○			5	15	
SHORT-TERM EXPERTS				○			30	90	
COUNTERPARTS TRAINING IN JAPAN							35	110	
No									
1	Trade Training			○			5	15	
2	Japanese Business Language		○				5	20	
3	Inspection (Furniture)			○			5	15	
4	Inspection (Garment)			○			5	15	
5	Inspection (Food)			○			5	15	
6	Exhibition			○			5	15	
7	Management			○			5	15	
PROVISION OF EQUIPMENTS		Sufficient	○				5	20	
AVERAGE SCORE :		83							



1-(4) INPUT (Philippines Side)

No	Fields of Evaluation	Comments	Evaluation				Rate	Score
			4	3	2	1		
1	Procurement of Equipment & Materials	Sufficient in present environment		○			20	60
2	Staffing at PITC	The Staff is excellent, but too much turnover as well as too few staffing and too many seminars make technology transfer less efficient.			○		20	40
3	Budget of PITC	Very limited flexibility of the Budget is given to make PITC financially viable.			○		40	80
4	Support for Japanese Experts	Insufficient despite much effort due to budgetary constraints.		○			20	60
AVERAGE SCORE : 60								



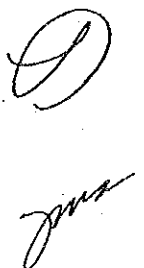
2. IMPACTS OF THE PROJECT

		Present Condition	Evaluation				Rate	Score
			4	3	2	1		
CONTENTS OF IMPACTS							60	180
No								
1	Technical Impacts	Application of Technical Impacts learned from training is dependent on other external factors.		○			30	90
2	Economic Impacts	Training courses give positive Economic Impacts to the businesses, however tangible results will be shown in the future.		○			30	90
TRICKLING DOWN OF IMPACTS							40	145
No								
1	Counterparts	Mostly sufficient	○				25	100
2	Exporters	Maybe for the future		○			5	15
3	Manufacturers	-ditto-		○			5	15
4	Nation	-ditto-		○			5	15
AVERAGE SCORE : 81								



3. POSSIBILITY OF SELF-SUSTAINABLE DEVELOPMENT

	Comments	Evaluation				Rate	Score
		4	3	2	1		
Organizational Self-Sustainable Development	Very difficult under the present system			○		25	50
Financial Self-Sustainable Development	-ditto-			○		25	50
Material & Technical Self-Sustainable Development	-ditto-			○		50	100
AVERAGE SCORE : 50							



2. WORK PLAN AND ACCOMPLISHMENT-(1)

----- : plan
 _____ : accomplishment

JAPANESE FISCAL YEAR	1986 Apr	1986 Mar	1987	1988	1989	1990	1991
1. Dispatch of Survey Team	-----	-----	-----	-----	-----	-----	-----
2. Dispatch of Japanese Experts							
(1) Long-Term Experts							
a. Team Leader	-----	-----	-----	-----	-----	-----	-----
b. Coordinator	-----	-----	-----	-----	-----	-----	-----
c. Trade Training	-----	-----	-----	-----	-----	-----	-----
d. Japanese Business Language	-----	-----	-----	-----	-----	-----	-----
e. Inspection (Furniture)	-----	-----	-----	-----	-----	-----	-----
f. Inspection (Garment)	-----	-----	-----	-----	-----	-----	-----
g. Inspection (Food)	-----	-----	-----	-----	-----	-----	-----
(2) Short-Term Experts							
a. Trade Training	-----	-----	-----	-----	-----	-----	-----
b. Inspection (Furniture)	-----	-----	-----	-----	-----	-----	-----
c. Inspection (Garment)	-----	-----	-----	-----	-----	-----	-----
d. Inspection (Food)	-----	-----	-----	-----	-----	-----	-----

2. WORK PLAN AND ACCOMPLISHMENT--(2)

----- : plan
 _____ : accomplishment

JAPANESE FISCAL YEAR	APR	1 9 8 6	1 9 8 7	1 9 8 8	1 9 8 9	1 9 9 0	1 9 9 1
3.Training of Counterparts in Japan							
a. Trade Training			-----	-----	-----	-----	-----
b. Japanese Business Language							
c. Inspection (Furniture)							
d. Inspection (Garment)							
e. Inspection (Food)							
f. Exhibition							
g. Management							
4.Provision of Equipment & Machinery							

3. LIST OF JAPANESE EXPERTS

(1) LONG-TERM EXPERTS

No	FIELD	NAME	PERIOD	APR	1 9 8 7	MAR	1 9 8 8	1 9 8 9	1 9 9 0	1 9 9 1
1	Leader	Tamaichi MATSUMOTO	87. 5.18~89. 5.17							
2		Keiichiro HIDEHIMA	89.12.20~92. 2.23							
3	Coordinator	Katsuhiko EBINA	87. 5.18~90. 5.17							
4		Takafumi MIKI	90. 8. 1~92. 2.23							
5	Trade Training	Shigeyoshi TAKAGI	87. 5.18~88. 5.17							
6		Tomio IJIRI	87. 5.18~89. 5.17							
7		Zenji OKUMURA	88. 5.10~90. 8. 9							
8		Kouichi KAWAKITA	88. 7.15~91. 1.14							
9		Shouichi KUROSAWA	90. 2.11~92. 2.23							
10		Zenji OKUMURA	91. 2.11~92. 2.23							
11	Japanese Business Language	Nana SEKIYA	88. 3.24~90. 5.24							
12		Kazuyo NOZUMI	90. 5.27~92. 2.23							
13	Inspection (Furniture)	Sakazou TAKEUCHI	87.10.14~90.10.13							
14	Inspection (Garment)	Naokiyo MIZUNO	87.10.14~89.10.13							
15		Ikuo TSURAGOSHI	89.10. 3~92. 2.23							
16	Inspection (Food)	Youichi AKINO	88. 1.11~90. 1.10							
17		Minoru TAHARA	90.11. 6~92. 2.23							
18	Exhibition	Tamaichi MATSUMOTO	87. 5.18~89. 5.17							

3. LIST OF JAPANESE EXPERTS

(2) SHORT-TERM EXPERTS

No	FIELD	NAME	PERIOD
1	Trade Training	Takashi ARAI	1990. 3. 9~1990. 6. 8
2		Takehiro WATANABE	1990. 7. 23~1990. 7. 28
3		Yoshiko YOSHIDA	1990. 8. 2~1990. 8. 10
4		Makoto FUJITA	1991. 8. 23~1991. 9. 1
5	Inspection (Furniture)	Yoshimasa SANO	1989. 3. 30~1989. 4. 29
6	(Garment)	Yutaka SHIWAKU	1989. 1. 26~1989. 3. 25
7	(Food)	Shigeji SUZUKI	1988. 1. 25~1988. 4. 24
8			1989. 3. 30~1989. 6. 29
9		Youji ISAKA	1991. 2. 26~1991. 3. 26
10		Katsuhiko JINBO	1991. 4. 15~1991. 5. 3

4. LIST OF COUNTERPARTS TRAINED IN JAPAN

No	F I E L D	N A M E	P E R I O D
1	Trade Training	Romeo Bercasio	1988. 3.22~1988. 4.11
2		Maria Teresa Coligado	1988. 3.30~1988. 6. 8
3		Ma. Isabel Melgar	1988. 3.30~1988. 6.10
4		Leonardo Rosete	1989. 3.27~1989. 5.31
5		Francisco Perfecto	1989.11.12~1989.12.17
6		David Inocencio	1990. 3.21~1990. 4.27
7		Celeste Peralta	1991. 9. 1~1991.10.23
8		Laura Cua-Co	1991. 9. 1~1991.10. 6
9	Inspection (Furniture)	Jorge Mundo	1989. 1. 7~1989. 3.28
10		(Garment)	Gloria Bondad
11	(Food)	Lilian Abillera	1990. 1.15~1990. 4.13
12		Editha Gapangada	1991. 6. 3~1991. 7.14
13		Hector Maglalang	1988. 3.28~1988. 6.20
14		Carmelita Protacio	1989. 3. 7~1989. 5.27
15		Gertrude Malicdem	1989. 8.28~1989.12. 8
16		Ma. Luz Lizada	1990. 3.16~1990. 6. 9
17	Japanese Business Language	Belen Santos	1990. 7.12~1990. 9.20
18	Exhibition	Dennis Cruz	1989. 3.27~1989. 5.31
19		Ma. Christina Capistrano	1991. 4. 9~1991. 6. 4
20	Management	Ma. Angelina V. Angeles	1988. 3.30~1988. 4.17
21		Antonio Tria Tirona	1989.10.22~1989.11. 2

Annex-5. List of Machineries Provided by Japan

* A:good B:fair C:poor

Japanese Fiscal Year / Price(yen)	Main Machineries	Q'ty	☆ Place	* Operation	* Maintenance
1986 6,975,000	1. Automobile (Station Wagon)	1	Garage	A	A
	2. Slide Projector (OMNI-GRAPHIC)	1	SMN	B	B
	3. Portable Cassette Recorder (TC-D5M)	2	A/V	A	B
	4. Portable Sound Amplifier (WA500C)	2	A/V	A	B
	5. White Board (HM-11)	2	SMN	A	A
	6. AVR Trans Former (TUPS-500)	2	FCT	A	B
	7. Word Processor (JW-700D)	2	FCT	A	B
1987 25,575,000	1. Copy Machine (Local Purchase)	1	EXP	C	C
	2. Micro Computer (Local Purchase)	1	FCT	A	A
	3. Conference System (SONY)	1	SEM	A	A
	4. Mannequin (NOMURA)	70	TED	B	B
	5. Stand Pole (NOMURA)	1	TED	B	B
	6. Light Box (NOMURA)	3	TED	B	B
	7. Color Matching Equipment (SUGA)	1	GMT	B	A
	8. Snag Tester (SDL)	1	GMT	B	A
	9. Elemendorf Tearing Tester (SHIMADZU)	1	GMT	B	A
1988 16,094,000	1. Word Processor with Editing Function (APPLE) (Local Purchase)	1	PID	A	A
	2. Interface Adaptor (SONY PC1030E)	2	A/V	B	A
	3. Video Projector (SONY VPH1031QM)	1	SEM	A	A
	4. VTR (SONY SL-HF780D)	1	SEM	A	A
	5. Over Head Projector (ELMO HP-285P)	3	A/V	A	C
	6. Video Camera (SONY AVC-D5)	1	A/V	B	A
	7. Time Base Corrector (SONY BVT-810)	1	A/V	A	A
	8. Color Video Monitor (SONY PVM-2130QM)	1	A/V	A	B
	9. Drying Time Tester (TESTER)	1	FNT	B	A
	10. Shearing Testing Device (SHIMADZU)	1	FNT	A	A
	11. Surface Roughness Measuring Instrument (SURFCORDER SDE-40D)	1	FNT	B	A
	12. School Desk and Chair (Wood) (UCHIDA)	12	FNT	B	A
	13. do (Steel) (UCHIDA)	12	FNT	B	A
	14. Nitrogen Determination Set (MITAMURA)	1	FOD	B	A
	15. Research Trinocular Microscope (OLYMPUS BHS-312)	1	GMT	B	A
	16. Knit Shrinkage Tester (MITAMURA FI-1004)	1	GMT	B	A

☆ SEM : Seminar Room
A/V : Audio & Visual Room
FCT : Faculty Room
EXP : Expert Room
TID : Trade & Exhibition Division
FNT : Furniture Laboratory
GMT : Garment Laboratory
FOD : Food Laboratory
PID : Planning & Information Division

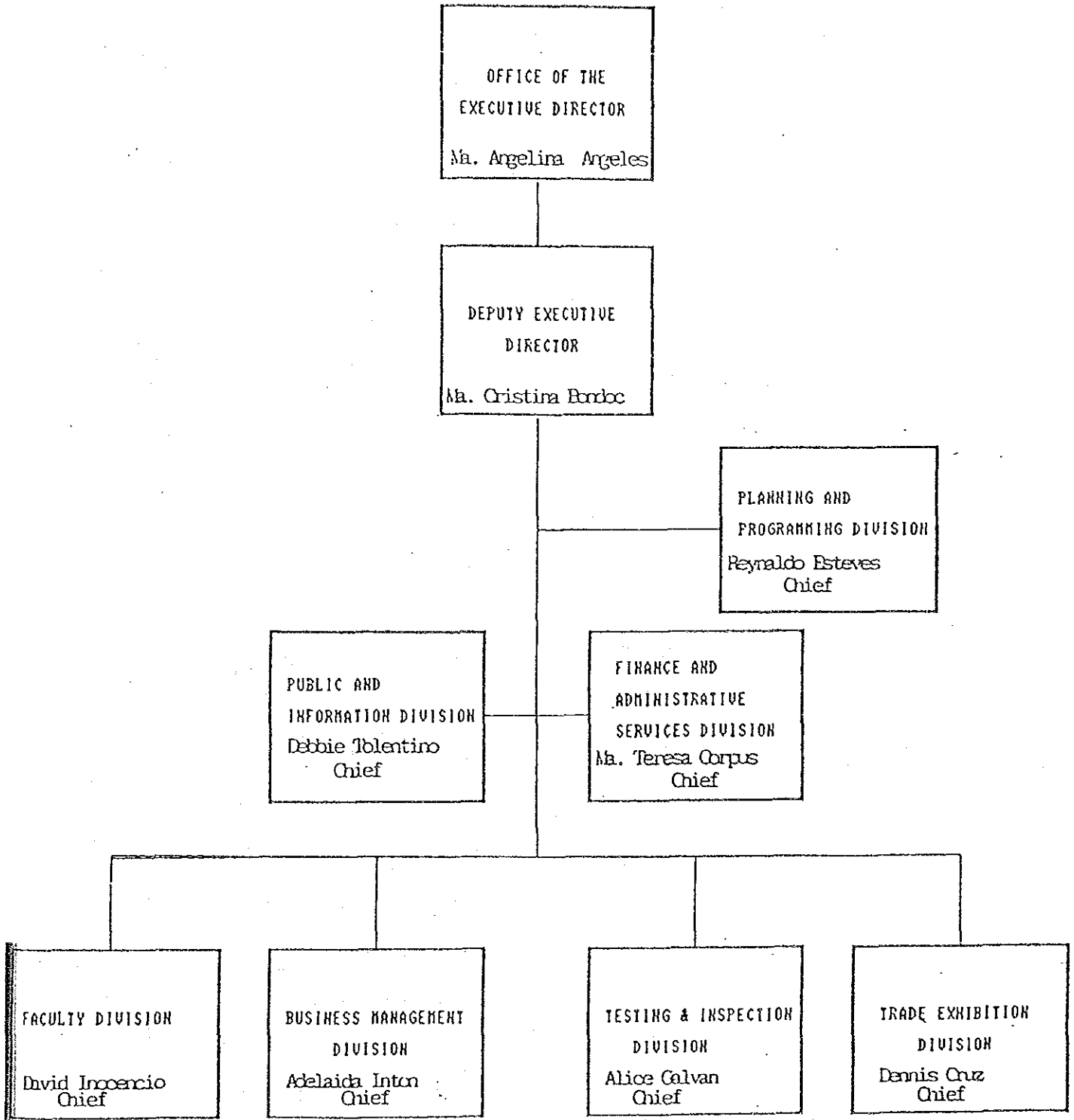
Japanese Fiscal Year / Price(yen)	Main Machineries	Q'ty	☆ Place	* Opera- tion	* Mainte- nance
1989 7,587,000	1. Automatic Collating Machine (HORIZON AC-1200) (Local Purchase)	1	P I D	A	A
	2. Hot Air Dring Oven (ADVANTEC)	1	GMT	B	A
	3. Monsanto Type Crease Recovery Tester (TESTER FI-401)	3	GMT	B	A
	4. Universal Waer Tester (TESTER FI-202)	1	GMT	B	A
	5. Constant Temp and Humidity Chamber (ADVANTEC)	1	GMT	B	A
	6. Universal Portable Band Saw (RYOWA)	1	FNT	A	A
	7. Electric Furnaces (IKEDA-RIKA)	1	FOD	B	A
	8. Colony Counter (SHIBATA)	2	FOD	B	A
1990 9,425,000	1. Microscope (2LB-B3M)	4	GMT	B	A
	2. Wrap Wreel Motor Driven (SSD)	1	GMT	B	A
	3. Load Cell and Catch Tool	1	GMT	B	A
	4. Schorch Tester (S0-5B)	1	GMT	B	A
	5. Table-Top Lathe (2500A)	1	FNT	B	A
	6. Bender (YK700)	1	FNT	B	A
	7. Dry Sterilizer (SP-450)	1	FOD	B	A
	8. Titrating Apparatuses (E-684)	1	FOD	B	A
	9. Microscope (X2F-PH-21)	1	FOD	B	A
	10. Autoclaves (S-90N)	1	FOD	B	A
	11. Stomacher (80)	1	FOD	B	A
1991 (PLAN) 5,268,000	1. Camera for Microscope	1			
	2. Clean Bench	1			
	3. PH Meter	1			
	4. Wrinkle Tester	1			
	5. Muhlen Bursting Tester	1			

Annex-6 List of Missions

	NAME	DURATION AND FIELD
1	Pre-Implementation Survey Team Toshihiko KOGA Kazuaki OBE Arihiro TOKUMASU Youzou AOKI Katsuo OKI	1986.3.30 ~1986.4.6 Leader Policy of Technical Cooperation Planning of Technical Cooperation Planning of Technical Cooperation Coordinator
2	Experts Survey Team Tamaichi MATSUMOTO Toshio OKAZAKI Toshimaru NAKAMURA Sakazou TAKEUCHI Takayoshi WATANABE	1986.6.18 ~1986.7.1 Trade Training, Exhibition Planning of Technical Cooperation Food Inspection Furniture Inspection Garment Inspection
3	Implementation Survey Team Keiji IIMURA Tamaichi MATSUMOTO Akira TOBITA Shirou SAKURAI Mitsuhiro SUGANO	1987.2.15 ~1987.2.24 Leader Planning of Technical Cooperation Planning of Technical Cooperation Planning of Technical Cooperation Coordinator
4	Consultation Survey Team Syozo KAKUNO Kenji NISHIBE Hoichi MOTEGI Yuzuru MIYAMOTO Mitsuhiro SUGANO	1988.2.22 ~1988.2.28 Leader Trade Training, Exhibition Inspection (Industrial Products) Inspection (Agricultural Products) Coordinator
5	Consultation Survey Team Yukitoshi NAGASAWA Kenji NISHIBE Ikuo TSUKAGOSHI Tatsuya ANAI Shigeho CHIBA	1988.12.8 ~1988.12.17 Leader Trade Training, Exhibition Inspection (Industrial Products) Inspection (Agricultural Products) Coordinator
6	Consultation Survey Team Yukitoshi NAGASAWA Hayao TAKENAKA Tsuneo HASHIMURA Tatsuya ANAI Shigeho CHIBA	1990.1.6 ~1990.1.12 Leader Trade Training, Exhibition Inspection (Industrial Products) Inspection (Agricultural Products) Coordinator
7	Consultation Survey Team Yukitoshi NAGASAWA Shigeru TAKAGI Tsuneo HASHIMURA Tatsuya ANAI Masami ADACHI	1990.9.5 ~1990.9.12 Leader Trade Training, Exhibition Inspection (Industrial Products) Inspection (Agricultural Products) Coordinator
8	Evaluation Survey Team Masayoshi JURO Atsuhiko MINOWA Youji ISAKA Masami ADACHI	1991.9.25 ~1991.10.3 Leader Technical Cooperation Planning Technical Cooperation Planning Coordinator
9	Experts Survey Team Mitsuhiro SASANUMA Antoine CHALHOUB	1991.9.18 ~1991.10.3 Trade Training Inspection

ORGANIZATION CHART OF PTTC

PTTC ORGANIZATIONAL CHART



PLANTILLA ALLOCATION POSITION (as of Aug. 05, 1991)

DIVISION	POSITION TITLE	NAME OF INCUMBENT
OFFICE OF THE EXECUTIVE DIRECTOR	Executive Director	Ma. Angelina V. Angeles
	Deputy Executive Director	Ma. Cristina V. Bondoc
	Secretary II	Leslie G. Gonzales
	Secretary I	Alice J. Legaspi
FINANCE AND ADMINISTRATIVE SERVICES	Administrative Officer V	Ma. Teresa B. Corpus
	Administrative Officer IV	Maritess N. Dita
	Budget Officer II	
	Chief Accountant II	Timoteo F. Uy
	Human Resource Mgt. Officer II	Rubie C. Tupas
	Engineer II	Ronald N. Caniedo
	Engineer I	Arsenio M. Rodriguez Jr.
	Cashier I	Illuminada N. Granada
	Supply Officer II	Sylvia S. Renales
	Supply Officer I	
	Disbursing Officer	Editha L. de Leon
	Bookkeeper I	Celestina M. Mendoza
	Human Resource Mgt. Assistant	
	Clerk II	Mila M. Ricafort
	Clerk II	Fe F. Jocson

DIVISION	POSITION TITLE	NAME OF INCUMBENT
	Clerk II	Bigildis L. Morada
	Clerk III	Maritess I. Esponilla
	Storekeeper I	Angelo N. Iporac
	Communication Eqpt. Operator I	Editha M. Romero
	Mechanic I	Godofredo N. Olicia
	Utility Worker I	Raymundo T. Cristobal
	Utility Worker I	Sigfredo B. Endaya
	Driver II	Andres A. Arroyo
	Driver I	Florentino M. Merced
	Driver I	
	Messenger	Rafael M. Ranosa
	Messenger	Rodolfo M. Parrenas
	Messenger	Ariel M. Galita
	Messenger	Fernando L. Fermin
	Messenger	Ramiro O. Ablir
	Electrician I	Marcelito de Luna
	Accountant I	
	Records Officer I	
PLANS AND PROGRAMS	Planning Officer V	Reynaldo S. Esteves
	Planning Officer III	
	Planning Officer III	Beatriz de Jesus
	Planning Officer II	
	Planning Officer II	Ronaldo T. Limbago
	Planning Officer I	
	Planning Officer I	

DIVISION	POSITION TITLE	NAME OF INCUMBENT
	Clerk II	Marilou F. Madula
	Clerk II	Filomena A. Ogena
PUBLICATIONS AND INFORMATION		
	Information Officer V	Debbie Tolentino
	Media Production Specialist III	
	Creative Arts Specialist III	Zaldy A. Vallido
	Media Specialist II	
	Trade and Industry Development Specialist I	Prescilla A. Marcelang
	Feature Writer	
	Feature Writer	
	Audio-Visual Aids Technician III	Romeo B. Bercasio
	Information Officer I	Flordeliz E. Samaniego
	Audio-Visual Aids Technician II	Luisito R. Manapat
	Trade and Industry Development Researcher	
	Media Production Specialist I	Eliezer G. Infante
	Media Production Specialist I	Rowena A. Roxas
	Audio-Visual Technician II	
Artist-Illustrator II		
Artist-Illustrator II		
Photographer II		
Engineer I		

DIVISION	POSITION TITLE	NAME OF INCUMBENT
TESTING AND INSPECTION	Audio-Visual Aids Technician I	Noel F. Andres
	Audio-Visual Equipment Operator	Aldrino L. Aquino
	Clerk II	
	Clerk II	
	Chief Trade and Industry Development Specialist	Alice L. Galvan
	Sr. Trade and Industry Development Specialist	
	Trade and Industry Development Specialist II	Gertrude J. Malicden
	Trade and Industry Development Specialist I	Malynda A. Mangosing
	Trade and Industry Development Specialist I	
	Clerk II	
BUSINESS MANAGEMENT	Clerk II	Rosario S. Panganiban
	Chief Trade and Industry Development Specialist	Adelaida L. Inton
	Sr. Trade and Industry Development Specialist	
	Trade and Industry Development Specialist II	Marita C. Guiyab
	Trade and Industry Development Specialist I	Imelda A. Ranin

DIVISION	POSITION TITLE	NAME OF INCUMBENT
TRADE EXHIBITION	Trade and Industry Development Specialist I	Norma D. Paguyo
	Clerk II	
	Clerk II	Robina B. Reyes
	Chief Trade and Industry Development Specialist	Dennis N. Cruz
	Sr. Trade and Industry Development Specialist	Aurea L. Manuel
	Trade and Industry Development Specialist I	Teresita S. Zoleta
FACULTY	Clerk II	Agnes B. David
	Training Specialist V	David A. Inocencio
	Training Specialist IV	
	Training Specialist II	Ma. Cristina S. Capistrano
	Training Specialist II	Kabaitan R. Guinhawa
	Training Specialist II	Edita Gapangada
	Training Specialist II	Rommel G. Agustin
	Training Specialist II	Laura C. Co
	Training Specialist II	Ma. Luz C. Lizada
	Training Specialist II	Romeo P. Tan
	Training Specialist II	Felizberto R. Bombase
	Training Specialist II	Maximo A. Din
	Training Specialist II	Belen L. Santos
	Training Specialist II	Celeste R. Feralta
Training Specialist II	Ramon G. Catarata	

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DIVISION	POSITION TITLE	NAME OF INCUMBENT
	Training Specialist II	
	Training Specialist II	
	Training Specialist II	
	Training Specialist II	
	Clerk II	Jinky R. Caoli
	Clerk II	Edgar P. Verches
	Clerk II	Ma. Lourdes T. Martinez
	Driver I	Leandro Caasi

! TOTAL NO. OF POSITIONS = 108 !

! FILLED-UP POSITIONS = 76 !

! VACANT POSITIONS = 32 !

LIST OF COUNTERPARTS (TRAINED IN JAPAN)

	NAME	FIELD	PERIOD
1	ROMEO BERCASTO	AV OPERATION	Mar. 22 - Apr. 11, 1988
2	HECTOR MAGLALANG*	FOOD INSPECTION	Mar. 28 - Jun. 20, 1988
3	MA. TERESA COLIGADO	TRADE TRAINING	Mar. 30 - Jun. 08, 1988
4	MA. ANGELINA V. ANGELES	MANAGEMENT	Mar. 30 - Apr. 17, 1988
5	MA. ISABEL MELGAR	TRADE TRAINING	Mar. 30 - Jun. 10, 1988
6	JORGE MUNDO*	FURNITURE INSPECTION	Jan. 07 - Mar. 28, 1989
7	EDITHA GAPANGADA	GARMENTS INSPECTION	Jan. 17 - Mar. 17, 1989
8	GLORIA BONDAD*	GARMENTS INSPECTION	Jan. 17 - Apr. 14, 1989
9	CARMELITA PROTACIO*	FOOD INSPECTION	Mar. 07 - May 27, 1989
10	DENNIS CRUZ	EXHIBITION	Mar. 27 - May 31, 1989
11	LEONARDO ROSETE	EXHIBITION	Mar. 27 - May 31, 1989
12	GERTRUDE MALICDEM	FOOD INSPECTION	Aug. 28 - Dec. 08, 1989
13	ANTONIO TRIA TIRONA	MANAGEMENT	Oct. 22 - Nov. 02, 1989
14	FRANCISCO PERFECTO	TRADE TRAINING	Nov. 12 - Dec. 17, 1989
15	LILIAN ABILLERA*	GARMENTS INSPECTION	Jan. 15 - Apr. 13, 1990
16	MA. LUZ LIZADA	FOOD INSPECTION	Mar. 16 - Jun. 09, 1990
17	DAVID INOCENCIO	TRADE TRAINING	Mar. 21 - Apr. 27, 1990
18	ELEN SANTOS	JAPANESE BUSINESS LANGUAGE	Jul. 12 - Oct. 20, 1990
19	MA. CRISTINA CAPISTRANO	EXHIBITION	Apr. 09 - Jun. 04, 1991
20	EDITHA GAPANGADA	GARMENTS INSPECTION	Jun. 03 - Jul. 14, 1991

* PITT PART-TIME FACULTY

Annex-9

List of Counterparts

LIST OF KEY OFFICIALS AND FACULTY OF THE PHILIPPINE TRADE TRAINING CENTER (As of Aug. 5, 1991)

NO.	NAME	DIVISION	TITLE	1987				1988				1989				1990				1991			
				1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4
1	Mr. Antonio J. Tria Tirona	OED	Exec. Director					***	***	***	***	***	***	***	***								
				10/01/87								08/1/89											
2	Ms. Ma. Angelina V. Angeles	OED	Exec. Director													**	***	***	***	**	***	***	***
			Acting Exec. Dir.									08/02/89				05/04/90							
			Dep. Exec. Director					***	***	***	***	***	***	***	***								
				10/01/87								08/01/89											
3	Ms. Ma. Cristina V. Bondoc	OED	Dep. Exec. Director													**	***	***	***	**	***	***	***
																09/01/90							
4	Ms. Ma. Isabel E. Melgar	FPD	Planning Officer V					***	***	***	***	***	***	***	***								
								01/19/88								02/16/90							
5	Mr. Eugene Refuerzo	FPD	Planning Officer V													**							
			Training Specialist II									04/17/89				07/02/08/31/90							
												07/01/90											
6	Mr. Reynaldo Esteves	FPD	Planning Officer V													**				06/24/91			
			STIOS													**	***	***	***	**	***	***	***
												11/16/89								06/23/91			
7	Ms. Ma. Teresa Coligado	FTY	Chief, Fty. Coord.									***	***	***	***								
												01/01 -12/31/89											
			Asst. Chief, Fty. Coord.					**	***	***	***					02/16-12/31/88							
8	Mr. David A. Inocencio	FTY	Training Specialist V													**				06/13/91			
			Asst. Div. Chief Fty.													**	***	***	***	**	***	***	***
																01/01/90				06/12/91			
			Training Specialist II					***	***	***	***	***	***	***	***								
								01/19/88				12/31/89											

NO.	NAME	DIVISION	TITLE	1987				1988				1989				1990				1991				
				1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	
9	Ms. Adelaida Inton	BND	Chief, BND					10/01/87																
10	Mr. Dennis C. Cruz	YED	Chief, YED													10/26/89								
		STIDS						01/19/88				10/25/89												
11	Ms. Alice L. Galvan	TID	Chief, TID					10/01/87																
12	Mr. Benjie Bohn Patajo	PID	Chief, PID					10/01/87				10/01/89												
13	Ms. Debbie Tolentino	PID	Chief, PID																	05/16/90				
14	Ms. Ma. Teresa B. Corpus	FASD	Chief, FASD					01/19/88																
15	Mr. Rommel Agustin	FTY	Training Specialist II									07/01/88												
16	Ms. Belinda Alano	FTY	Training Specialist II									10/01/88			03/14/89									
17	Ms. Flordelia Balite	FTY	Training Specialist II									10/01/88						05/01/90						
18	Mr. Bonifacio Belen	FTY	Training Specialist II									10/27/88			11/02/89									
19	Mr. Felixberto Bonbase	FTY	Training Specialist II												03/16/88									
20	Ms. Ma. Cristina Capistrano	FTY	Training Specialist II															07/01/89						
21	Ms. Laura Co	FTY	Training Specialist II																					
																		02/22/90						
22	Ms. Editha Sapangada	FTY	Training Specialist II									10/01/88												

NO.	NAME	DIVISION	TITLE	1987				1988				1989				1990				1991								
				1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4					
23	Ms. Kabaitan Guinhawa	FTY	Training Specialist II																					***	***	***	***	01/01/91
24	Mr. Nestor Jao	FTY	Training Specialist II													06/15-12/30/90												
25	Ms. Ma. Luz Lizada	FTY	Training Specialist II					08/01/88																				
26	Ms. Celeste Feralta	FTY	Training Specialist II													02/20/90												
27	Mr. Francisco Perfecto	FTY	Training Specialist II					08/15/88																			04/30/91	
28	Mr. Leonardo Rosete	FTY	Training Specialist II					07/01/88																			12/31/90	
29	Ms. Belen Santos	FTY	Training Specialist II									04/11/89																
30	Mr. Romeo Tan	FTY	Training Specialist II																								07/04/91	
31	Mr. Jesus Torres Jr.	FTY	Training Specialist II													02/28/90											03/31/91	
32	Mr. Ramon Catarata	FTY	Training Specialist II																								08/02/91	

Abbreviation of Divisions:

- 1) OED - Office of the Executive Director
- 2) PPD - Plans and Programs Division
- 3) FTY - Faculty Division
- 4) BMD - Business Management Division
- 4) TED - Trade Exhibition Division
- 5) IID - Testing and Inspection Division
- 6) PID - Publications and Information Division
- 7) FASD - Finance and Administrative Services Division

Annex-10 Budget of PTTC

BUDGET
 PHILIPPINE TRADE TRAINING CENTER
 GEN. APPROPRIATIONS ACT
 (in Pesos)

CATEGORY	1988	1989	1990	1991	1992 (Proposed)
PERSONNEL SERVICES	3,942,000	6,538,000	7,480,000	6,664,000	7,636,000
MAINTENANCE & OTHER OPERATING EXPENSES	11,878,000	13,498,000	12,382,000	12,714,000	12,691,000
CAPITAL OUTLAY	1,403,000	506,000		332,000	
	17,223,000	20,542,000	19,862,000	19,710,000	20,327,000

Annex-11 Accomplishment of Seminars

PHILIPPINE TRADE TRAINING CENTER

TITLE OF SEMINAR	1988		1989		1990		1991		TOTAL	
	Freq.	Part.	Freq.	Part.	Freq.	Part.	Freq.	Part.	freq.	part.
	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.		
A1. BASIC PROGRAM										
Basics of Exporting (Mla.)	11	561	13	728	15	625	8	420	47	2334
BOE - Regional	8	392	8	337	9	340			25	1069
Subcontracting for Garment					1	59	1	28	2	87
subtotal:	19	953	21	1,065	25	1,024	9	448	74	3,490
A2. Specialized Training										
Costing & Pricing	4	101	4	159	9	349	5	272	22	891
Financing your Export	3	55	3	40	2	48			8	143
Optimizing Transportation & Transport-related costs			2	32	1	15			3	47
Market Research	1	22	1	40					2	62
subtotal	8	178	10	271	12	412	5	272	35	1,133
A3. Advanced Training										
Negotiating/Contracts			2	74	2	36	3	104	7	214
Export Marketing Mgt.	5	132	4	69	3	81			12	282
subtotal	5	132	6	143	5	117	3	104	19	496
A4. Market/Product Specific										
Market-specific	9	562	12	510	13	638	9	331	43	2,041
subtotal	12	741	24	1,883	18	844	13	510	67	3,978
A5. Others:										
Import for re-exports			2	76	2	57			4	133
GTEB Rules & Regulations			9	814	16	960	6	374	31	2,148
Prod'n Mgt.	2	36			1	24	2	51	5	111
subtotal	2	36	11	890	19	1,041	8	425	40	2,392

PHILIPPINE TRADE TRAINING CENTER

TITLE OF SEMINAR	1 9 8 8		1 9 8 9		1 9 9 0		1 9 9 1		TOTAL	
	Freq.	Part.	Freq.	Part.	Freq.	Part.	Freq.	Part.	freq	part.
	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.		
TESTING & INSPECTION:										
A. FOOD:										
Food Product Inspection	4	98							4	98
1. Basic Course on Testing & Inspection of Fruits & Vegetables for Gov't. Inspectors										
2. Quality Testing & Inspection of Fruits & Vegetables Preserved in Sugar			3	44					3	44
3. Quality Testing & Inspection of Fish & Other Marine Products			2	23	2	37	1	17	5	77
4. Quality Control in Canning of Food Products			1	21	1	26	1	20	3	57
5. US-FDA Rules & Regulations on Marine-based Products & Ethnic Food										
Food Process Inspection										
1. Packaging & Labelling of Processed Food			1	42	1	25			2	67
2. Uses, Applications & Export Specifications for Food Additives					1	33			1	33
3. Sensory Evaluation for Food Testing & Inspection					1	29			1	29
4. Quality Control & Quality Improvement in Food Processing					1	26			1	26
Trainer's Training										
1. Testing of Antibiotics in Shrimp							2	40	2	40
2. Testing & Inspection of Processed Food							1	21	1	21
subtotal:	4	98	7	130	7	166	5	98	23	492

PHILIPPINE TRADE TRAINING CENTER

TITLE OF SEMINAR	1 9 8 8		1 9 8 9		1 9 9 0		1 9 9 1		TOTAL	
	Freq.	Part.	Freq.	Part.	Freq.	Part.	Freq.	Part.	freq.	part.
	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.		
TESTING & INSPECTION:										
B. FURNITURE	4	55							4	55
1. Testing & Inspection of Furniture for the Gov't. Sector										
2. How to Improve the Quality & Durability of Wooden Furniture for Export (formerly Testing & Quality Evaluation for the Furniture Industry)			6	83	3	42			9	125
subtotal:	4	55	6	83	3	42	0	0	13	190

PHILIPPINE TRADE TRAINING CENTER

TITLE OF SEMINAR	1988		1989		1990		1991		TOTAL	
	Freq. p.a.	Part. p.a.	Freq. p.a.	Part. p.a.	Freq. p.a.	Part. p.a.	Freq. p.a.	Part. p.a.	freq.	part.
TESTING & INSPECTION										
C. GARMENTS										
Basic Inspection Training	8	127							8	127
1. Fabric & Garment Inspection			2	53	3	56	2	42	7	151
2. Textile Selection & Manufacturing Processes: Implications to Garment Quality			2	37	1	11			3	48
Advanced Inspection Trng.										
3. Quality Management for the Garment Industry			3	116	2	43	1	21	6	180
4. Quality Evaluation of Garments for Export: Durability Performance Requirements			2	35	1	6	1	14	4	55
5. Fabric Chemical Perf. Requirements for Export			1	24	3	41	1	9	5	74
Subtotal	8	127	10	265	10	157	5	86	33	635

PHILIPPINE TRADE TRAINING CENTER

TITLE OF SEMINAR	1 9 8 8		1 9 8 9		1 9 9 0		1 9 9 1		TOTAL	
	Freq.	Part.	Freq.	Part.	Freq.	Part.	Freq.	Part.	freq.	part.
	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.		
TRADE EXHIBITION TRAINING										
1. How to Organize Trade Fairs			2	95					2	95
2. Technical & Creative Aspects of Exhibition	1	25	1	18	4	157	1	22	7	222
3. How To Participate in Trade Fairs	2	61	9	601	11	502	1	19	23	1,183
4. How To Participate in Market Weeks							3	148	3	148
5. How to Participate in Island Fairs					5	169			5	169
subtotal	3	86	12	714	20	828	5	199	40	1,817

PHILIPPINE TRADE TRAINING CENTER

TITLE OF SEMINAR	1 9 8 8		1 9 8 9		1 9 9 0		1 9 9 1		TOTAL	
	Freq.	Part.	Freq.	Part.	Freq.	Part.	Freq.	Part.		
	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	p.a.	freq	part.
JAPANESE BUSINESS LANGUAGE										
1. JBL I	4	68	4	91	5	75	3	72	16	306
2. JBL II			2	30	2	24	1	15	5	69
3. JBL III			1	7	1	13	1	13	3	33
4. JBL IV			1	7	1	14			2	21
5. GRADUATES' COURSE					1	6	1	7	2	13
Subtotal	4	68	8	135	10	132	6	107	28	442
TOTAL	69	2,474	115	5,579	129	4,763	59	2,239	372	15,055

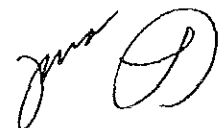
LIST OF TRAINING MANUALS
(Trade Business Management)

1. Basic of Exporting
2. Organizing for Export
3. Importing for Re-Export
4. How to Finance Your Export
5. Letter of Credit
6. GTEB Rules & Regulations
7. Export Marketing Management
8. How to Cost & Price your Products for Export
9. How to Negotiate with your Foreign Buyer
10. Optimizing Transportation & Transport-Related Costs

11. Developing Your Export Market
12. CBI Workshop on General Export Marketing & Management
13. Exporting Garments to Japan
14. Exporting Food to Japan
15. E C, 1991
16. Exporting To Switzerland
17. Exporting Gifts, Toys, & Housewares to Canada
18. The German Food Market
19. Export Market Prospects for Wood-Based Products
in the 90's: Furniture & Builders' Woodworks
20. Packaging & Labelling of Processed Foods



21. How to do Business with the Japanese
22. Supplementary Information on Japanese Market
23. The German Furniture Market
24. Garments; Subcontracting for Export
25. Export Merchandising
26. Export Trade Facilitation
27. The French Market for Processed Tropical Fruits
28. The French Market for Dried Tropical Fruits

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LIST OF TRAINING TEXTS & MANUALS
(Japanese Business Language)

I. Level 1 - 3

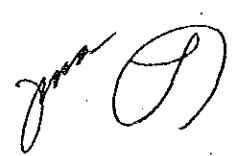
1. Text Book
2. Listening Tape
3. Reference Book (Grammar)
4. Reference Book (Word)
5. Quiz
6. Long Test (Hearing)
7. Long Test (Reading)
8. Drill (Writing)

II. Level 4

1. Test Book
2. Reference Book (Grammar)
3. Reference Book (Word)
4. Quiz
5. Long Test (Hearing)
6. Long Test (Reading)
7. Drill (Writing)

III. Graduate Course

1. Long Test (Hearing)
2. Long Test (Reading)



LIST OF TRAINING MATERIALS
(Furniture: Testing & Inspection)

1. How to Improve the Quality and Durability of Wooden Furniture
2. Production Planning and Control for the Furniture Industry
3. Materials Management and Inventory Control for Furniture Production

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LIST OF TRAINING TEXTS & MANUALS
(Garment Inspection)

I T E X T S

1. Fabric and Garment Inspection
2. Quality Management for the Garment Industry
3. Quality Evaluation of Garments:
Durability Performance Requirements
4. Quality Evaluation of Garments:
Chemical Performance Requirements
5. Textile Selection and
Manufacturing Process

II VIDEO TAPES

1. Fiber to Fabric
2. Weaving
3. Knitting
4. Garments Final Quality Inspection
 - 1) Men's Trouser
 - 2) Men's Dress Shirt
 - 3) Women's Fitted Skirt
 - 4) Women's Blouse
 - 5) Knitted Polo Shirt
 - 6) Men's Upper Suit

III Other Materials

1. Manuals for Various Testing Methods (10)
2. Flow Chart of Chemical Analysis (3)
3. Manuals for Operating Testing Equipments (24)
4. Fabric Defects



LISTS OF TRAINING TEXTS & MANUALS
(Food Inspection)

Developed or compiled by PTTC:

1. Basic Course on Quality Inspection and Testing of Processed Fruits and Vegetables
2. Packaging and Labelling for Processed Foods
3. US FDA Rules and Regulations
4. Market Penetration Course : Exporting Food to Japan
5. Uses, Applications and Export Specifications for Food Additives
6. Testing for Antibiotics in Shrimps and Prawns
7. Testing for Antibiotics in Shrimps and Prawns
8. US FDA Seminar Workshop (Manila, Cebu and Davao)
9. Food Packaging Design

Developed by FDC :

10. Quality Inspection and Testing of Fruits and Vegetables Preserved in Sugar
11. Quality Inspection and Testing of Frozen Fish and other Marine Products
12. Quality Control in the Canning of Food Products
13. Sensory Evaluation for Food Testing and Product Development
14. Trainers Training for Food Testing and Inspection
15. Quality Inspection and Testing of Frozen Shrimps

Developed by PHTRC :

16. Postharvest Handling of Fruits and Vegetables

LIST OF TRAINING MANUALS.

(Trade Exhibition)

1. Effective Trade Fair Participation
2. How to Participate in Market Weeks
3. Technical & Creative Aspects of Exhibitions & Visual Merchandising



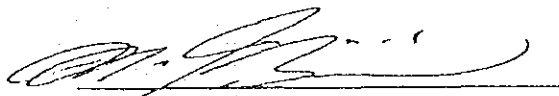
資料-2 フォローアップのミニッツ

Minutes of Meeting
between
Japan International Cooperation Agency
and
the Authorities Concerned of the Government
of the Republic of the Philippines
on
Follow-up Technical Cooperation
for the Philippine Trade Training Center

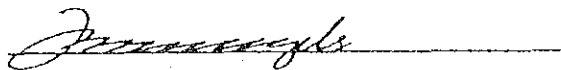
Mr. MASATAKA IIJIMA, Resident Representative, Japan International Cooperation Agency (JICA) in the Republic of the Philippines and the authorities concerned of the Government of the Republic of the Philippines held a series of discussions on the possibility of further cooperation concerning the Project for the Philippine Trade Training Center (hereinafter referred to as "the Project"), requested by the Philippine side to the Japanese Evaluation Survey Team which visited the Republic of the Philippines from September 25 to October 3, 1991.

As a result, based on the Article IX of the Attached Document of the Record of Discussions signed on February 23, 1987, both sides agreed to recommend to their respective governments the matters referred to in the Document attached hereto.

Manila, January 10, 1992



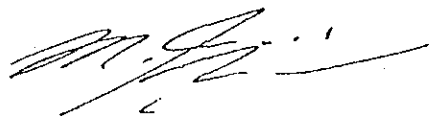
MR. MASATAKA IIJIMA
Resident Representative
Philippine Office
Japan International
Cooperation Agency
Japan



Ms. Ma. ANGELINA V. ANGELES
Executive Director
Philippine Trade Training
Center
Department of Trade & Industry
The Republic of the Philippines

ATTACHED DOCUMENT

1. The period of follow-up technical cooperation shall be one
(1) year from February 23, 1992.
2. The follow-up technical cooperation will center on the following areas:
 - (1) Trade Training
Market Penetration and Information
 - (2) Food Inspection
Sanitation
3. Activities of the follow-up technical cooperation are stipulated in the Tentative Schedule of Implementation shown in the Annex attached hereto.
4. The Philippine side will take appropriate and urgent measures for self-sustainable development of the Project.
5. All matters other than those mentioned above concerning the follow-up technical cooperation will remain valid and effective as prescribed in the Record of Discussions signed in Manila on February 23, 1987.



Annex

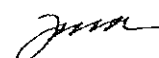
Tentative Schedule of Implementation

1. WORK PLAN

Item	Fiscal Year	1991	1992											
		3	4	5	6	7	8	9	10	11	12	1	2	
1. Trade Training														
2. Food Inspection														

2. TECHNICAL COOPERATION PROGRAM

Item	Fiscal Year	1991	1992											
		3	4	5	6	7	8	9	10	11	12	1	2	
<u>Japanese Side</u>														
1. Dispatch of Japanese Experts														
1) Long-term Experts														
(1) Trade Training														
(2) Coordinator														
2) Short-term Experts														
(1) Trade Training														
(2) Food Inspection														
2. Philippine Counterpart Personnel Training in Japan														
<u>Philippine Side</u>														
1. Allocation of appropriate number of counterparts														
2. Allocation of necessary budget for the Program														
3. Provision of office space and housing accommodation for the above Japanese experts														

JICA