

1.3 Outlook for Export Promotion

The outlook of export promotion will be as follows if action programmes recommended in this study are implemented:

(1) Improvement of Export Promotion System

The export promotion system is most effective when all schemes in action programmes are implemented together. Most of the schemes are being carried out, but the financing scheme for small- and medium-scale firms need to be established, which will make the other schemes more effective.

(2) Improvement of Organisations Relevant to Export Promotion

Given the responsibilities for export trade functions such as collection and supply of trade information, trade training and promotion, public relations and exhibitions to one organisation, the TPO, will help improve the capability of the public sector to promote exports.

(3) Establishment of TPC

If TPC is established as the driving force for trade promotion, complicated trade procedures can be simplified and streamlined and trade can be effectively promoted.

(4) Development of Industries

The existing export industries will be further developed thereby improving Kenya's ability of earning foreign exchange in the short- and medium-term range. Leading industries can greatly reduce the trade deficit in the long term. Developing leading industries according to the action programmes will greatly strengthen Kenya's economy. Also, standardisation must be enforced and quality control must be promoted for Kenya's industries to compete in the international market.

APPENDIX

APPENDIX I :

**SCOPE OF WORK AND MINUTES OF
MEETING FOR THE STUDY**

SCOPE OF WORK

FOR

THE STUDY ON THE MASTER PLAN FOR TRADE PROMOTION

IN THE REPUBLIC OF KENYA

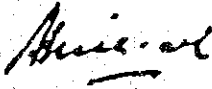
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THE AUTHORITIES CONCERNED OF THE GOVERNMENT OF KENYA

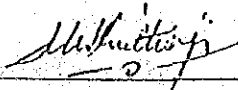
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JAPAN INTERNATIONAL COOPERATION AGENCY

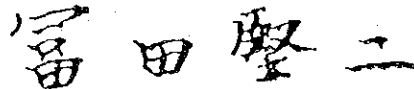
NAIROBI, MARCH 9, 1990



MR. A. H. ALI
FINANCIAL SECRETARY,
MINISTRY OF FINANCE



MRS. MARGARET W. GITHINJI
PERMANENT SECRETARY,
MINISTRY OF COMMERCE



DR. KENJI TOMITA
LEADER OF THE PRELIMINARY
STUDY TEAM,
JAPAN INTERNATIONAL
COOPERATION AGENCY

I. INTRODUCTION

In response to the request of the Government of the Republic of Kenya (hereinafter referred to as "GOK"), the Government of Japan decided to conduct the Study on the Master Plan for Trade Promotion (hereinafter referred to as "the Study") in accordance with the relevant laws and regulations in force in Japan.

Accordingly, Japan International Cooperation Agency (hereinafter referred to as "JICA"), the official agency responsible for the implementation of the technical cooperation programs of the Government of Japan, shall undertake the Study in close cooperation with the authorities concerned of Kenya.

The present document sets forth the scope of work with regard to the Study.

II. OBJECTIVE OF THE STUDY

The objective of the Study is to review existing policy, programs and organizations with regard to trade promotion and to make concrete program recommendations for creating enabling environment for export promotion with a view to improving Kenya's trade balance through increased export earnings.

III. SCOPE OF THE STUDY

The outline of the Study shall be the following:

1. Review of existing policy and programs
 - 1.1 National and regional development policy
 - 1.2 Trade promotion policy and programs
 - 1.3 Identification of administrative bottlenecks
2. Study of products with export potentials
 - 2.1 Market and product analysis
 - 2.2 Identification of technical, managerial and infrastructural bottlenecks
3. Study on organizational development for trade promotion
 - 3.1 Review of existing organizations and institutions
 - 3.2 Identification of administrative problems
 - 3.3 Plan for further development
4. Recommendations and action programs for export promotion
 - 4.1 Short-term programs
 - 4.1.1 Organizational and structural measures for export promotion
 - 4.1.2 Measures for institution strengthening

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4.2 Medium-term programs

4.2.1 Program reform for export promotion

4.2.2 Program for development of industrial sectors with export potentials

IV. PROCEDURE OF THE STUDY

The Study shall be implemented in accordance with the following procedure:

1. Preliminary study (in Japan)

1.1 Collection of data and information available in Japan

1.2 Preparation of the Inception Report for the purpose of explanation of, and discussion on, the content and the flow of the Study

2. Field study (in Kenya)

2.1 Collection of data and information

2.2 Interview with relevant officials

2.3 Site survey

2.4 Submission of the Progress Report for the purpose of summarizing the results of the Field Study and explaining the onward study schedule

3. Primary analytical work (in Japan)

3.1 Analysis of data and information

3.2 Preparation of the Interim Report

4. Interim Report presentation (in Kenya)

4.1 Presentation of, and discussion on, the above Report

4.2 Collection of additional data and information

5. Secondary analytical work (in Japan)

5.1 Analysis of data and information

5.2 Drafting of the Final Report:

6. Draft Final Report presentation (in Kenya)

6.1 Presentation of, and discussion on, the Draft Final Report

6.2 Signing of the Minutes of Understanding

7. Final Report preparation (in Japan)

7.1 Preparation of the Final Report incorporating the discussion results during the presentation in Kenya

8. Submission of the Final Report

V. SCHEDULE OF IMPLEMENTATION

A tentative schedule of the Study implementation shall be as attached in the Appendix.

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VI. REPORTS

JICA shall prepare and submit the following reports in English to GOK.

- Ten (10) copies of the Inception Report
- Ten (10) copies of the Progress Report
- Thirty (30) copies of the Interim Report
- Thirty (30) copies of the Draft Final Report
- Thirty (30) copies of the Final Report

VII. UNDERTAKINGS BY THE GOVERNMENT OF KENYA

1. To facilitate smooth conduct of the Study, GOK shall take the necessary measures:

- 1.1 To ensure the safety of the Japanese Study Team (hereinafter referred to as "the Team")
- 1.2 To permit the members of the Team to enter, leave and sojourn in Kenya for the duration of their assignment therein, and exempt them from alien registration requirements and consular fees
- 1.3 To exempt the members of the Team from taxes, duties and other charges on equipment, machinery and other materials brought into, and out of, Kenya for the conduct of the Study
- 1.4 To exempt the members of the Team from income tax and charges of any kind imposed on, or in connection with, any emoluments or allowances paid to them for their services for the implementation of the Study
- 1.5 To provide necessary facilities to the Team for remittance as well as utilization of the funds introduced into Kenya from Japan for the implementation of the Study
- 1.6 To secure permission for entry into private properties or areas relevant for the conduct of the Study
- 1.7 To secure permission for the Team to take all data and documents including photographs related to the Study out of Kenya
- 1.8 To provide medical service as needed. (Its expenses can be charged to the members of the Team.)

2. GOK shall bear claims, if any arises against the members of the Team resulting from, occurring in the course of, or otherwise connected with the discharge of their duties in the

implementation of the Study, except when such claims arise from gross negligence or wilful misconduct on the part of the Team members.

3. The Ministry of Commerce (hereinafter referred to as "MOC") shall act as the counterpart agency to the Team as well as the co-ordinating body in relation with other governmental and non-governmental organizations concerned for the smooth implementation of the Study.

4. MOC shall, at its own expense, provide the Team with the following, in cooperation with other organizations concerned:

- 4.1 Available data and information related to the Study
- 4.2 Counterpart personnel
- 4.3 Suitable office space with necessary equipment in Nairobi
- 4.4 Credentials or identification cards
- 4.5 Vehicles

5. GOK shall organize a Steering Committee (hereinafter referred to as "Committee") for the purpose of coordinating GOK responsibilities in connection with the Study.

The Committee shall consist of members of the following authorities and its secretariat shall be set up within MOC.

Ministry of Finance

Ministry of Commerce

Ministry of Industry

Kenya National Chamber of Commerce and Industry

Kenya Association of Manufacturers

VIII. UNDERTAKINGS BY JICA

For the implementation of the Study, JICA shall take the following measures:

1. To dispatch, at its own expenses, a series of study teams to Kenya.
2. To pursue technology transfer to the Kenyan counterpart personnel

IX. CONSULTATIONS

JICA and MOC shall consult with each other in respect of any matters that may arise from, or in connection with, the Study.

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TENTATIVE SCHEDULE OF THE STUDY

Order of Month	1	2	3	4	5	6	7	8	9	10	11	12	13	14
Month	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.
Year	1 9 9 0 1 9 9 1													
Work in Japan	<input type="checkbox"/>				<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>				<input type="checkbox"/>	
Work in Kenya				<input type="checkbox"/>			<input checked="" type="checkbox"/>			<input type="checkbox"/>				
Report Output	▲ IC/R			▲ P/R		▲ IT/R		▲ DF/R		▲ F/R				

Abbreviations: IC/R: Inception Report
 P/R: Progress Report
 IT/R: Interim Report
 DF/R: Draft Final Report
 F/R: Final Report

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MINUTES OF MEETING

FOR

THE STUDY ON THE MASTER PLAN FOR TRADE PROMOTION

IN THE REPUBLIC OF KENYA

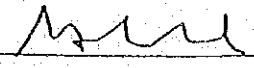
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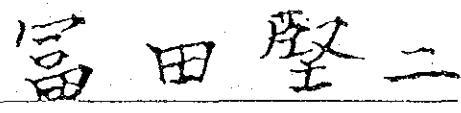
AND

JAPAN INTERNATIONAL COOPERATION AGENCY

NAIROBI, MARCH 9, 1990



MR. C. MAKOKHA
DIRECTOR,
EXTERNAL TRADE DEPARTMENT,
MINISTRY OF COMMERCE



DR. KENJI TOMITA
LEADER OF THE PRELIMINARY
STUDY TEAM,
JAPAN INTERNATIONAL
COOPERATION AGENCY

1. The Preliminary Study Team organized by Japan International Cooperation Agency visited Kenya from March 2, 1990 to March 9, 1990 for the purpose of discussing the Scope of Work regarding the Study on the Master Plan for Trade Promotion with the authorities concerned in the Republic of Kenya.
2. In connection with the above, a series of meetings were held between the Kenyan side headed by Mr. R. C. Makokha, Director, External Trade Department, Ministry of Commerce and the Japanese side headed by Dr. Kenji Tomita, Leader of the Preliminary Study Team. (The attendance list is at the Appendix.)
3. These records should be read in conjunction with the "Scope of Work" agreed upon between GOK and JICA.

4. SPECIAL ISSUES HIGHLIGHTED

- 4.1 Regarding III.1.2, emphasis shall be placed on sectoral , policies and programs.
- 4.2 Regarding III.2, the Study shall emphasize non-traditional products.
- 4.3 Regarding the Tentative Schedule of Implementation, the duration of stay of the Interim Report Presentation Team can be extended if need may arise, with the mutual agreement of GOK and JICA.
- 4.4 Regarding VI., reports shall be kept confidential solely for the use of the Government of Kenya, unless otherwise advised by GOK.
- 4.5 Regarding VII.4.5, supply of vehicles to the study team shall depend on the availability of vehicles on the Kenyan side, but to avoid uncertainty, the Kenyan side recommended that when JICA is preparing the study budget, a provision must be made for the Team to hire transport.

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4.6 Regarding VIII.2., the Kenyan side requested JICA to accept Kenyan counterpart officials' technical training in Japan, as part of the Study, and to finance the travel and subsistence cost of the counterparts' stay in Japan. It was, however, agreed that the local travel and subsistence cost of the counterparts, while in Kenya, would be met by GOK.

4.7 Due to the general nature of the Study, the paragraph that appeared in VII.1.6 of the original text has been amended as an exception in this particular Scope of Work.

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LIST OF ATTENDANCE

THE KENYAN SIDE

1. Mr. R. C. Makokha
Director,
External Trade Department,
Ministry of Commerce
2. Mr. R. C. Ogana,
Deputy Director,
External Trade Department,
Ministry of Commerce
3. Mr. A. A. Wanyandeh
Assistant Director,
External Trade Department,
Ministry of Commerce
4. Mr. M. Ngali
Under Secretary,
Ministry Headquarters,
Ministry of Commerce
5. Ms. A. Shani
External Trade Officer,
External Trade Department,
Ministry of Commerce
6. Mr. R. Khatia
Advisor for Economic Secretary,
Ministry of Finance
7. Ms. D. Musau
Senior Assistant Secretary,
External Resources Department,
Ministry of Finance

8. Mr. K. Kang'au
Chairman,
Export Promotion Committee,
Kenya National Chamber of Commerce
and Industry
9. Mr. C. K. Gathirimu
Chief Executive,
Kenya National Chamber of Commerce
and Industry

THE JAPANESE SIDE

1. Dr. Kenji Tomita
Leader of the Preliminary Study Team
2. Mr. Kenji Saito
Member of the Preliminary Study Team
3. Mr. Hideki Yoshika
Member of the Preliminary Study Team
4. Mr. Kuniyasu Kobayashi
Member of the Preliminary Study Team
5. Mr. Aichiro Yamamoto
Member of the Preliminary Study Team
6. Mr. Nobuyuki Horie
First Secretary,
Embassy of Japan in Kenya

7. Mr. Jun Arima
First Secretary,
Embassy of Japan in Kenya
8. Mr. Kenji Kumagishi
Resident Representative,
JICA Kenya Office
9. Mr. Masayoshi Juro
Assistant Resident Representative
JICA Kenya Office

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APPENDIX II :
DATA ON TRADE AND INDUSTRY

Manufactured Goods in Export and Import

(K£ '000)

	Total Export 1	Export of Manufactured Goods 2	$\frac{2}{1} \times 100\%$	Total Import 3	Import of Manufactured Goods 4	$\frac{4}{3} \times 100\%$
1971	107,078	28,353	26.5	200,063	153,373	76.7
1972	123,383	25,427	20.6	197,854	147,541	74.6
1973	161,388	37,587	23.3	228,552	174,280	76.3
1974	211,282	43,804	20.7	383,934	259,227	67.5
1975	215,036	39,978	18.6	362,847	232,203	64.0
1976	318,627	49,272	15.5	406,996	258,765	63.6
1977	480,259	47,995	10.0	531,446	305,081	57.4
1978	369,965	48,344	13.1	661,125	481,023	72.8
1979	383,534	53,072	13.8	620,156	419,397	67.6
1980	487,644	67,148	13.8	959,030	544,533	56.8
1981	513,863	74,495	14.5	932,406	506,956	54.4
1982	545,737	67,794	12.4	900,305	478,265	53.1
1983	633,078	77,698	12.3	905,621	459,459	50.7
1984	754,813	85,746	11.4	1,097,206	596,658	54.4
1985	784,098	103,360	13.2	1,196,000	668,824	55.9
1986	957,971	114,284	11.9	1,337,893	937,809	70.0
1987	753,413	108,967	14.5	1,430,881	1,001,172	70.0
1988	917,719	136,015	14.8	1,765,145	1,345,795	76.2
1989	999,842	169,292	16.9	2,238,971	1,666,323	74.4

Source: Statistical Abstract, 1979 and 1990

Balance of Trade by Area (1989)

(K£ '000)

Area	Export 1	Share %	Import 2	Share %	1 - 2
West Europe	482,827	48.3	1,133,938	50.6	-651,111
East Europe	20,115	2.0	25,575	1.2	-5,460
North & South America	59,481	5.9	178,744	8.0	-119,263
Africa	217,411	21.8	73,171	3.3	* 144,240
Middle East	28,396	2.9	349,703	15.6	-321,307
Far East & Australia	126,242	12.6	477,379	21.3	-351,137
Others	65,370	6.5	473	0.0	* 64,897
Total	999,842	100.0	2,238,971	100.0	-1,239,129

Source: Statistical Abstract 1990

Balance of Trade by Area (1978)

(K£ '000)

Area	Export 1	Share %	Import 2	Share %	1 - 2
West Europe	193,769	49.0	367,236	55.5	-173,467
East Europe	6,930	1.8	5,340	0.8	1,590
North & South America	24,235	6.1	46,069	7.0	-21,834
Africa	93,984	23.7	9,175	1.4	* 84,809
Middle East	10,654	2.7	73,660	11.1	-63,006
Far East & Australia	26,467	6.7	122,956	18.6	-96,489
Others	39,672	10.0	36,689	5.5	2,983
Total	395,712	100.0	661,125	100.0	-265,413

Source: Statistical Abstract 1979

Balance of Trade by Commodity (1989)

(K£ '000)

Commodity	Export 1	Share %	Import 2	Share %	1 - 2
0. Food & Live Animal	618,858	61.9	74,021	3.3	539,470
1. Beverages & Tobacco			5,367	0.2	
2. Crude Materials	211,612	21.2	59,254	2.6	-214,990
3. Mineral Fuels			355,379	15.9	
4. Animal & Vegetable Oil & Fats			71,223	3.2	
5. Chemicals	169,292	16.9	353,540	15.8	-1,415,693
6. Manufactured Goods by Materials			351,554	15.7	
7. Machinery and Transport Equipment			879,891	39.3	
8. Miscellaneous	79	0.0	83,466	3.7	-90,791
9. Miscellaneous			7,404	0.3	
Total	999,842	100.0	2,238,971	100.0	-1,239,129

Source: Statistical Abstract 1990

Balance of Trade by Commodity (1978)

(K£ '000)

Commodity	Export 1	Share %	Import 2	Share %	1 - 2
0. Food & Live Animal	218,703	59.0	21,405	3.2	189,820
1. Beverages & Tobacco			7,478	1.1	
2. Crude Materials	102,670	27.8	14,195	2.1	-46,561
3. Mineral Fuels			118,920	18.0	
4. Animal & Vegetable Oil & Fats			16,116	2.4	
5. Chemicals	48,344	13.1	353,540	15.8	-401,099
6. Manufactured Goods by Materials			110,912	16.7	
7. Machinery and Transport Equipment			879,891	39.3	
8. Miscellaneous	247	0.1	33,580	5.1	-35,314
9. Miscellaneous			1,981	0.3	
Total	369,965	100.0	661,125	100.0	-291,160

Source: Statistical Abstract 1979

APPENDIX III :

**TRADE AGREEMENTS SIGNED BETWEEN
KENYA AND FOREIGN**

Trade Agreements Signed Between Kenya and Foreign Countries

Country	Year signed	Major Commodities Trades		Remarks
		Exports	Imports	
Colombia				
Bangladesh	1982	Tea, Coffee Soda Ash Tanning Extract		
Czechoslovakia	1984	Coffee Sisal Fibres Tinned Pineapples	Glazed Setts Flags, Cast, Rolled Drain or Blown Glass Knitting Machines, Metal Working Machines Hand Tools	
Egypt	1980	Pyrethrum Extract Wattle Extracts Tea, Coffee Sisal Fibres	Aluminium & Aluminium Alloys, Bars, Angles Batteries & Cells Radios	
Lesotho		Dried Vegetables Maize Unmilled Basket Work, Wicket Work and Other Articles of Plaiting Metals Lamps	Sheep or Lamb Wool Television Image and Sound Recorders Passenger Motor Cars	Balance
Ethiopia	1979	Maize Unmilled Tea Sodium Carbonate Stationeries Toiletries	Air Craft Engines and Parts Marble Transmission Shafts Frictional Materials	For the last few years 1985 - 1990 balance has been in favour of Kenya
Sudan	1977	- Milk & Milk Products - Grains/Cereals - Vegetables - Beverages - Wool & Woolen Products	Tyres for Air-crafts Parts for Pumps or Compressors Data Processing Machines Transmitter/Receivers	Balance in favour of Kenya
Yugoslavia	1963	Pineapple Juice Sisal Fibre Hides & Skins (Wet) Live Animals (Medicaments) (Containing Anti-Biotics)	Live Animals Machinery & Transport Chemical Products Miscellaneous Manufactured Articles Refined Sugar	

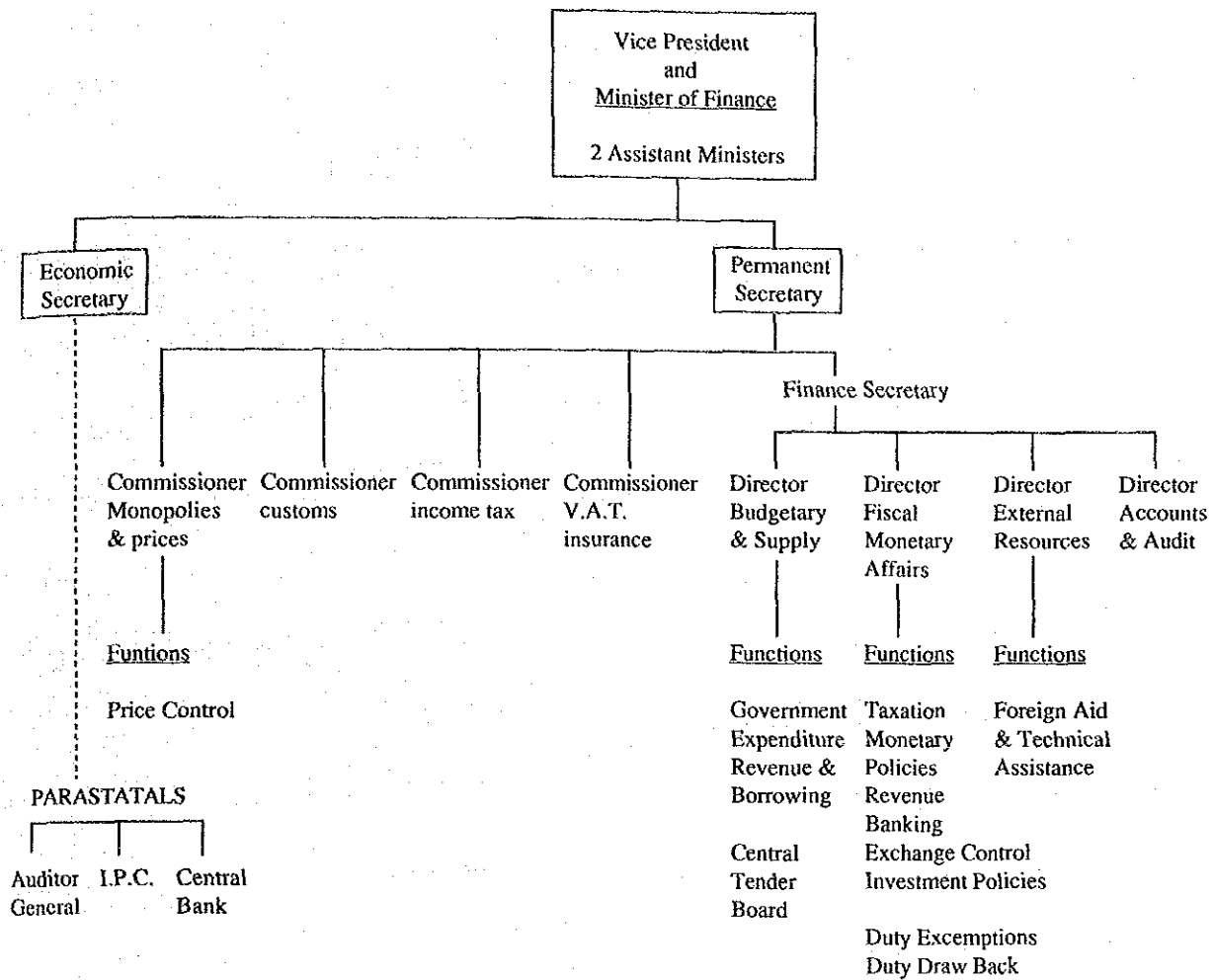
Country	Year signed	Major Commodities Trades		Remarks
		Exports	Imports	
Romania	1983	Hides & Skins Sisal Live Animals	Transformers, Electric Motors Welding Machines Insecticides Machineries Iron & Steel	
China	1978	Tea Pyrethrum Extract Undressed Leather Hides & Skins Gum Arabic Cashew Kennels Soda Ash	Chemicals & Related Products Machinery & Equipment Petroleum Products Crude Materials Inedible Manufactured Goods	
Mozambique		School Potatoes Natural Sodium Carbonate Jute Bags Maize Unmilled	Inner Tubes for Motor Vehicles Wire Rods of Steel or Iron Parts of Machineries Other Coal Wither or not Pulverized but not Agglomerated	
Bulgaria	1988	Coffee Hides & Skins Sisal Fibres	Pharmaceuticals	
Hungary				
Somalia	1984	Vegetables, Butter, Coffee, Tea, Cigarettes, Petroleum Products Rubber Tyres Cement Cleaning Detergents Steel or Aluminium Structures Stationeries Trailers	Dried/Frozen Fish Civil & Contractor Plants and Equipments	Balance in favour of Kenya
Iran	No agreement signed	Tea, Coffee Soda Ash Hides & Skins Fluospar	Crude Petroleum	
Iraq	No agreement signed	Coffee, Tea Sisal Fibres	Paraffin Wax Triple-Super Phosphates	

Country	Year signed	Major Commodities Trades		Remarks
		Exports	Imports	
Poland	1989	Pineapple Juice & Tinned Coffee Sisal Fibre	Chemical & Products Manufactured Goods Cast Drawn or Blown Glass, Hop & Strip of High Carbon Steel Machinery & Transport Equipments	
Zambia	1982	- Maize Unmilled - Milk/Milk Products - Natural Sodium Carbonate - Lubricating Oil - Medicaments - Soap/Detergents - Lamps-Filaments - Windows/Doors of Iron	Copper Oxycalorides Prepared Explosives Bars & Rods of Iron Zinc & Zinc Alloys Bulldozers, Angles/Dozers & Levellers S/Propelled	Trade balance in favour of Zambia
Zimbabwe	1984	- Textile Yarn - Frozen Fish - Petroleum Products - Condensation and Polyaddition Products - Electrical Machinery - Pharmaceuticals - Office Stationery	Oil Cake of Soya Beans Ingots of Iron/Steel Rods and Bars of Iron or Steel Nonferrous Metals Manufactures of Metal	Balance of trade in favour of Zimbabwe
Tanzania	1983	Beverage/Tobacco Chemicals Maize Unmilled Pure Bred Breeding Animals Petroleum Products Live Animals Chiefly for Food Oils	Crude Materials Inedible Cotton Linters Paper/Paper Board Iron/Steel Circle Machinery/Transport Equipment Manufactured Goods	Balance of trade in favour of Kenya
Nigeria	1987	- Scouring Bonder - Oils - Stationeries Tea Dried Fish Bottles & Jars Live Plants	- Natural Rubber - Milling Machines - Grinding/Crushing Machines - Passenger Motor Vehicles	Balance of trade in favour of Kenya
Swaziland	1969	Vegetables		
Korea	1977			

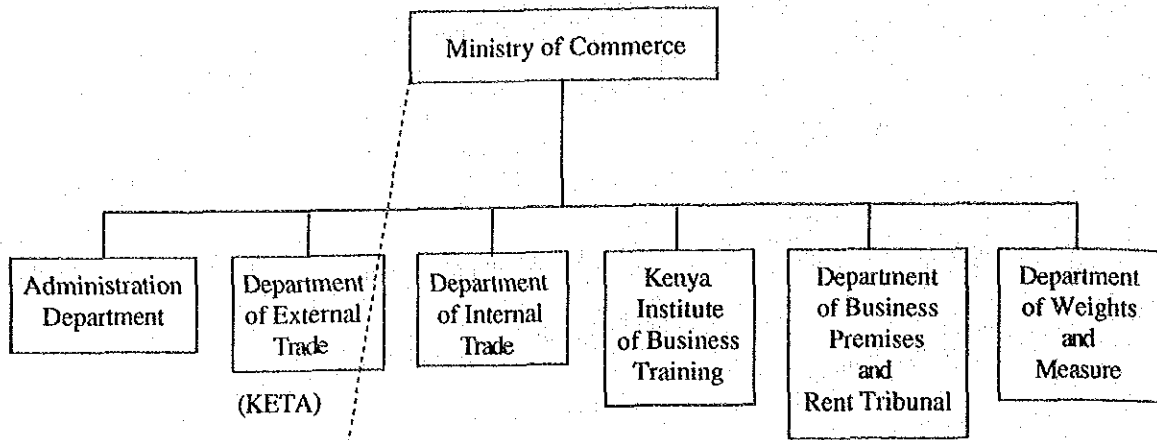
Country	Year signed	Major Commodities Trades		Remarks
		Exports	Imports	
Japan		Fillets Frozen Macademia Nuts Annato Seeds Maize Unmilled Arabica Hulles Sisal Fibre Tea Fluospar Aluminium Waste Pyrethrum	Polybutadiene Styenellater Electronics Butyl Rubber Polyester Tyre Cord Fabrics Alloy Steel Rolled Coil Motor Vehicles Spare Parts	Balance in favour of Japan
Djibouti	1980			
Argentina	1982			
India	1981	Cashew Nuts in Raw Shell Hide & Skins Scrap Metals of Iron Copper, Zinc Wattle Extracts Sisal Fibres Fluospar Pyrethrum Extract	Aluminium Hydroxide Dyestuff Synthetic Aluminium Foils Textile Spinning Machines Sugar Manuf Machineries Tea Processing Machines Oil Cane Soya Beans Pumps & Spare Pumps Transmission Shafts	Balance in favour of India

APPENDIX IV :

**ORGANISATIONAL CHARTS FOR TRADE
PROMOTION IN KENYA**



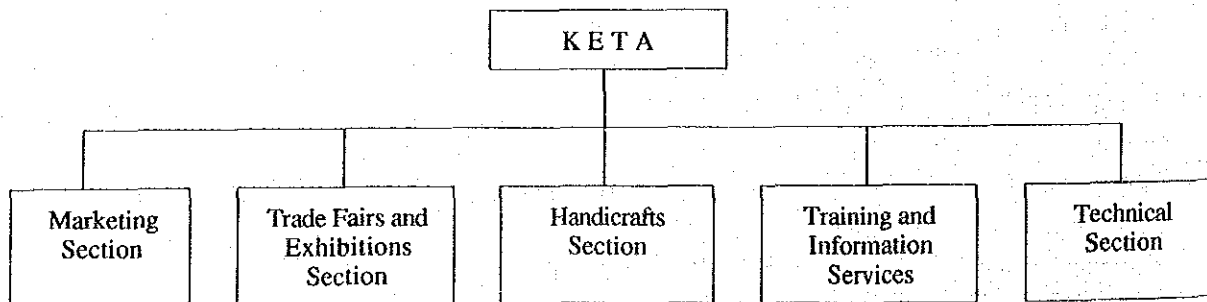
Organisational Chart of Ministry of Finance



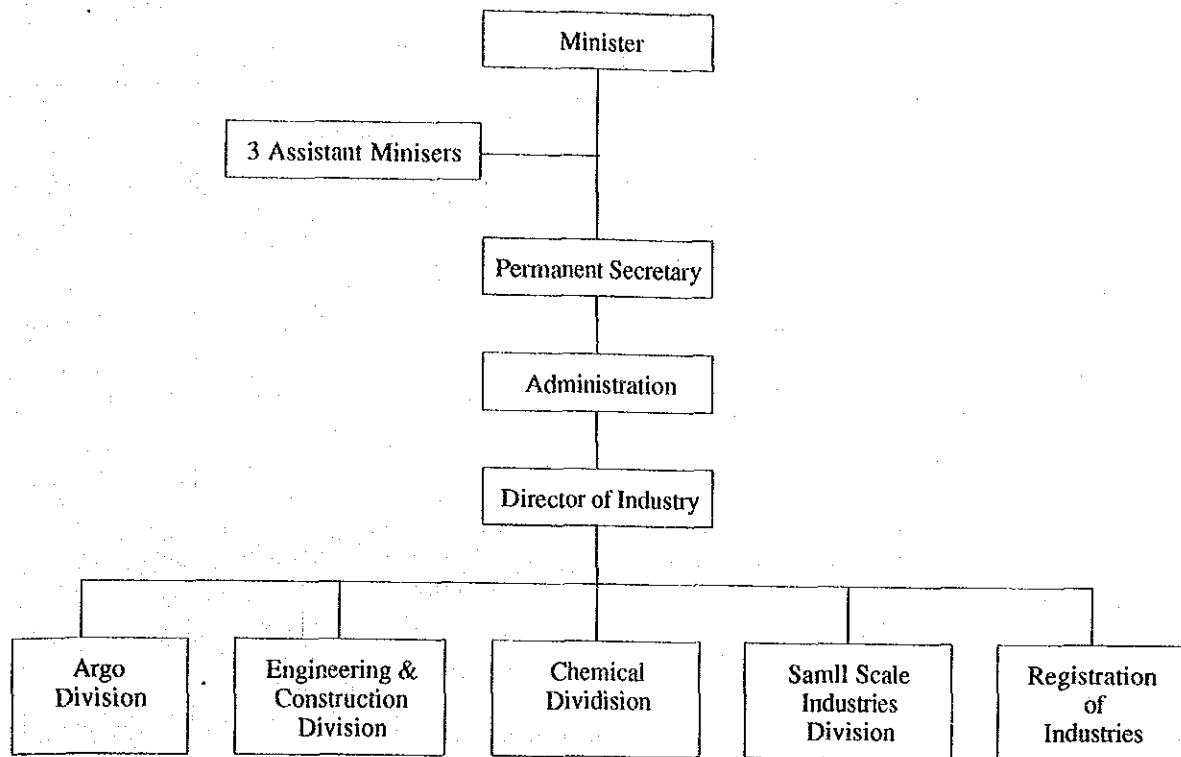
Parastatals

- KNTC (Kenya National Trading Corporation)
- ICDC Uchumi (Supermarket)
- Kenya Shipping Agency
- MEPAL (Making Plastic)
- KWAL (Kenya Wines Agency Ltd.)

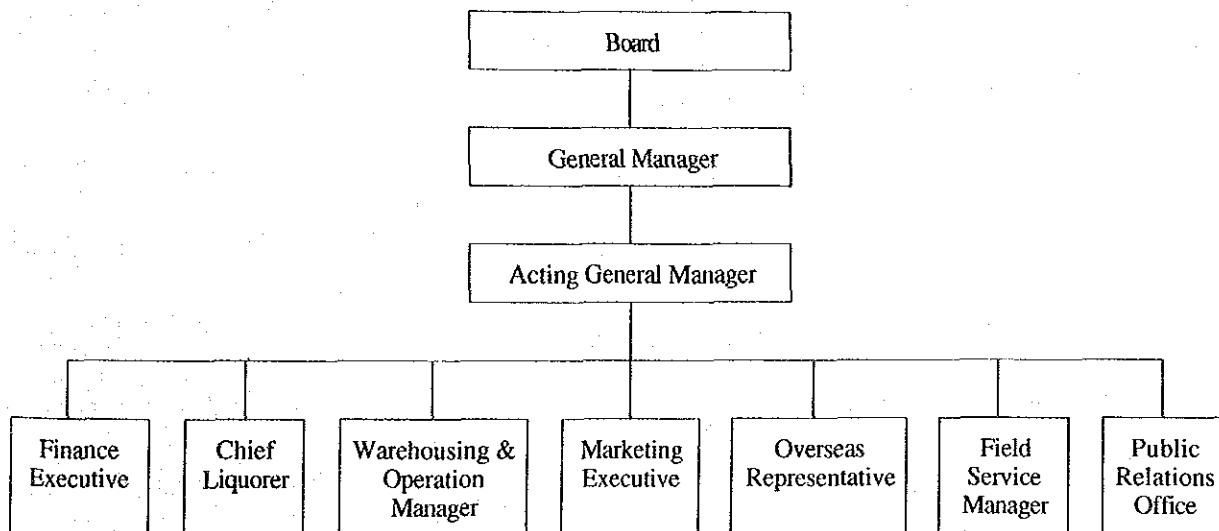
Organisational Chart of Ministry of Commerce



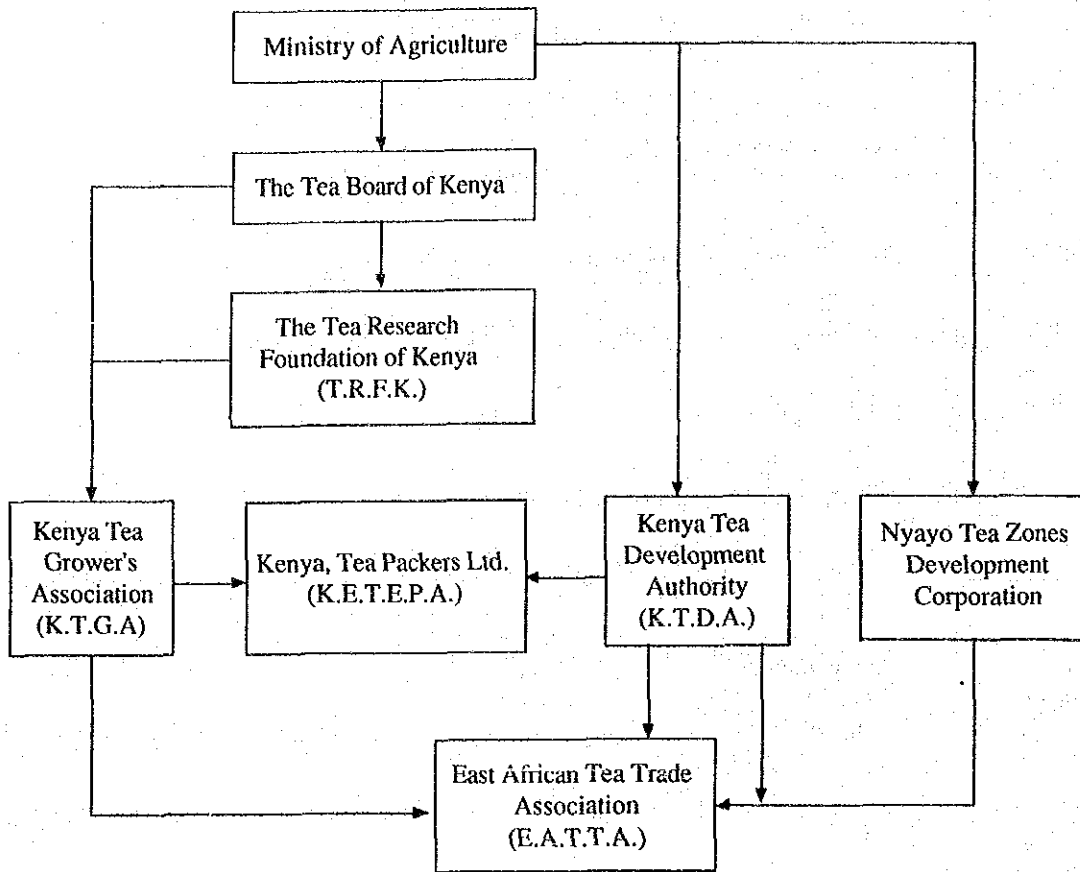
Organisational Chart of KETA



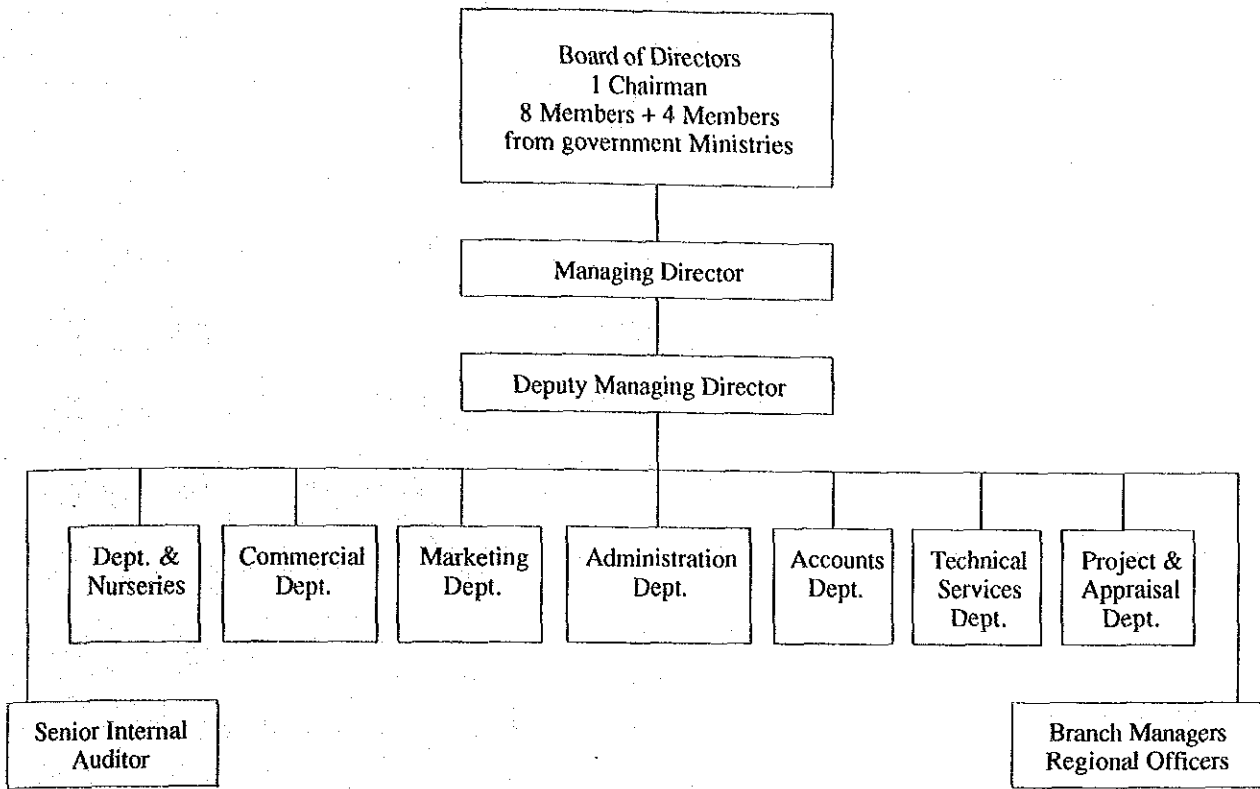
Organisational Chart of Ministry of Industry



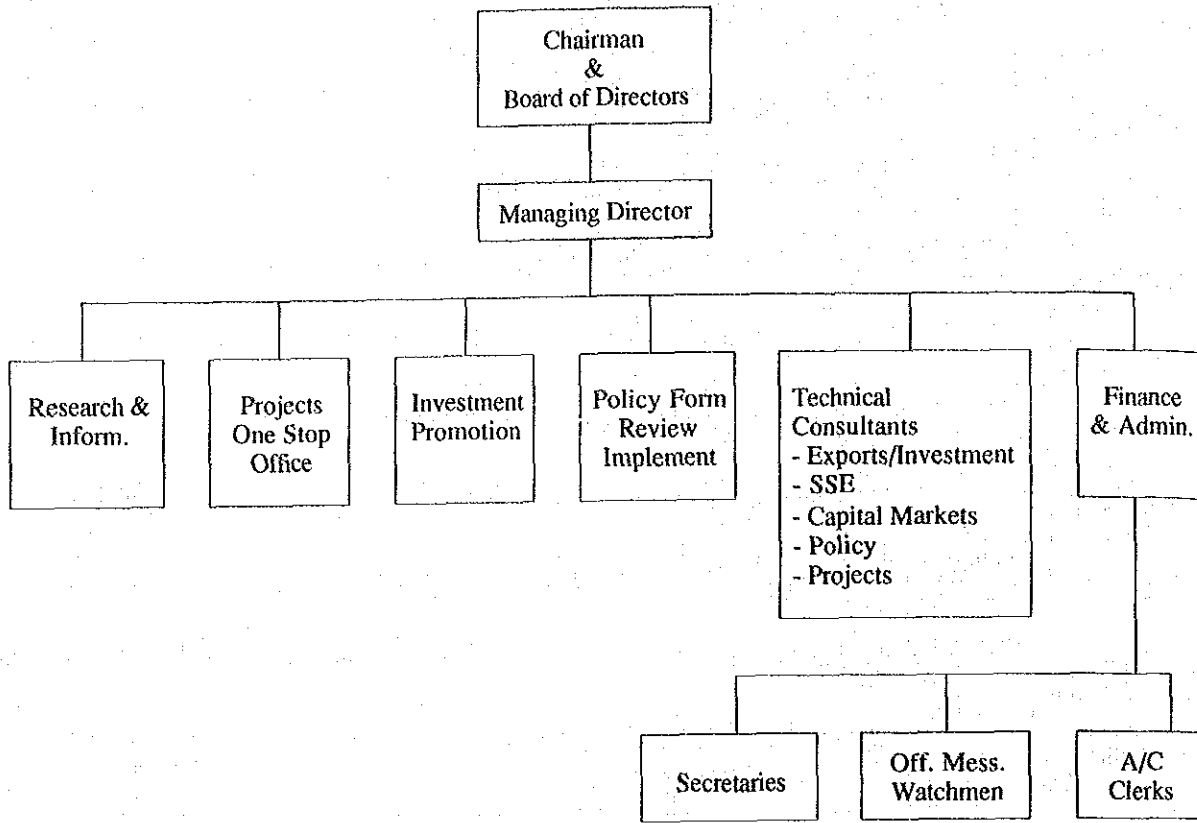
Organisational Chart of Coffee Board of Kenya



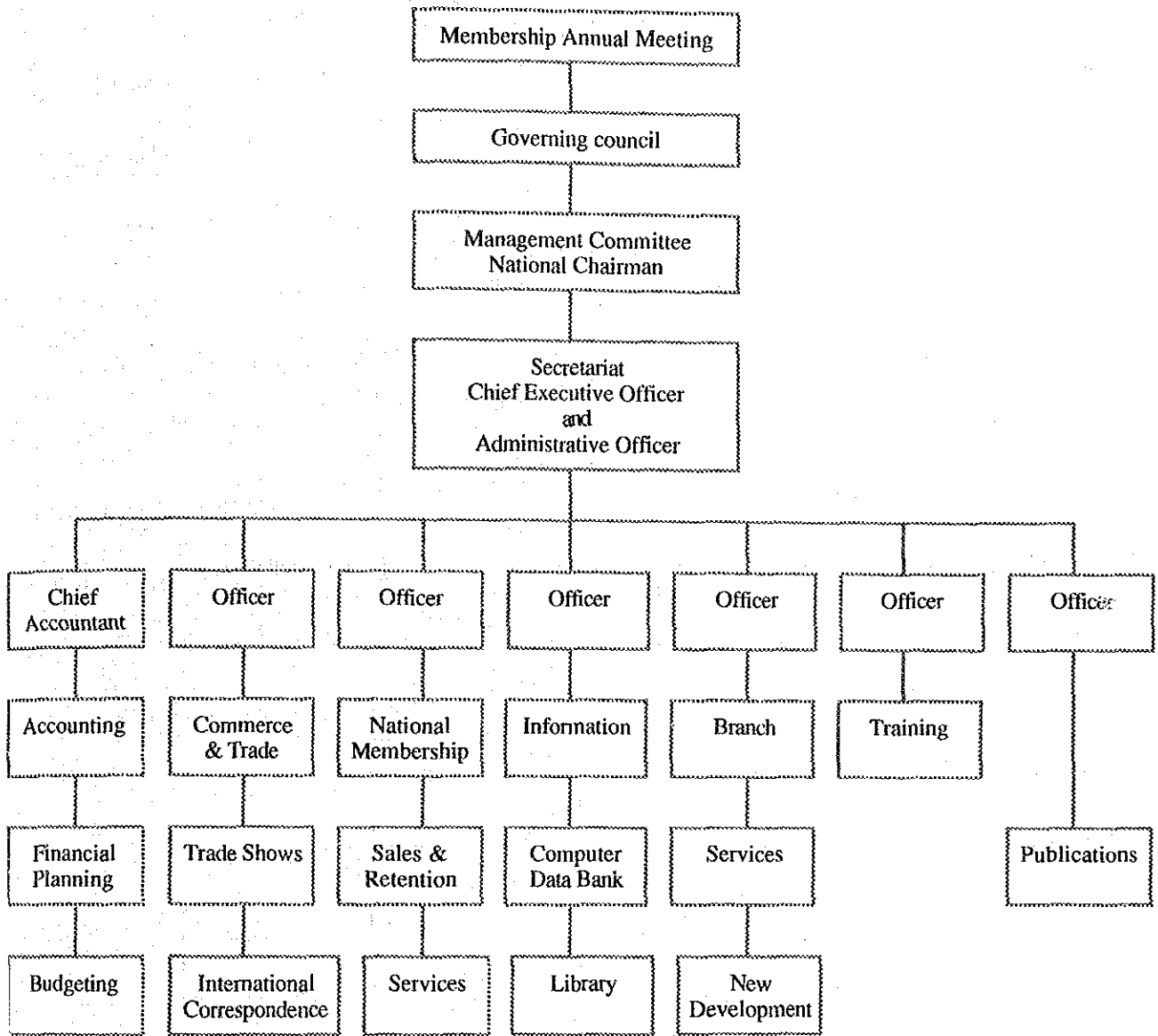
Organisational Chart of the Tea Industry in Kenya



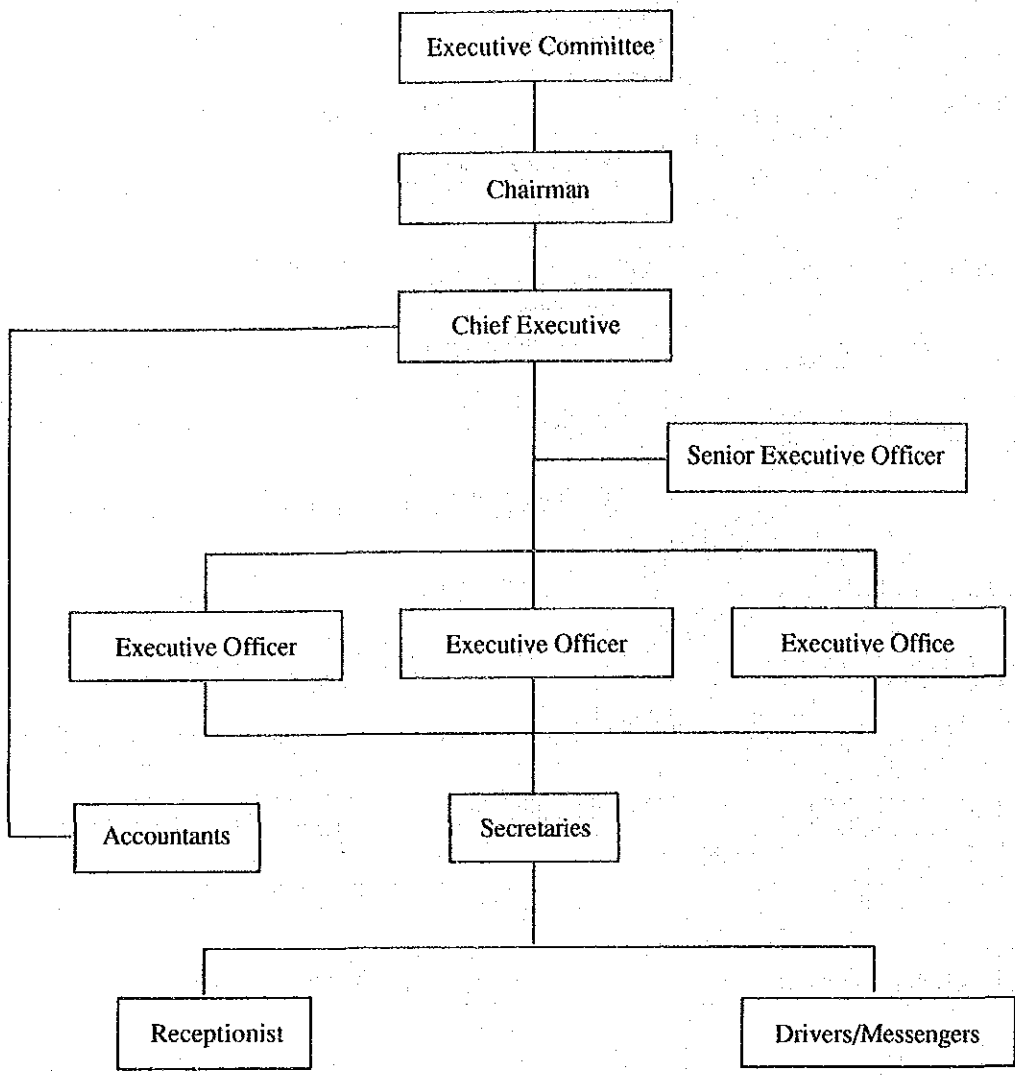
Organisational Chart of Horticultural Crops Development Authority



Organisational Chart of IPC



Organisational Chart of KNCC&I



Organisational Chart of KAM

Budget for Export Promotion from FY 1984/85 to 1990/91

Fiscal Year	Development Expenditure	Recurrent Expenditures	Total (K£)	(U.S. Dollar)
1984 / 85	270,410	733,000	1,003,410	(1,221,288)
1985 / 86	264,290	1,073,200	1,337,490	(1,648,678)
1986 / 87	310,000	849,746	1,159,746	(1,409,683)
1987 / 88	300,000	1,137,090	1,437,090	(1,619,530)
1988 / 89	340,000	1,240,072	1,580,072	(1,536,138)
1989 / 90	897,880	1,439,458	2,337,338	(2,140,812)
1990 / 91	1,710,000	1,615,750	3,325,750	(2,880,560)

Source: Development Estimates
Estimates of Recurrent Expenditures

Development Expenditure for Export Promotion from
FY 1984/85 to FY 1990/91

(Unit: K£)

Fiscal Year	Total (K£)	Export promotion and Marketing	Kenya Export Year	Exports Diversification Project	Export Promotion Master Plan	Export Development Project	Aid from Foreign Countries
1984 / 85	270,410	210,400	60,000	-	-	-	EDF USAID
1985 / 86	264,290	204,280	60,000	-	-	-	EDF
1986 / 87	310,000	310,000	-	-	-	-	EDF/EEC
1987 / 88	300,000	300,000	-	-	-	-	EDF/EEC
1988 / 89	340,000	340,000	-	-	-	-	EDF/EEC
1989 / 90	897,880	340,000	7,880	550,000	-	-	EDF/EEC UNDP
1990 / 91*	1,710,000	440,000	20,000	-	750,000	500,000	EDF/EEC JAPAN IDA

Source : Development Estimates
* Expenditure estimated

APPENDIX V :

**TRADE PROMOTION ORGANISATIONS
IN OTHER COUNTRIES**

APPENDIX V TRADE PROMOTION ORGANISATIONS IN OTHER COUNTRIES

1. Outline of Zimbabwe Trade Promotion Organisation (ZIMTRADE)

(1) How ZIMTRADE came into being

In 1987 the European Commission, under the Lome III Convention, injected the amount of ECU 4.4 million into an export promotion program for Zimbabwe.

This money enabled the export promotion program to be planned and implemented. The project was undertaken under the supervision of the Ministry of Industry and Commerce which provided numerous counterpart staff for the program.

The program was very successful and achieved exports of approximately Z\$180 million (US\$78.26 million) in its initial three years which exporters interpreted to be a direct result of the export promotion program. As a result, it was felt that a new trade promotion organisation should be built on this success. Discussions were held and the outcome was the decision to create an autonomous trade promotion organisation on a partnership basis, with 50/50 funding from the public and private sectors. Thus ZIMTRADE was born.

(2) Establishment

ZIMTRADE was established in April 1991, although full operation had not been commenced as of July 1991.

(3) Organisation

ZIMTRADE has four main sections.

1) Exporter development section

This section carries out a continual audit of exporters and identifies their individual needs. It also identifies export opportunities and provides the assistance necessary to penetrate markets.

2) Exporter service section

This section collects and collates economic, trade and marketing information and makes it available to exporters. It maintains library and also is responsible for organising all promotional events such as trade fairs and missions.

3) New exporters section

This section provides training, advice and practical assistance to new exporters.

4) Planning and administration section

This section deals with budgets, accounts and personnel administration.

In the first year of its operation (July 1, 1990 to June 30 to 30st of June 1992), it was estimated that ZIMTRADE would require Z\$8.075 million (US\$3.51 million) of which Z\$4 million (US\$1.74 million) would be provided by the government and Z\$4 million would be raised by means of a levy of 0.1% on commercial import and export trade.

Note: US\$1 is Z\$2.3

The staff of ZIMTRADE numbers approximately 35.

ZIMTRADE is autonomous, operating in the private sector environment but it is required to follow government policy on external trade.

2. Outline of Export Promotion Organisations in Korea

(1) The Korea Trade Promotion Organisation (KOTRA)

KOTRA was established in 1962 by the Korean government as a not-for-profit trade promotion organisation.

The government budget covers five-sixths of KOTRA's expenditures, with the rest coming from a contribution from the Korea Foreign Trade Association. KOTRA has 76 overseas offices in 65 countries.

1) KOTRA's main functions are as follows:

* Trade Promotion

Supplying foreign businessmen with information about Korean products and exports, supporting domestic small and medium sized companies in their export efforts, providing Korean bidders with tender information, etc.

* Overseas Cooperation

Organising outgoing trade missions and assisting incoming ones, holding seminars, etc.

* Project Development

Collecting information, handling inquiries and dispatching trade missions on plant expansion projects, etc.

* Overseas Market Research

* Trade Information Services

Collecting overseas market information related to major Korean export items producing trade promotion materials in foreign languages for overseas distribution and publishing the "Daily Overseas Market News" in Korean for domestic distribution, etc.

* Participating in and Holding Exhibitions

Setting up the Korean pavilions at exhibitions in other countries and organising exhibitions in Korea.

* Public Relations Activities

Releasing press materials and placing advertisements in leading domestic and foreign mass media, briefing foreign visitors, producing slide films and video tries for trade promotion, etc.

2) Number of staff as of August 1990

Headquarters	456
Overseas	193
Domestic branches	43

Total	692
-------	-----

3) Korea Trading International Inc.

Both KOTRA and the Korea Trading International used to be directly involved in export business but KOTRA dropped this activity in 1986.

Since then, Korea Trading International Inc. has been carrying out this function alone. Korea Trading International Inc. is parastatal. Many executives come from KOTRA. So essentially, it is a subsidiary of KOTRA. In Korea, companies must apply for licenses to be exporters and it is difficult for small companies to get such approval. These small companies therefore ask Korea Trading International Inc. to export their products on their behalf, for which Korea Trading International Inc. tries to find markets.

(2) The Korean Foreign Trade Association (KFTA)

KFTA is a private not-for-profit organisation founded in 1946 to promote international trade.

It has a nationwide membership of over 22,000 companies and it became a member of the World Trade Centres Association in 1972. The Korean government has allowed KFTA to collect an import surcharge to fund its export promotion activities since 1964.

(3) Korea World Trade Centre (KWTC)

KWTC was established in 1988 in the south of Seoul.

The aim of KWTC is to provide services for both Korean and foreign businessmen engaged in trade.

KWTC consists of a main office building, an exhibition complex, various convention halls and a hotel as well as amenities such as a shopping mall and a city air terminal.

Facility	Number of floors	Floor space (m ²)
Trade Tower	55 stories above ground, 2 underground	149,055
Exhibition Complex		
Main Building	4 stories above ground, 2 underground	167,094
Annex Building	3 stories above ground, 2 underground	25,525
City Air Terminal	7 stories above ground, 4 underground	65,537
Hotel	33 stories above ground, 4 underground	132,604
Department Store	8 stories above ground, 4 underground	64,447
Total		604,262

DWTC was built and is mainly owned by the Korean Foreign Trade Association (KFTA). KFTA and KOTRA are located in the 55 story-high Trade Tower.

(4) Korea Exhibition Centre (KOEX)

KOEX manages KWTC's Exhibition Complex with a staff of 298 members.

KOEX holds 60 to 70 exhibitions a year, of which approximately 20 are international. KOEX has 3 exhibition halls, namely the Pacific and Atlantic Halls located in the main building and the Continental Hall in the Annex. These three exhibition halls are designated as bonded areas.

* Pacific Hall

Space 10,368 square meters (144m x 72m)
 Ceiling height 10.35 metres
 Floor strength 1.5 t/square metres

* Atlantic Hall

Space 10,368 square metres
 Ceiling height between 8 metres and 12 metres
 Floor strength 1.5 t/square metres

* Continental Hall

Space	10,718 square metres
Ceiling height	between 6 metres and 15 metres
Floor strength	15 t/square metres

For permanent display, KOEX has Export Mart Import Mart, Company Showroom and Sample Showcase.

* Export Mart:

The Export Mart are located on the first, 2nd, 3rd and 4th floors of the Exhibition Complex.

1st floor	5,179 square metres
2nd floor	7,820 square metres
3rd floor	8,795 square metres
4th floor	5,044 square metres
5th floor	5,044 square metres

Export Mart has nearly 600 booths for the display of goods manufactured by Korea's main exporters, including small and medium sized exporters. Goods are displayed by category, such as electric and electronic products, textiles, garments and furniture.

* Import Mart

Import Mart is located on the 4th floor of the exhibition complex and occupies 3,931 square metres. Korean branches of foreign companies, foreign trade institutions and Korean importers display goods manufactured by foreign companies.

* Company Showroom

Company Showrooms are located on the 2nd and 3rd floors of the exhibition complex and covers an area of 7,689 square metres. In the Company Showrooms, large companies display their products and related promotional materials. Display cover almost every sector of Korean industry including automobiles, plants and engineering.

* Sample Showcase

The Sample Showcase is located on the first floor of the Exhibition Complex and occupies a space of 2,573 square metres. Most of the exhibitors are small and medium sized companies. Some 700 showcases are provided.

3. Export Promotion Organisations in Taiwan

(1) CETRA (China External Trade Development Council)

CETRA is the Republic of China's foreign trade promotion organisation. Established in 1971, CETRA is a not-for-profit foundation organised by the business community and receives full government support.

CETRA's budget is financed by an export surcharge of 0.0625%.

CETRA has approximately 700 staff and 28 offices worldwide.

For the outline of CETRA please refer to the organisational chart.

(2) TWTC (Taipei World Trade Centre)

TWTC consists of an Exhibition Hall, Convention Centre, International Trade Building and Grand Hyatt Taipei.

Exhibition Hall

The hall's 163,000 square metres are divided into two chief sections, a grand exhibition showground for short term trade shows and special even and a permanent product display area.

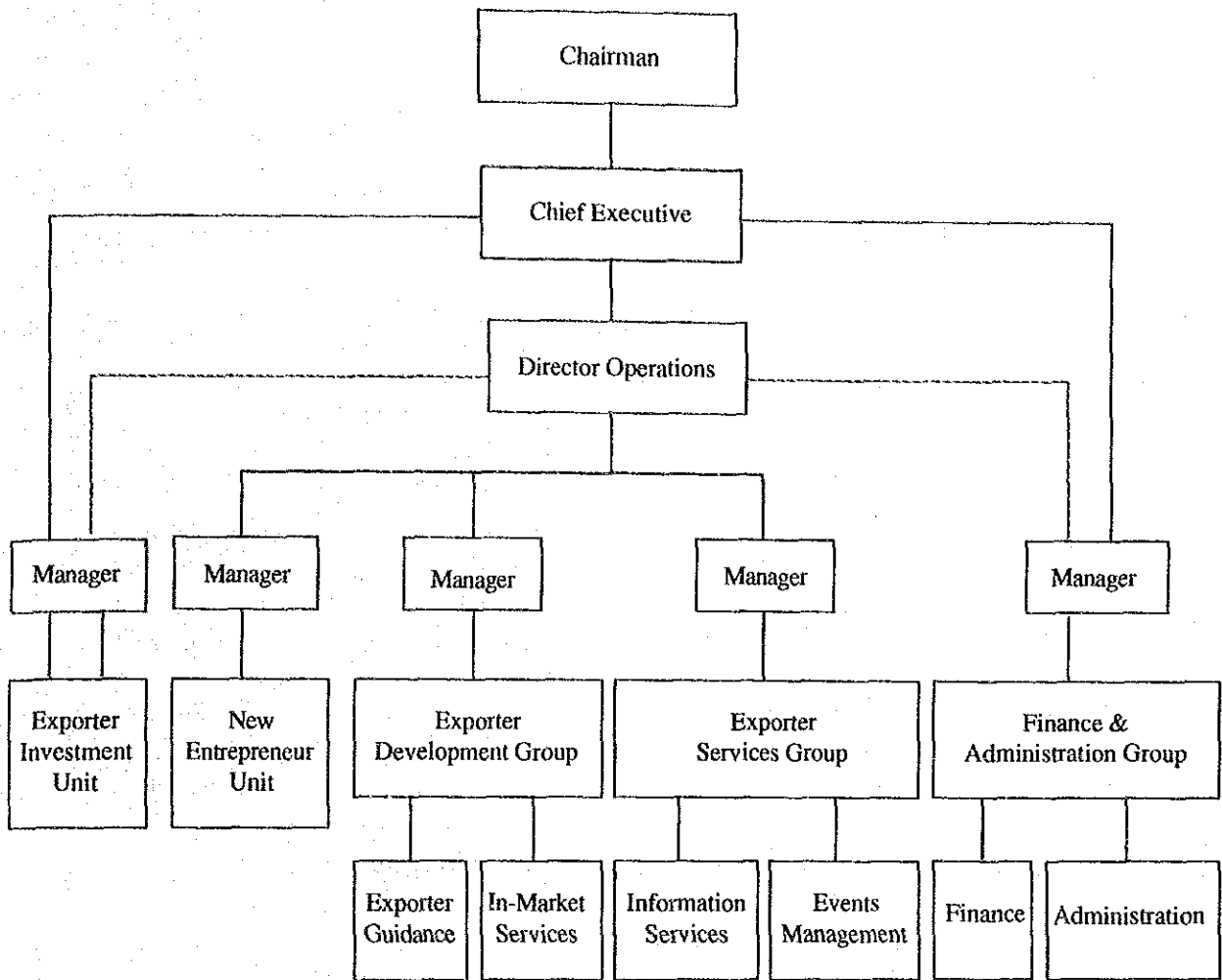
Convention Centre

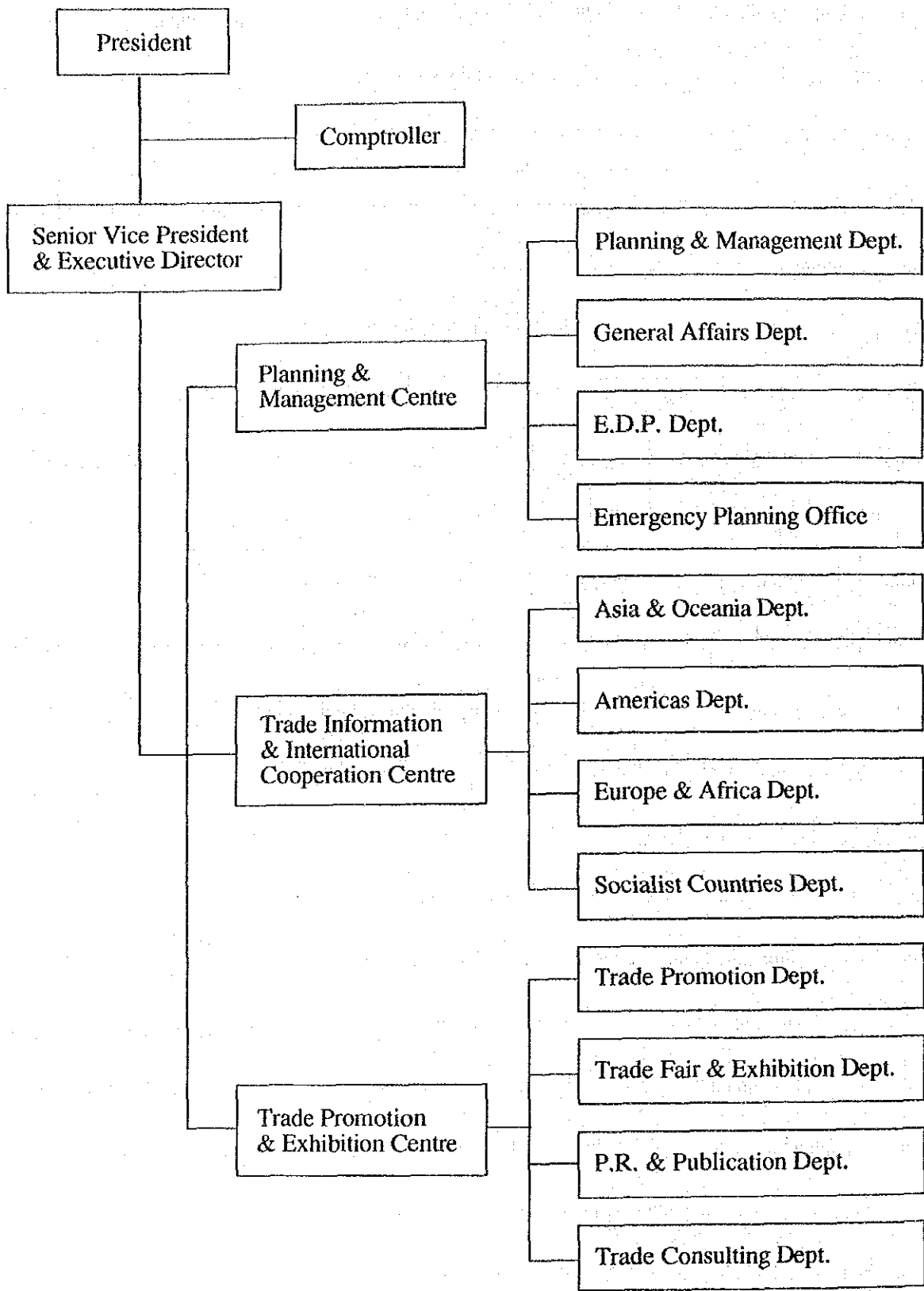
The centre has 12 multi-purpose auditoria and a 3,100-seat main plenary hall. The total seating capacity is 6,700.

International Trade Building

Also known as the CETRA Tower, this 34-story office building is one of the most modern structures in Taiwan. CETRA is located in this building.

TWTC was set up by CETRA, the Farmers Bank of China, the Bank of Communication and the Central Investment Company. KWTC is leasing the site from government for 50 years, free of charge. TWTC's operation is in the hands of CETRA.





President

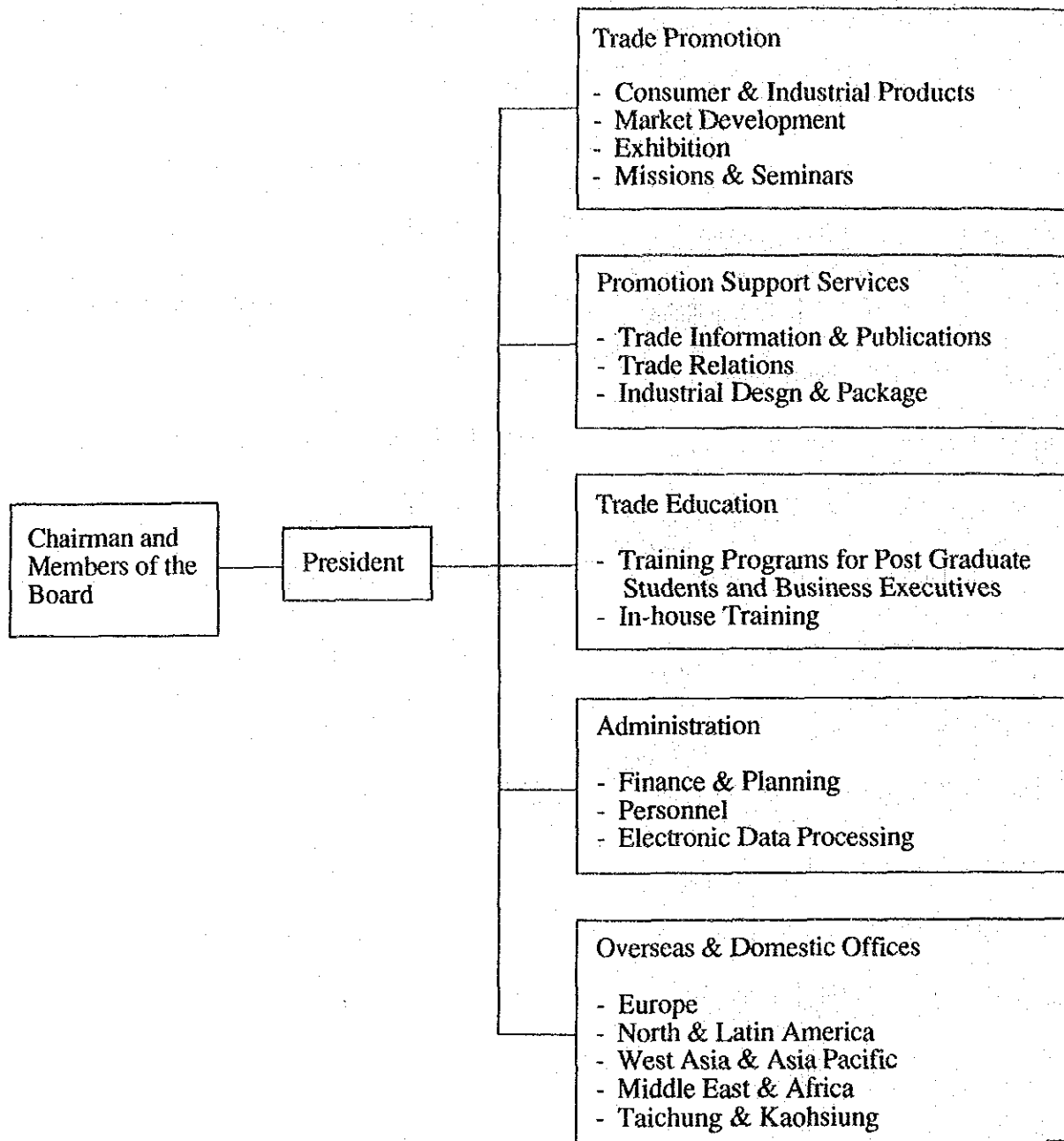
General Affairs Dept.

Trade Fairs Dept.

Contract & Maintenance Dept.

Planning & Coordination Dept.

Audit



4. Outline of Trade Promotion Organisations in 8 Asian Countries & Area

	Malaysian Export Trade Centre (MEXPO)	Singapore Trade Development Board (STDB)	Korea Trade Promotion Corporation (KOTRA)	China External Trade Development Council (CETRA), Taiwan
Year established	1980	1983	1962	1971
Law concerning the establishment	-	Trade Development Board Act, 1982	Korea Trade Promotion Corporation Act, No.1059, 1962	n.a.
Competent authorities	Ministry of Trade & Industry	Ministry of Trade & Industry	Ministry of Trade & Industry	Ministry of Economic Affairs
Organisation network Domestic Overseas	Headquarters (1) 30 locations as Trade Commissioner's Office	Headquarters (1) 21 locations in 17 countries	Headquarters (1), Branch (10) 76 locations in 65 countries	Headquarters (1), Branch (2) 28 locations
Number of staff Domestic Overseas	39 -	340 30	499 193	600 100
Main activities	<ol style="list-style-type: none"> 1. Trade inquiry service 2. Trade information 3. Company registry 4. Exhibition centre 6. business appointments 7. Trade fairs and missions 	<ol style="list-style-type: none"> 1. Trade policy matters, both bilateral relations and multilateral/regional relations 2. Sponsoring of and participation in exhibitions and missions overseas 3. Promotion of warehousing and distribution services 4. Promotion of industrial design 5. Trade information services 6. Trade documentation services 7. Management of TDB Holdings (STDB's subsidiary) 	<ol style="list-style-type: none"> 1. Trade inquiry services for export and import promotion 2. Promotion of investment and technological cooperation 3. Overseas market research 4. Trade information services 5. Trade fairs and exhibitions 6. Publications 7. Management of Korea Training International Inc. which is essentially a subsidiary of KOTRA 	<ol style="list-style-type: none"> 1. Trade inquiry services 2. Participation in foreign trade fairs and exhibitions 3. Management of Taipei World Trade Centre (TWTC), one-stop professional services for buyers and sellers 4. Sponsoring of trade fairs and exhibitions in the Import/Export Marts at TWTC 5. Worldwide computer database service for traders
Annual budget	M\$1 million (FY 1988) (approx. US\$391,000)	S\$22 million (FY 1987/88) (approx. US\$10.89 million)	36.3 billion Won (FY 1988) (approx. US\$46.28 million)	NT\$5,500 million (FY 1989) (approx. US\$208 million)

4. Outline of Trade Promotion Organisations in 8 Asian Countries & Area (cont'd)

Year established	1952	1971	1958	1966	Hong Kong Trade Development Council (HKTDC)
Law concerning the establishment	-	The Instruction of President No.44 and 46, 26 August, 1974	The Law Concerning Japan External Trade Organisation No.95, April 26, 1958	n.a.	
Competent authorities	Ministry of Commerce	Department of Trade	Ministry of International Trade & Industry	Trade Department	
Organisation network Domestic Overseas	Headquarters (1), Branch (3) 13 locations in 10 countries (and 34 Commercial Counsellors Offices attached to Embassies)	Headquarters (1) 11 locations 11 countries	Headquarters (1), Branch (29) 76 locations in 56 countries	Headquarters (1) 20 locations	
Number of staff Domestic Overseas	275 26	335 11	600 300	453 133	
Main activities	<ol style="list-style-type: none"> 1. Trade information service 2. Trade fairs and exhibitions both in Thailand and overseas 3. Dispatch of sales missions and invitation of foreign buyers 4. Sponsoring of seminars 5. Product and market promotion and development 6. Publications 	<ol style="list-style-type: none"> 1. Information services on product availability and Government appointments and negotiations 2. Assistance in arranging business 3. Sponsoring of exhibitions domestically and overseas 4. Dissemination of overseas market information 5. Cooperation in product development 	<ol style="list-style-type: none"> 1. Collection and provision of extensive overseas trade and economic data 2. Import promotion activities 3. Promotion of industrial cooperation, technical exchanges and investment 4. Cooperation to spur development of trade and industry in the developing countries 5. Encouragement of international exchanges and mutual understandings 6. Support to internationalise regional economies 	<ol style="list-style-type: none"> 1. Receiving trade missions 2. Overseas market surveys 3. Management of display centres 4. Sponsoring of and participation in exhibitions and business conferences 5. Trade inquiry services Registered manufacturers: 25,000 Registered Importers: 92,000 6. Fashion library 	
Annual budget	154 million baht (FY 1989) (approx. US\$5.92 million)	Rp. 7,000 million (FY 1988) (approx. US\$4.2 million)	Gross: ¥33.0 billion (FY 1991) (US\$255.81 million) Subsidy: ¥20.0 billion (FY 1991) (US\$155.04 million)	HK\$224 million (FY 1987) (approx. US\$28.7 million)	

APPENDIX VI :

**OUTLINE OF TRADE TRAINING CENTRE
IN OTHER COUNTRIES**

APPENDIX VI

1. Outline of the Institute for International Studies and Training: IIST

(1) IIST was established in December 1967 jointly by the Ministry of International Trade and Industry and business circles in Japan with the objective of training international economists capable of serving at the forefront of the world economy. It is unique that all trainees are required to live together in a dormitory. Since the first course in 1969, approximately 7,000 trainees from government agencies, industry associations, private companies and various foreign organisations have received training at the institute.

(2) Training Facilities

Land area 650,000 m²

Training facilities Lecture hall, lecture classroom, special classroom, ordinary classrooms (with capacities of 60, 30 and 15 students), language laboratories classroom, computer room, library, dormitory (288 rooms), instructor houses for instructors, tennis courts, driving range, athletic field.

(3) Training Courses

1) Regular course

A nine-month course during which trainees are required to live together in dormitory accommodations. Its purpose is to help the middle management improve their proficiency in English and to enhance their decision making capabilities in the face of international business climates.

The curriculum consists of intensive courses in business English, international management, international economics, and international research, in which trainees conduct study on Japan and other regions.

2) Short courses

There are two short courses: an international business course, in which trainees master the wide range of international business-related expertise necessary for export and import businesses and an international business communications course, in which trainees master the basics of conversational and business English.

(a) International business course

Course size : 30 trainees
Period length : Six weeks, held three times a year
Course content :

International trade	An outline of trade transactions, including the drawing up sales contracts, the execution of these contracts, and handling commercial claims.
International contracts	An outline of fundamental checkpoints for legal considerations involved in international transactions, including types of contracts, and regulations on international transactions.
Trade practices	Practical study in trade transactions, from receiving trade inquiries to receiving payment and handling commercial claim. The case-study method is employed.
Foreign exchange	Outline of foreign exchange, including trade transactions, invisible trade, capital movement, the foreign exchange market, and intervention in foreign exchange. Foreign exchange operation of Central Banks

International finance	Study of the basic knowledges in international finance, including roles of hard currency, history of international monetary system, the current international monetary market, and country risk.
Foreign operation strategies	Study in the basics of international investment and overseas marketing from actual successes and failures in the areas of international trade, the setting up foreign agent networks, and technical tie-ups.
Foreign joint ventures	Practical training, based on actual experiences, in the considerations of project planning, local customs, and preparation of a industrial infrastructure.
Business English	Lectures and drills are combined to improve trainees with the ability to write perper and persuasive business English.

Class Schedule:

Week	Day	I 9:10~10:30	II 10:40~12:00	III 13:00~14:30	IV 14:40~16:00
1	Mon	Room assignment, entrance ceremony, orientation			
	Tue	International contracts (1-2)		(3)	
	Wed	International trade (1-2)		Written business English (1-2)	
	Thu	Written business English (3-4)		Foreign exchange (1-2)	
	Fri	Foreign exchange (3-4)		Foreign operation strategies (1-2)	
2	Mon	International trade (3-4)		Foreign operation strategies (3-4)	
	Tue	International contracts (4-5)		(6)	
	Wed	International trade (5-6)		Written business English (5-6)	
	Thu	Written business English (7-8)		Foreign exchange (5-6)	
	Fri	Foreign exchange (7-8 compl.)		Foreign joint ventures (1-2 compl.)	
3	Mon	International trade (7-8)		Foreign operation strategies (5-6)	
	Tue	International contracts (7-8)		(9)	
	Wed	International trade (9-10)		Written business English (9-10)	
	Thu	Written business English (11-12)		International finance (1-2)	
	Fri	International finance (3-4)		Foreign operation strategies (7-8)	
4	Mon	International trade (11-12)		Foreign operation strategies (9-10)	
	Tue	International contracts (10-11)		(12)	
	Wed	International trade (13-14 compl.)		Written business English (13-14)	
	Thu	Written business English (15-16 compl.)		International finance (5-6)	
	Fri	International finance (7-8 compl.)		Foreign operation strategies (11-12 compl.)	
5	Mon	Trade practices (1-4)			
	Tue	Trade practices (5-8)			
	Wed	Trade practices (9-12)			
	Thu	Trade practices (13-16)			
	Fri	Trade practices (17-20)			
6	Mon	Trade practices (21-24)			
	Tue	Trade practices (25-28)			
	Wed	Trade practices (29-32)			
	Thu	Trade practices (33-36 compl.)			
	Fri	Graduation ceremony			

(b) International business communication course

Course size : 50 trainees
Course period : 12 weeks, held three times a year
Course content :

Intensive English Program

During the first eight weeks, trainees are grouped into small classes depending on their English ability for concentrated study in "listening" and "speaking".

This program provides intensive, individual instruction by native English-speaking instructors in the classroom coupled with a counseling system which promotes practical English abilities.

Business English Program

This program provides students an opportunity to use what they have learned during the Intensive English Program as well as preparing them for the actual business. The programme emphasizes a practical approach in which trainees are encouraged to demonstrate what they have learned during the lectures. Main content is as shown below.

- * Management systems around the world
- * Cross-cultural communication
- * Business meetings
- * Interviews for employing and basic knowledge of equal opportunity laws
- * Reinforcement of vocabulary and listening skills
- * Business writing

Class Schedule :

Intensive English Program	Business English Program
9:10 - 10:25	9:10 - 10:30
10:45 - 12:00	10:40 - 12:00
13:00 - 13:50	13:10 - 14:30
14:00 - 14:50	

2. Outline of the Philippine Trade Training Centre: PTTC

(1) The PTTC was established by the Philippine government to train personnel in the fields of trade, export inspection, and display in order to maintain trust in the Philippine export products at overseas market and support long-term export growth. the PTTC has been designated as an autonomous organisation under the supervision of the under secretary in International Trade Group, one of the divisions of the Department of Trade and Industry (DTI). Its functions are as follows: 1) to provide comprehensive, specialised training in the trade business 2) to provide training in inspection on quality control necessary to bring non-traditional export products up to international standards; and 3) to provide training for display.

(2) Facilities

Lot size 11,200 m²

Facilities Classrooms, testing and inspection laboratory, display hall, library, office

Number of employees 75

(3) Training Courses

1) Trade training

(a) Trade

Training is divided into four sub-courses, ranging from basic knowledge required for trade business to practical export promotion know-how.

- Introductory course
- Trade fundamentals
- Advanced trade practices
- Techniques for specific products and markets

(b) Staff training

This course is divided into two sub-courses, one for the improvement of trade expertise and marketing techniques for government officials in the fields of export promotion, and one for the training for instructors at PTTC.

- Trade training for government officials
- Trade training for instructors at PTTC

(c) Foreign languages for use in business

Training in business Japanese will be provided to government and private sector personnel over three courses. The holding of courses in other languages is currently under consideration.

- Business Japanese (Level 1)
- Business Japanese (Level 2)
- Business Japanese (Level 3)

2) Export inspection training

(a) Export inspection for wooden products

Trainees will have the opportunity to master specialised technologies and expertise required for the inspection and testing of furniture made from wooden materials, bamboo, and rattan.

- Wooden furniture inspection
- Bamboo furniture inspection
- Rattan furniture inspection

(b) Export inspection for textile products

Trainees will be taught basic know-how required for the manufacture, inspection and testing of textile products. Training will include inspection and testing of raw materials processing and of secondary products. Divided into two courses;

- Basic testing of textile products
- Advanced testing of textile products

(c) Export inspection for foodstuffs

Trainees will be instructed quality control and the inspection and testing techniques required to determine the suitability for export of foodstuffs such as frozen foods, canned and bottled foods, and fruit beverages. Divided into two courses:

- Foodstuffs inspection
- Foodstuffs manufacture

3) Display training

(a) Display management

In one course trainees will improve know-how and analysis skills needed in the export promotion/display management field, while in the other, display design instructors are able to improve their skills.

- Display management I
- Display management II

(b) Display techniques

Trainees will be offered know-how needed to improve their sales of the foreign trade fairs through more attractive displays.

- Display techniques

APPENDIX VII :

EXPORTER REGISTRATION FORM

EXPORTER REGISTRATION FORM (A)

(Please type or print)

Company Name			
Name of President			
Headoffice Address			
Telephone		Facsimile	
Telex		Cable Address	
Type of business	1. Trading 2. Retailing 3. Wholesaling 4. Manufacturing 5. Transportation 6. Construction 7. Mining 8. Other ()		
Line of Products			
Year of Establishment	19	Paid-in Capital	
Annual Sales		No. of Employees	
Annual Sales	1	Bank	Branch
	2	Bank	Branch
Reference (Office Use)			

EXPORTER REGISTRATION FORM (B)

(Please type or print)

Product to Export					HS Commodity Code			
Use of Product								
Specifications, Materials, Features, etc. of Product								
Countries Designated as Preferred Customers								
Initial Order Quantity								
Major Current Export Countries								
Division of Department								
Name of Export Manager								
Contract Address								
Telephone				Fax				
Telex				Cable Address				
Membership of Association								
Reference (Office Use)								

Date: _____

Signature: _____

APPENDIX VIII :

**QUESTIONNAIRE FOR MANUFACTURES AND
LIST OF MANUFACTURERS WHO REPLIED TO
QUESTIONNAIRES**

QUESTIONNAIRE FOR MANUFACTURERS

QUESTIONNAIRES
INTERVIEW SURVEY FOR MANUFACTURERS
Group-D (D-1)

Company Profile

1. Name of Company: _____
2. Address
 - a. Head Office: _____
 Tel. No. _____
 Fax.No. _____
 - b. Branches (if any): _____
 - c. Factories (if difference address from Head Office): _____
3. Established (year): _____
4. Initial Investment Amount: Ksh. _____
5. Present Capital Amount: Ksh. _____
 Major Share Holder (name and nationality)

a. _____	(%)
b. _____	(%)
c. _____	(%)
d. _____	(%)
e. _____	(%)
6. Manpower (Number)

Total Employees:	_____
Management Staff:	_____
Administrative Staff:	_____
Engineers:	_____
Skilled Labour:	_____
Unskilled Labour:	_____

7. Financial Status for Last 5 years (Million Ksh)

	1985	1986	1987	1988	1989
a. Total Sales Amount	_____	_____	_____	_____	_____
- Domestic Sales (%)	_____	_____	_____	_____	_____
- Overseas Sales (%)	_____	_____	_____	_____	_____
b. Total Net Profit Amount	_____	_____	_____	_____	_____

8. Main Company's Products (Percentage of Share in the Total Sales Amount)

a.	(%)
b.	(%)
c.	(%)
d.	(%)
e.	(%)

9. Major Export Items and Overseas Markets

(Items)	(Major Countries)
a.	
b.	
c.	
d.	
e.	

10. Production Capacity

- a. Planned Capacity (100 %)
- b. Present Capacity Utilization (%)

11. Problems Regarding Production

- a. Quality:
- b. Price:
- c. Raw Materials:
- d. Foreign Exchange:
- e. Distribution System:
- f. Transportation:
- g. Manpower:
- h. Others:

12. Others (if any)

Person Interviewed: _____

Interviewer: _____

Date: _____ 1990

QUESTIONNAIRES
INTERVIEW SURVEY FOR MANUFACTURERS
Group-D (D-2)

EXPORT AND TECHNICAL MATTERS

1. Are you exporting your company's products to any foreign countries now ?

If, yes → 2

If, no → 12

2. What products and to which countries are you exporting ?

(Products)	(Quantity)	(Major Countries)
a. _____	_____	_____
b. _____	_____	_____
c. _____	_____	_____
d. _____	_____	_____
e. _____	_____	_____

3. Do you have any new plan for export promotion of your company's present products ?

If Yes, Please let us know about your plan regarding:

a. Products:

b. Overseas Markets (Specify country)

4. Do you have any problems regarding export of your products ?

If yes, mark below where applicable.

[] a. Quality:

[] b. Price:

- c. Raw Materials:
- d. Foreign Exchanges:
- e. Technology:
- f. Manpower:
- g. Government incentive policy and measures for export promotion
 - i) Export promotion policy
 - ii) Export Financing
 - iii) Information services
 - iv) Others

5. What is the most serious problem stated in the previous question No.4
6. What measures are you taking to solve the about problems ?
7. How would you like the Government to solve the problems stated above ?
8. Which companies and/or countries are strong competitors against your company's products ?
9. Do you have any plans to develop new export products and/or new overseas market in the future ?
If yes, please let us know about your plans.

10. Do you have any specific ideas how to facilitate export promotion ?
Consider these options.
- a. Advertisement and publicity through foreign media
 - b. Exhibition both locally and overseas
 - c. Organizing serious selling trade mission
 - d. Sponsoring of incoming trade delegation
 - e. Organizing of fact finding mission
 - f. Organizing of public relation and goodwill mission
11. If a trade promotion center were to be established in Nairobi state functions that your company would drive maximum usefulness and prove most effective ?
- a. Exhibition
- b. Information services
- i) Technical information
 - ii) Market information
- c. Manpower training
- d. Technical advice
- i) Quality assurance
 - ii) Development of new products
- e. Trade consulting services
12. Have you exported your products anywhere so far ?
If yes, why did you stop exporting the products ?
13. Any other ideas regarding your export promotion ?
14. Where did you get information about overseas market ?
- a. Governmental Organisation
- b. Trade Company
- c. KNCC & I
- d. Others (i.e. University, etc.)

15. Do you have any technical development services ?
- a. Governmental Organisation
 - b. Foreign Company and/or Related Company
 - c. Consultants
 - d. Others
16. Are you doing checking and inspection of products ?
- a. Material Inspection (Method): _____
 - b. In processing Inspection (Method): _____
 - c. Final Product Inspection (Method): _____
17. What industrial standard do you apply for product inspection ?
18. What was the percentage of defective products from total products in the month of:
- a. June, 1990 (%)
 - b. July, 1990 (%)
 - c. August, 1990 (%)
19. What major processing machines were installed in your factory ?
- a. _____
 - b. _____
 - c. _____
 - d. _____
20. Do you usually order some parts of processing to be done by other companies ?
If yes, for what reasons mentioned below.
- a. No processing machines
 - b. Low cost of products made by other company
 - c. No technical know-how
 - d. Others

21. What is the most serious technical problem in your company?

- a. Manpower training, technical instructor
- b. Technical information
- c. Maintenance, spare parts, etc.
- d. Utility
- e. Others

Person Interviewed: _____

Interviewer: _____

Date: _____ 1990

LIST OF MANUFACTURERS

NAIROBI

26

NAME OF MANUFACTURER	ADDRESS AND TELEPHONE	PRODUCTS	No. of STAFF (EXPORTER)	EST. YEAR (CLASS)
Associated Battery MFG (EA) Ltd.	P. O. Box 48917 TEL: 558022/558489 558589	Vehicle batteries	320 E	1964
			Africa M. East	NR-8
Bhupco Textile Mills Ltd.	P. O. Box 30569 TEL: 27700/29761	Fabric	180 D	1972
				NR-5
Car & General (K) Ltd.	P. O. Box 20001 TEL: 540860 fax: 545761	Retead tyres	1237 F	1936
			Africa	NR-8
Cooper Kenya Ltd. (Welcome Kenya)	P. O. Box 40596 TEL: 580612	Dip chemicals	100 D	1990
			Africa	NR-4
Dawa Pharmaceuticals Ltd.	P. O. Box 47105 TEL: 802401-6 fax: 802463	Antibiotic caps/tabs	198 D	1974
			Yugoslavia Africa	NR-4
East African Packaging Industries Ltd.	P. O. Box 30146 TEL: 556011 fax: 543832	Corrugated boxes Papersacks	755 F	1959
			Africa	NR-1
Eastern Engineering Works Ltd.	P. O. Box 45657 TEL: 558132/554850 543642	General Engineering	33 B	1961
				NR-8
Hebatullah Brothers Ltd.	P. O. Box 41008 TEL: 543317 fax: 543024	Building glass	45 B	1936
			Africa	NR-7
Johnsons Wax East Africa Ltd.	P. O. Box 18373 TEL: 557377/557388 fax: 542182	Insecticides	33 B	
			Africa	NR-4
Kabazi Cannery	P. O. Box 41521 TEL: 543707/8	Beans in tomato source	105 D	1963
			Africa	NR-2
Kazuri Ltd.	P. O. Box 24276 TEL: 882362 fax: 882501	Ceramic jewellery	116 D	1975
			Europe	NR-9
Kenya Peanuts Company Ltd.	P. O. Box 45276 TEL: 338024/221388 fax: 340046	Peanuts in tins & packets	22 B	1972
				NR-2

King International Ltd.	P. O. Box 78108 TEL: 559951/2	Paints & varnishes	37 B	1987 NR-4
Mann Manufacturing Co.	P. O. Box 18193 TEL: 556171/558739 fax: 555582	Exhaust pipes	60 C	1969 NR-8
Mission for Essential Drugs & Supplies	P. O. Box 39354 TEL: 544244/5 542290		30 B	1987 NR-4
Mutmac Crafts	P. O. Box 42461 TEL: 552301/798005	Hand crafts	8 A	1987 NR-9
Nalin Nails Works Ltd. Group of Companies	P. O. Box 43530 TEL: 559000 fax: 542041	Fencing products	1600 F Africa Europe P. T. A.	1955 NR-8
Nestle Foods Kenya Ltd.	P. O. Box 30265 TEL: 541880	Nescafe Milo	125 D Africa	1965 NR-2
Raymond	P. O. Box 48989 TEL: 330014 P. O. Box 735 Eldoret TEL: 2811	Suiting materials	2900 F U. K. P. T. A. India	1967/68 NR-5
Rofeysta Investments	P. O. Box 47996 TEL: 565097	Hand crafts	6 A Europe	1987 NR-9
Rubani Engineering Works Ltd.	P. O. Box 40439 TEL: 554968	Industrial component	23 B	1959 NR-8
Santowels Ltd.	P. O. Box 45484 TEL: 227292/333674	Sanitary towels	40 B Africa	1972 NR-9
Seracoatings Ltd. Serafric Co. Ltd.	P. O. Box 48425 TEL: 556811/556871	PVC coating	250 E P. T. A.	1970 NR-7
Sunflag Textile (K) Ltd.	P. O. Box 41627 TEL: 559711	Filament yarn	700 F Eurpoe	1961 NR-5
Supero Crafts	P. O. Box 8162 TEL: 502034	Hand crafts	7 A	1986 NR-9
Welding Alloys Ltd.	P. O. Box 46135 TEL: 558922 fax: 540186	Consumables	34 B Africa	NR-8

NAME OF MANUFACTURER	ADDRESS AND TELEPHONE	PRODUCTS	No. of STAFF (EXPORTER)	EST. YEAR (CLASS)
African Fibre Exporters Ltd.	P. O. Box 188 TEL: 43141 fax: 44644	Sisal Papyrus mats	20 B	1974
			Spain Asia	KS-9
De-Luxe Furnishing House	P. O. Box 841 TEL: 43141 fax: 44644	furniture	40 B	1956
				KS-1
Equatorial Bottlers Ltd.	P. O. Box 780 TEL: 41267/8	Coca Fanta	149 D	1965
				KS-2
Foam Mattresses	P. O. Box 230 TEL: 40283	Foam mattresses	52 C	1980
				KS-5
Impala Garments Ltd.	P. O. Box 607 TEL: 44041/44934.	School uniforms	80 C	1966
				KS-5
Kasuku Drapers 1990 Ltd.	P. O. Box 243 TEL: 41500	Government uniforms	30 B	1990
				KS-5
Kenya Fishnet Industries Ltd.	P. O. Box 1878 TEL: 43532/41985	Nylon fishing net	100 D	1971
				KS-9
Kenya Matches Ltd.	P. O. Box 100 TEL: 45268/9	Safety matches	300 E	1980
			Uganda	KS-4
Kibos Industries	P. O. Box 44 TEL: 3250/40241	Rice Sunflower seed oil	100 D	1965
				KS-2
Lake Side Fly Tyers	P. O. Box 927 TEL: 44942	Artificial fishing flies	18 A	1977
			Europe	KS-9
M/S Kenby Caries Ltd.	P. O. Box 64 TEL: 42767 fax: 43433	Manufacturer electric cables	12 A	1978
				KS-8
Reliance Engineering Co.	P. O. Box 197 TEL: 2092	Repairs Suger cane crusher	12 A	1946
			Tanzania Uganda	KS-8

Swan Millers Ltd.	P. O. Box 708 TEL: 40464	Wheat/malz flour	53 C	1982 KS-2
Modern Body Builders	P. O. Box 865 TEL: 40726/43185	Vehicle bodies	5 A	1960 KS-8

NAKURU

14

NAME OF MANUFACTURER	ADDRESS AND TELEPHONE	PRODUCTS	No. of STAFF (EXPORTER)	EST. YEAR (CLASS)
ABC Foods, Nakuru	P. O. Box 7465 TEL: 2198	Animal feed	70 C	1952 NK-2
Copac Ltd.	P. O. Box 7040 TEL: 41248 fax: 43362	Sheet & processed steel	40 B Germany	1973 NK-8
Elianto (K) Ltd.	P. O. Box 7333 TEL: 3501	Edible oil	165 D	1974 NK-2
Kapi Ltd.	P. O. Box 252 TEL: 43986/44539	Mosquito coils	100 D Europe Africa	1964 NK-4
Londra Ltd.	P. O. Box 1278 TEL: 42115/6 fax: 44748	Textiles Yarn Garments	404 E	1964 NK-5
Menengai New Tyre Retreading Co. Ltd.	P. O. Box 1446 TEL: 2681/41640 fax: 42598	Retread tyres	36 B	1971 NK-8
Menengai Soap Factory Ltd.	P. O. Box 1202 TEL: 41555 fax: 41834	Laundry soap	60 C	1990 NK-4
Nakuru Aluminium Works Ltd.	P. O. Box 7126 TEL: 43580	Aluminium dairy holdwares	40 B Africa	1974 NK-8
Nakuru Industries Ltd. (Nakuru Blanket Industries)	P. O. Box 22 TEL: 41777 fax: 45777	Blankets	800 F Africa	1960 NK-5
Nakuru Tanners Hide Skins	P. O. B 225 TEL: 45146	Semi wet blue hide	97 C Europe	1972 NK-6

Rift Valley Products Ltd.	P. O. Box 1023 TEL: 2071/3425	Cooking oil	65 C	1956
				NK-2
Simba Posho Mills	P. O. Box 1444 TEL: 2295	Maize	6 A	1958
				NK-2
Spines Knit Ltd.	P. O. Box 1478 TEL: 41641	Industrial yarn Knit wear	656 F	1982
			Africa	NK-5
Subukia Tea Co. Ltd.	P. O. Box 568 TEL: Bahati 235	Tea	600 F	1970/80
			Asia U.K.	NK-2

MOMBASA

6

NAME OF MANUFACTURER	ADDRESS AND TELEPHONE	PRODUCTS	No. of STAFF (EXPORTER)	EST. YEAR (CLASS)
Associated Vehicle Assemblers Ltd.	P. O. Box 86344 TEL: 433311 fax: 433864	Contract manufacturing & assembly of vehicles	590 F	(1974)
				1977 MB-8
'K' Boat Service Ltd.	P. O. Box 82345 TEL: 315803 fax: 313852/315807	Boat hire service	35 B	1967
				MB-9
Kisumuwala Oil Industries Ltd.	P. O. Box 98107 TEL: 491939/491600 fax: 492552	Imported palm oil & fats	19 A	1972
			U.K.	MB-2
M/S Metro Engineering Welding Works	P. O. Box 82319 TEL: 26412	Local manufacturing	17 A	1952
				MB-8
Samaki Industries (Kenya) Ltd.	P. O. Box 84708 TEL: 315490/1 fax: 311129	Frozen fish	80 C	1965
			Japan Germany	MB-2
Umoja Rubber Products Ltd.	P. O. Box TEL: 24630/21453 fax: 313235	Micro rubber sheets	50 C	
				MB-9

NYERI

2

NAME OF MANUFACTURER	ADDRESS AND TELEPHONE	PRODUCTS	No. of STAFF (EXPORTER)	EST. YEAR (CLASS)
Highlands Mineral Waters	P. O. Box 9 TEL: 2390 fax: 2296/2381	Tangawizi Babito Lemonade	79 C	1947
				NY-2
United Africa Bakery	P. O. Box 170 TEL:	Bread Scons	4 A	1964
				NY-2

EMBU

2

NAME OF MANUFACTURER	ADDRESS AND TELEPHONE	PRODUCTS	No. of STAFF (EXPORTER)	EST. YEAR (CLASS)
Kinyanjui Saw Mill	P. O. Box 721 TEL: 20142	Timber	16 A	1985
				EB-1
Prime Tile Ltd.	P. O. Box 1060 TEL: 20566/20489	Tiles	8 A	1984
				EB-7

THIKA

6

NAME OF MANUFACTURER	ADDRESS AND TELEPHONE	PRODUCTS	No. of STAFF (EXPORTER)	EST. YEAR (CLASS)
Booth Manufacturing Africa Ltd.	P. O. Box 30057 NBO TEL: 22937 559434 NBO (Chandaria Group)	Aluminium extrusion Cooper Brass	63 C	1977
			Africa U. K.	TK-8
Bulleys Tanneries Ltd.	P. O. Box 15 TEL: 21941 fax: 0151-22387	Wet blie hides	270 E	1949
			Europe India	TK-6
Kenya Paper Mill Ltd. (Chandaria)	P. O. Box 390 TEL: 21298	Carton Files	165 D	1968
				TK-1
Kenya Tanning Extract Co., Ltd.	P. O. Box 1 TEL: 21680/1/2	Solid extract	108 D	1934
			Asia	TK-6
Kenya Vehicle Manufacturers Ltd.	P. O. Box 1436 TEL: 21711/5 fax: 21689		579 P	1974
			Uganda	TK-8
Popular Industry Ltd.	P. O. Box 1576 TEL: 21785	Aluminium molded goods	28 B	1988
				TK-8

ELDOR ET

8

NAME OF MANUFACTURER	ADDRESS AND TELEPHONE	PRODUCTS	No. of STAFF (EXPORTER)	EST. YEAR (CLASS)
Agri-Vet Ltd.	P. O. Box 1058 TEL: 22849 fax: 31383	Blood meal	25 B	1982 ED-3
Eldo Tread Tyre Co. Ltd.	P. O. Box 15 TEL: 22416	Retread job	7 A	1984 ED-8
Eldoret Fabricators	P. O. Box 3327 TEL: 32465	Rear bicycle seats	10 A	1985 ED-8
Hamerkop Export/Import Kenya	P. O. Box 1058 TEL: 22849 fax: 31383	Blood meal Textile?	3 A Malawi	ED-2
Ken-Knit Kenya Ltd.	P. O. Box 142 TEL: 32644/5 P. O. Box 46538 NRB TEL: 227509	Sweaters Blankets Yarn	850 F U. K. Africa	1966 ED-5
Maiz Ltd.	P. O. Box 66 TEL: 32792	Maiz meal	56 C	1974 ED-2
Ram Singh Saw Mills	P. O. Box 215 TEL: 22745	Timber sawn	50 C	1950 ED-1
Rift Valley Bottlers Ltd.	P. O. Box 51 TEL: 32001/5	Soft drinks	300 E	1978 ED-2

APPENDIX IX :
ANALYSED DATA OF QUESTIONNAIRES

Kind of Business

- | | |
|-------------------------|---------------------------|
| 1. Wood & Wood Products | 6. Leather & its Products |
| 2. Food Processing | 7. Non-Metallic Mineral |
| 3. Feed & Fertilizers | 8. Metal Processing |
| 4. Chemicals | 9. Others |
| 5. Textile & Garmets | |

NUMBER OF EMPLOYEES

Kind of Business Number of Employees	1	2	3	4	5	6	7	8	9	Total
1 - 19 (A)	1	4	0	0	0	0	1	6	4	16
20 - 49 (B)	1	2	1	3	1	0	1	7	3	19
50 - 99 (C)	1	6	0	1	2	1	0	2	1	14
100 - 199 (D)	1	5	0	3	1	1	0	0	2	13
200 - 499 (E)	0	1	0	1	1	1	1	1	0	6
500 - (F)	1	0	0	0	5	0	0	4	0	10
Total	5	18	1	8	10	3	3	20	10	78

YEAR OF ESTABLISHED

Kind of Business Year	1	2	3	4	5	6	7	8	9	Total
-50's	3	4	0	0	0	2	1	5	0	15
60's	1	6	0	1	6	0	0	4	1	19
70's	0	6	0	1	1	1	1	7	5	22
80's & '90	1	1	1	5	3	0	1	3	3	18
Total	5	17	1	7	10	3	3	19	9	74
No Answer	0	1	0	1	0	0	0	1	1	4

TOTAL SALES AMOUNT

Kind of Business Total Sales	1	2	3	4	5	6	7	8	9	Total
- 5 (Mil. Ksh)	3	4	0	1	0	0	0	10	2	20
- 10	0	2	0	0	0	0	0	1	2	5
- 50	0	5	0	1	2	1	1	3	1	14
- 200	1	5	0	2	3	1	0	2	0	14
200 -	1	0	0	0	2	0	0	2	0	5
Total	5	16	0	4	7	2	1	18	5	58
No Answer	0	2	1	4	3	1	2	2	5	20

NET PROFIT

Kind of Business	1	2	3	4	5	6	7	8	9	Total
Net Profit										
- 0.5 (Mil. Ksh)	1	1	0	1	0	0	0	4	1	8
- 1.0	0	1	0	0	0	0	0	1	1	3
- 5.0	0	3	0	0	2	0	0	0	0	5
- 10.0	0	0	0	2	1	1	0	0	0	4
10.0 -	1	0	0	0	0	0	1	3	0	5
Total	2	5	0	3	3	1	1	8	2	25
No Answer	3	13	1	5	7	2	2	12	8	53

TOTAL SALES AMOUNT (/MANPOWER)

Kind of Business	1	2	3	4	5	6	7	8	9	Total
Total Sales										
-100 (.000 Ksh)	3	2	0	1	1	0	0	3	2	12
-200	0	5	0	0	3	0	1	5	3	17
-300	0	3	0	1	0	1	0	5	0	10
300-	2	6	0	2	3	1	0	5	0	19
Total	5	16	0	4	7	2	1	18	5	58
No Answer	0	2	1	4	3	1	2	2	5	20

RATIO OF PROFIT

Kind of Business (%)	1	2	3	4	5	6	7	8	9	Total
-2 %	0	0	0	1	0	0	0	1	0	2
-5 %	0	5	0	1	1	0	0	1	1	9
-10 %	1	0	0	0	2	1	0	3	1	8
10 % -	1	0	0	1	0	0	1	3	0	6
Total	2	5	0	3	3	1	1	8	2	25
No Answer	3	13	1	5	7	2	2	12	8	53

ITEMS OF COMPANY'S PRODUCTS

Kind of Business Number of Item(s)	1	2	3	4	5	6	7	8	9	Total
0	0	1	0	1	0	0	0	2	1	5
1	2	4	0	2	2	0	2	4	5	21
2	1	4	0	1	1	1	0	6	2	16
3	0	2	0	2	5	2	0	5	1	17
4	1	4	0	0	1	0	1	0	1	8
5	1	3	1	2	1	0	0	3	0	11
Total	5	18	1	8	10	3	3	20	10	78

EXPORT ITEMS

Kind of Number of Item(s)	1	2	3	4	5	6	7	8	9	Total
0	4	12	1	3	5	0	1	11	5	42
1	0	2	0	1	2	3	1	6	4	19
2	1	2	0	0	1	0	0	1	1	6
3	0	1	0	4	1	0	0	1	0	7
4	0	1	0	0	0	0	1	0	0	2
5	0	0	0	0	1	0	0	1	0	2
Total	5	18	1	8	10	3	3	20	10	78

KIND OF CHECKING AND INSPECTION

Kind of Kind of Business Inspection	1	2	3	4	5	6	7	8	9	Total
Material Inspection	4	14	0	7	9	3	3	16	6	62
Inprocessing Ins.	2	13	0	7	8	3	1	16	7	57
Final Product Ins.	4	16	0	7	10	3	2	16	9	67
Total	10	43	0	21	27	9	6	48	22	186
No Answer	1	2	0	1	0	0	1	2	1	8

CAPACITY UTILIZATION

Kind of Business (%)	1	2	3	4	5	6	7	8	9	Total
- 20 %	0	1	0	0	1	0	0	0	0	2
- 40 %	0	5	0	0	0	0	0	6	2	13
- 60 %	2	4	1	5	4	0	0	7	4	27
- 80 %	3	5	0	2	3	0	1	3	0	17
- 100 %	0	1	0	0	2	1	0	2	0	6
Total	5	16	1	7	10	1	1	18	6	65
No Answer	0	2	0	1	0	2	2	2	4	13

APPENDIX X :

**CONSTRUCTION ENVIRONMENTS
FOR TPC**

APPENDIX X CONSTRUCTION ENVIRONMENTS FOR T.P.C.

2.1. Climate

Temperature in Nairobi (1983 - 1988)

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
Mean Max.	26.8	27.9	27.9	25.6	24.4	23.6	23.8	23.9	26.0	27.2	25.5	25.6
Mean Min.	12.5	12.5	13.6	15.0	14.0	11.7	11.7	10.6	14.3	12.8	13.6	12.6

Source: Statistical Abstract, 1989 Central Bureau of Statistics

Rainfall in Nairobi (1958 - 1980)

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
Mean (m/m)	49	52	72	144	127	25	12	15	20	38	134	74
Highest	151	305	203	348	373	121	58	52	78	162	484	276
Lowest	0	0	1	1	12	0	0	0	0	1	27	6
Max. 24 hour fall	60.2	76.2	68.4	101.9	71.9	45.5	19.8	38.1	36.8	67.6	54.4	112.3

Source: Station record

Relative Humidity in Nairobi (1958 - 1980)

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
Mean at (12:00)	43	39	41	52	54	53	54	52	44	41	52	49

Source: Station record

2.2. Infrastructure

Infrastructure has been investigated only for site No.1, as it is the only site which location is actually decided.

(1) Access Roads

The site No.1 is served by the main Nairobi to Mombasa highway which is partly dual carriageway. From the city centre towards Mombasa, the road is in an excellent state with high level of service. This road runs parallel to the south-western boundary of the site No.1 and has a road reserve of 80m width.

On the north-eastern boundary of the plot a service road with a pavement with 6.5m runs parallel of it. The pavement structure is in good condition, with a road reserve of 60m width.

(2) Water Supply

A 300mm, bitumen coated steel water main is located on the south western boundary of the site No.1 in the road reserve of Mombasa highway at the junction with Airport road and Mombasa highway, the water main turns left and is located on the south-west boundary of the site in the road reserve. The pressure head is reported as being 45m. The quality of the water is to portable standards.

(3) Drainage System

The site is not served by a trunk sewer. Trunk sewers are located in the area but some distance from the site. It is recommended that the possibilities, of connecting the site to the trunk sewer in the area of the Kenya Oil Pipeline housing scheme, which would require a connecting main at approx. 600 to 1,000m length. If this trunk sewer does not have the required capacity the option of connecting to the Embakasi Village scheme, or the Ngong river sewer could be investigated. The option of construction own sewerage plant remains.

A storm water system exists along the south-western boundary of the site.

(4) Electric Power Supply

Kenya Power & Lighting Co., Ltd. has high voltage networks in Nairobi ranging from 11kv to 132kv. Along side of Airport road power line exists.

(5) Telephone

Telephone lines are installed along the south-western boundary of the site.

2.3. By-Laws

- (1) Ground coverage is 35% without sewer connection, and 80% with sewer connection.
- (2) The plot development ratio is 300%.
- (3) Set back from the road is 9m.

2.4. Building Materials

Most of the building materials are readily available in Kenya. A wide range of fittings relating to the building are manufactured or assembled in Kenya. Some numbers of special items such as lifts, escalators and particular grade of fittings which are not available locally have to be imported.

Occurring materials such as sand, stone and ballast are readily available, particularly in the Nairobi area. Timbers, such as cypress, camphor and pine are available. The more exotic timbers such as cedar, mahogany and the olive woods are now very difficult to purchase locally.

A good quality cement is manufactured locally. Early ordering of large amounts is necessary to overcome variations in its availability.

Building trade items such as glass, reinforcing steel, roof tiles, floor tiles, metal windows, p.v.c. pipes, concrete pipes, lighting fittings, plumbing items, paints nails, bolt, and so fourth are readily available. Any items not available, either manufactured or imported, can be imported by the contractors.

