

TERM OF REFERENCE  
STUDY OF MASTER PLAN FOR LEATHER INDUSTRY DEVELOPMENT

DEPARTEMEN PERINDUSTRIAN  
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JAKARTA SELATAN



TERM OF REFERENCE

STUDY OF MASTER PLAN FOR LEATHER INDUSTRY DEVELOPMENT

1. Project Title : Study of Master Plan for Leather Industry Development.
2. Location : Java, Sumatera, Eastern Region of Indonesia
3. Executing Agency : Directorate of Leather & Leather Products Industry, Directorate General of Multifarious Industries.
4. Objectives : To set up a Master Plan for Leather Industry Development.
5. Project description: Scope of the proposed project covers :
  1. To set up the integrated base data system for leather and leather product industries and to analyse the data.
  2. To analyse the technical aspects and industrial structure of leather and leather and product industries.
  3. To present the general overview of the leather product industries and the trend of their growth which include the condition of leather industry in other major countries.
  4. To plan and design restructurization program for 10 (ten) large companies as producing exporters and 10 (ten) small & medium companies which are supporting industries and potential as indirect exporters.
  5. To improve the role of leather and leather product industries in giving contribution to national targets such as economic development, export growth, employment absorption and infrastructure development for strengthening the national industrial structure.  
contribution
6. Scope of Assistance Required :

a. Expert service	: 42 m.m.	= US\$. 420,000.
b. Fellowship	: 16 m.m.	= US\$. 80,000.
c. Equipment	:	
Total	:	US\$. 500,000.

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STUDY OF MASTER PLAN FOR LEATHER INDUSTRY DEVELOPMENT

I. BACKGROUND AND SUPPORTING INFORMATION.

1. The Role of Leather and Leather Products Industry.

The leather and leather products industries have increased and grown rapidly in the world. The total production of the leather and leather product industries in the world in 1990 reached US\$. 15.99 billion. The Indonesia's exports of the leather and leather products in 1990 amounted to US\$. 32.29 million, or about 0,20 % of the world's total production. In 1993 leather and leather products exports stayed on the third rank after textiles, wood and rattans exports.

With an estimation of industrial growth of about 8.30% per year the total world production in the year 2000 will reached US\$. 50,000 billion.

The national export target of leather and leather products is US\$. 2.47 billion in 1998 and US\$. 2.94 billion in 2000. Development of leather and leather product will give contribution to the promotion of non oil/gas export which is targeted to be 55 billion US\$. in 1998. Based on the above mentioned facts the industry has potential to support the development of small scale industry which will create new employment, new entrepreneurship and business opportunities as supporting industry for leather and leather products industries. The consumers of leather and leather products should not be limited to the high and middle class people only but also include the lower one, therefore the production centres of leather and leather products could be found all over Indonesia.

2. The Condition of National Leather and Leather Products.

The domestic production of leather and leather products is not so strong because of the weakness of its industrial structure. As the production capacity for high quality hides is still comparatively low in Indonesia, the exports will mainly consist of finished leather. It causes leather products industries are dependent on Australia and European Suppliers for their leather processing materials. The consumers tastes change rapidly, therefore the design and technology process are the main factor that should be improved to strengthen the comparative advantages of leather industries. Because of limited creativity, skills on new technology owned by the workers, the industries sometimes lose chances in the prospective market. There are currently 1095 manufacturers and 8.459 artisans of leather and leather products and they are classified as follows :

a. Medium and large industries.

Products	No. of Unit	Capacity
- Leather	97	70,994 ton
- Shoes and footwear	926	284,697 pairs (million)
- Leather goods	72	70,60 pieces (million)

b. Small Scale Industries.

Products	No. of Unit	Production Value (Rp. Million)
- Leather	489	7.021,65
- Shoes and footwear	4.579	12.774,43
- Leather goods	3.385	47.410,41.

Some important components are still imported it indicates that it has low value added. The structure of the domestic industries is not so good as those in developed countries therefore life of the products, the price and design cannot compete in global local market.

In order to develop the leather industry, and solve the existing problems, a study of master plan leather development is considered necessary to be carried out.

## II. DESCRIPTION OF THE PROJECT.

(1). Project Tittle :

Study of master plan for leather industry development.

(2). Objectives :

To set up a master plan for leather Industry development which will cover the following recommendation :

- General review of leather and leather products and the trend for their local and export markets.
- Technical aspects and the structure of leather and leather products industry.
- Priority of development programme of the industries.
- Production factors and the competitive advantages.
- Manpower resources problem, especially for skilled labor.
- Demand projection of leather & leather products for the domestic and global markets.
- Investment and trade policy for the domestic and global markets.
- To develop and set up strategy for the export market target of leather and leather products.
- To follow up policy for market penetration.

(3). Project Description : Scope of work.

- a. To collect and set up an integrated base data system for National leather and leather products industries which will be the basic detail of data analysis about leather and leather products in Indonesia. The analysis can be done totally or partly.
- b. To analyze the technical aspects and the industrial structure of the domestic leather and leather products industries and to illustrate about the implication of the strategy and the priority for institutional development programme.
- c. To survey the problems of manpower needs and development.
- d. To present the general overview of the leather and leather products and trend of their growth, and include the description of leather industries condition in other major countries.
- e. To provide the fact of analysis and competitive advantages cost of every market segment.
- f. To forecast the demand of the leather and leather products for the next ten years.
- g. To formulate investment policy and trade analysis, to include the impact of development to the sub sector of leather and leather products.
- h. To discuss the changes and penetration strategies in order to promote the export leather products.
- i. To make synthesis from analysis results as input on the recommendation policy development.
- j. To plan and design the restructuration programme for 10 big companies as a producing exporter and 10 small and medium companies which are supporting industries and potential as indirect exporters.

III. PLAN OF OPERATION.

The implementation of the master plan of leather industry development will consist of three phases and it will 10 (ten) months.

1. First phase, to cover preparation, negotiation, term of references assesment, and study planning comprehension. This work would require the services of local leather expert and a system analyst who will initiate these tasks, to include actual collection of data for the market survey and other information, 2 (two) months.

2. The second phase, to cover research and implementation of the field study to discover the actual condition and some problems. The result will be discussed with the leather associations, universities, leather businessmen and others 6 (six) months.
3. The third phase, to prepare the draft report, and the final report of the study, 2 (two) months.

#### IV. CONTRIBUTION TO THE PROJECT.

##### 1. External Contribution.

1. The donor country is expected to finance the implementation of study as a grant. It also provides the experts for processing technology marketing.
2. Indonesia Government's Contribution. Counterpart staff will be made available to assist the expert in the implementation of the study.

#### V. OUTPUT OF THE PROJECT.

Output of the national study :

1. The national development strategy of the sub sector of leather and leather products industry will be prioritised on increasing the competitive advantages and high efficiency and the government policy, such as : fiscal policy, monetary, banking, tariff and trade and other incentive policies.
2. Restructurization programme for the leather products sector with the priority, and according to strategy, including the investment needs, budget and technical assistance for the leather and leather products.
3. Mater plan for leather industry development which will be used to improve the role of leather and leather products in giving contribution to the national targets, namely : Economic development, export growth, employment absorption and infrastructure development to strengthen the national industrial structure.

#### VI. IMPLEMENTATION.

1. The duration of the national leather study will be 10 (ten) months and the reports of this study consist of :
  - a. Interim report
  - b. Final report.

2. Every phase will be discussed in a one day seminar. The participants of the seminar will include surveyors, leather associations, universities, leather research institute and other government institutions.
3. The final Report :
  - a. 30 copies of final report (main report & appendices) in the English language and 30 copies in the Indonesian language.
  - b. 30 copies of executive summary report.



Dec. 7, 1995  
 HAYASHI Mitsuhiro  
 (JICA/ MOI)

**LIST OF PROJECT/TECHNICAL ASSISTANCE PROPOSALS  
 IN INDUSTRIAL SECTOR FOR BLUE BOOK OF FY 1996**

No.	Project Title	Responsible Unit of MOI	Remarks
<b>I.</b>	<b>Proposals for Project Assistance</b>		
1.	Replacement of Urea Plant of PT Pupuk Kujang (ID/90946)	Directorate General of Chemical Industries	
2.	Construction of Urea Plant Unit II of PT Pupuk Iskandar Muda (ID/940948)	Directorate General of Chemical Industries	
<b>II.</b>	<b>Proposals for Technical Assistance</b>		
1.	The Second Stage Development Project of the Chemical Industry Development and Training Center	Secretariat General	
2.	Development of Cocoa Processing Industries in Indonesia	Directorate General of Agro-based Industries	
3.	Development Study on Processing of Soy-based Foods and Beverages	Directorate General of Agro-based Industries	
4.	Technical Assistance for Textile Industry Restructurization	Directorate General of Multifarious Industries	
5.	Technical Assistance on Tennis and Badminton Rackets Industry	Directorate General of Multifarious Industries	

No.	Project Title	Responsible Unit of MOI	Remarks
6.	Development of Silk Industry in Indonesia	Directorate General of Multifarious Industries	
7.	Study for Development of Pulp and Paper Industry	Directorate General of Chemical Industries	
8.	Study for Development of the Intermediate and Downstream Petrochemical Industry	Directorate General of Chemical Industries	
9.	Study for Development of Special Inorganic Chemical Industry	Directorate General of Chemical Industries	
10.	Study on Industrial Manpower Apprenticeship Training	Directorate General of Metal, Machinery & Electronic Industries	
11.	Development of Foundry Center for Small- and Medium-Scale Industry	Directorate General of Metal, Machinery & Electronic Industries	
12.	Study on Establishment of Electronic Training Center	Directorate General of Metal, Machinery & Electronic Industries	
13.	Apprenticeship Training of Ministry of Industry on International Policy Planning	Directorate General of Metal, Machinery & Electronic Industries	

No.	Project Title	Responsible Unit of MOI	Remarks
14.	Master Plan for Development of Special Steel Industries	Directorate General of Metal, Machinery & Electronic Industries	
15.	Study on Technology Development of Steel Industry	Directorate General of Metal, Machinery & Electronic Industries	
16.	Development and Application of Magnesia Calcia Carbon Refractory	Agency for Industrial Research and Development	
17.	Development of Lithium Alumino Silicate Glass Ceramic from Domestic Raw Materials	Agency for Industrial Research and Development	
18.	Strengthening of IRDLAI's (Institute for Research and Development of Leather and Allied Industries) capability for Rubber Compounding and Processing Technology	Agency for Industrial Research and Development	
19.	Strengthening of IRDLAI's (Institute for Research and Development of Leather and Allied Industries) Capability for Fashion and Design	Agency for Industrial Research and Development	
20.	Strengthening of Calibration and Testing Services	Agency for Industrial Research and Development	
21.	Development of Fruits Processing Technology for Small-sale Industries	Agency for Industrial Research and Development	

No.	Project Title	Responsible Unit of MOI	Remarks
22.	Waste Control Development of Metal and Machinery Industries	Agency for Industrial Research and Development	
23.	Supporting Industries Development in Casting Products for Automotive Components	Agency for Industrial Research and Development	
24.	Electronic Development Center (EDC)	Agency for Industrial Research and Development	
25.	Implementation of Ecolabelling System (ISO 14000)	Agency for Industrial Research and Development	
26.	Master Plan for Industrial Technology and Human Resources Development (ITHRD II)	Agency for Industrial Research and Development	ADB
27.	Development Project For Women Entrepreneur in Eastern Part of Indonesia	Agency for Development of Small-scale Industries	
28.	Assesment and Enhancement of TSU's (Technical Service Unit) Role in the Development of Small Industries	Agency for Development of Small-scale Industries	
29.	Pilot Project for Strengthening and Integration of Small Industry Service Center	Agency for Development of Small-scale Industries	

No.	Project Title	Responsible Unit of MOI	Remarks
30.	Project on SME Development through Implementation of ISO 9000	Agency for Development of Small-scale Industries	
31.	Study on the Development of Rural Industries in Three Selected Areas	Agency for Development of Small-scale Industries	
32.	Master Plan for Industrial Business Networks	Secretariat General	AUSAID
33.	Strengthening of Management for Industrial Manufacturing	Secretariat General	AUSAID

Source: " DAFTAR USULAN BANTUAN PROYEK/TEKNIK TAHUN 1996," prepared by Bureau for Planning, Secretariat General, Ministry of Industry

**DAFTAR USULAN PROYEK  
BANTUAN TEHNIK JICA DEVELOPMENT STUDY  
TAHUN 1996/1997**

NO.	NAMA PROYEK	BIAYA US\$	KETERANGAN
1.	Study on the Restructuring and The Development of Agro Industry	680.000	Blue Book 1995/1996
2.	Development of Wood Working Industry <i>Purial</i>	480.000	Blue Book 1995/1996
3.	Study on the Development of Small Scale Industry In 3 (three) Selected Areas	440.000	Blue Book 1995/1996
4.	Study on the Establishment of Japan-Indonesia Institute for Engineering Service	610.000	-
5.	Study on the Improvement of Art Ceramic Quality In the Eastern Region of Indonesia through the exertion of Woman Work Force	500.000	-
6.	Technical Assistance In Quality Assurance Improving Competitiveness of Indonesian Textile Products Through Quality Improvement	600.000	-

Australia

W/B ?

Australia

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**DAFTAR USULAN  
PROJECT--TYPE TECHNICAL COOPERATION JICA  
TAHUN 1996/1997**

NO.	NAMA PROYEK	DANA (US \$)
1.	940-962 Pilot Project for Strengthening of Integrated Small Industry Service Centre	630.000
2.	941-188 Assistance to Small and Medium Scale Metal Working Industry	2.050.000
3.	-- Product Design and Packaging Development for Handicraft Industry	475.000
4.	-- Development of Wood Working Industry	480.000
5.	-- Technical Assistance to Toys Industries	1.400.000
6.	-- Developing Integrated Agro Industrial Estate	1.600.000
7.	-- Developing Cluster Industry of Food Crops and Horticulture	2.000.000
8.	-- Establishment of Management System for Industrial Waste Audit	1.450.000
9.	-- Application of Eco-Friendly Production Process for Industry	1.270.000
10.	-- Industrial Utilization of Bacterial Cellulose	867.000
		12.222.000

DAFTAR

**LIST OF PROPOSED PROJECT PROPOSALS  
ON DEVELOPMENT STUDY (JICA ASSISTANCE)**

NO	TITLE	OBJECTIVES	COST(US\$)	IMPLEMENTING UNIT
1.	Study on the Restructuring and the Development of Agroindustry (Blue Book 1995/1996)	<ol style="list-style-type: none"> <li>1. To formulate a program of restructuring and modernization to increase the competitiveness of agroindustry.</li> <li>2. To formulate an action plan for development (technology, human resources) policies for capital investment, finance and trade regulation which support the development of agroindustry principally in the framework of anticipating the GATT agreement.</li> <li>3. To formulate prospective types of competitive agroindustry competitive which is potential, to give high added value.</li> </ol>	860.000	Dit.Gen Agro Industry.
2.	Master Plan for Development of Non Ferrous Industry (Blue Book 1994/1995)	To set up master plan for broadening the structure of non ferrous processing industry in the basis of sound and action oriented plan.		Dit.Gen of Metal, Machinery and Electronic
3.	Master Plan for Leather Industry Development (Blue Book 1994/1995)	To set up a master plan for leather industry development which will issue the recommendation such as national development strategy for leather and leather product industry, government policy and restructuring programme.	500.000	Dit.Gen Multifarious Industries



NO	TITLE	OBJECTIVES	COST(US\$)	IMPLEMENTING UNIT
4.	Study of Establishment of Engineering Training Centre (Blue Book 1994/1995)	To provide a feasible recommendation for establishing a center for special training in engineering industry, such as mechanical equipment, piping, electrical equipment, instrumentation (design) and equipment/piping instrumentation (construction).	525,000	Sec. Gen./Pusbiniat
5.	Study for Development Oleo Chemical (Blue Book 1994/1995)	To develop the oleo-chemical industry in order to produce new products of basic oleo-chemical until to process its derivatives which are still imported in line with human resources development technology acquisition and providing data based system.	500,000	Dit Gen Agro Industry.
6.	Wood Processing Industry	<ol style="list-style-type: none"> <li>1. To review of the existing wood industrial structure.</li> <li>2. To increase the export volume and export value of high value added wood products.</li> <li>3. To develop strategy on HRD to meet the requirement at manufacturing high value added wood products.</li> </ol>		Dit Gen. Multifarious Industry
7.	Awareness for the Ecolabeling Wood Industry	<ol style="list-style-type: none"> <li>1. Wood processing industry awareness to produce environmentally sound products.</li> <li>2. Wood processing industry adjustment to environmental performance criteria.</li> <li>3. Human Resources Development in environmental management.</li> </ol>		Dit Gen. Multifarious Industry

NO	TITLE	OBJECTIVES	COST (US\$)	IMPLEMENTING UNIT
8.	Application of Eco-friendly Production Processes for Industry (Clean Technology) Blue Book 1995/1996)	To select industries which have high environmental impact such air pollution, water pollution, industrial waste and so on and to recommend to introduce suitable productive process (Eco-friendly productive process) in order to decrease environmental impact.	1.270.000	Agency for Industrial Research and Development.
9.	Development of Wood Working Industry (Blue Book 1995/1996)	To prepare policies and strategies for the development of wood-processing industries for realization of competitive wood products with high added value.	480.000	Dit. Gen. Multifarious Industry
10.	Study on the Development of Small-scale Industry in 3 (three) Selected Area (Blue Book 1995/1996)	To formulate development models for small-scale rural industries in 3 (three) selected provinces for realization of such models in the development of small and medium scale rural industries in rural areas.	440.000	Agency for Small-Scale Development
11.	Study on the Establishment of Japan-Indonesia Institute for Engineering Services	To stimulate the acceleration of the investment in engineering sub-sector, especially from Japan, and to speed up the development of engineering industry, particularly in expanding their market	610.000	Dit. Gen of Metal, Machinery and Electronic
12.	Study on the Improvement of Art Ceramic Quality in the Eastern Region of Indonesia through the Exertion of Woman Work Force	<ol style="list-style-type: none"> <li>1. To grow and develop art ceramic small-scale industry in the Eastern Region of Indonesia.</li> <li>2. To pioneer the effort of women exertion through the improvement of business skill in the field of art ceramics.</li> </ol>	500.000	Agency for Industrial Research and Development.

NO.	TITLE	OBJECTIVES	COST (US\$)	IMPLEMENTING UNIT
13.	Technical Assistance in Quality Assurance Improving Competitiveness of Indonesia Textile Products through Quality improvement	3. To provide new opportunities for employment especially for women school dropouts. 4. To conserve the regional culture diversity through the creation of typical Eastern Indonesia art ceramics product design.	600.000	Dit Gen. Multifarious Industry
14.	Project on Supporting Industries Development - Casting Products for Automotive Parts and Components	To enhance the capability of MIDC, Bandung in strengthening supporting industry, particularly in foundry and die-casting industries for products of automotive component.	3.142.500	Agency for Industrial Research and Development

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TERMS OF REFERENCE  
DEVELOPMENT OF  
INDONESIA DESIGN CENTRE

DIRECTORATE GENERAL OF SMALL ENTERPRISES  
MINISTRY OF COOPERATIVES AND SMALL ENTERPRISES

## I. BACKGROUND AND SUPPORTING INFORMATION

### I. Justification of Project

To anticipate global market and GATT regulation, we should set up a lot of policies concerning to promotion of small scale industries. One of these is the establishment of Indonesia Design Centre (IDC) which can provide design information, training programme, design competition and award and design exhibition.

To coordinate these activities, IDC will be supported by technical departments ( such as: Ministry of Industry and Ministry of Trade ), Universities (ITB), design profession, Rumah Indonesia/Chambers of Commerce and Japan Design Foundation.

Since this program is quite new, it is needed a lot of fund and technical assistances to accomplish it. It is required design expert, doing some research, to identify design potensial, campaign design awareness and design promotion.

2. Project Title : Development of Indonesia Design Centre

Main Activities :

- a. Identification of potential design
- b. Design Consultation and Counseling
- c. Design clinic/training
- d. Design Promotion

3. Institutional Framework

Indonesia Design Centre (IDC) authorized by Ministry of Cooperatives and Small Enterprises is supported by technical departments (such as: Ministry of Industry, Ministry of Trade), design profession/associations, Universities (ITB), Rumah Indonesia /Chambers of Commerce and Japan Design Foundation.

4. Government Follow up:

After finishing this project, the output expected is Design Institution assigned to increase design quality of industrial products in Indonesia and therefore they can compete to the market either local or global one.

## II. OBJECTIVES OF THE PROJECT

1. Immediate objectives:
  - a. Mapping of the existing design in Indonesia
  - b. Increasing the design awareness
  
2. Long-range objectives :
  - a. To serve as centre for international exchange through design.
  - b. To strengthen the role of Indonesia Design Centre in the National economic System.

## III. PLAN OF OPERATION

Plan of activities is prepared as follows :

- a. Identification of potential design:
  - 1). Identification of traditional design
  - 2). Identification of traditional designers
  - 3). Mapping of potential design
  
- b. Design Consultation and Counseling
  - 1). design services/consultation
  - 2). consultation of production process.
  - 3) research and development
  
- c. Design clinic/training

- d. Design Promotion:
  - 1). Promotion and campaign of Good Design
  - 2). Design Award and Competition
  - 3). Design information

#### IV. EXTERNAL AND GOVERNMENT INPUTS

- 1. External Inputs:
  - a. Expert services to establish programme to increase design quality, human resources development and identification of potential human and natural resources.
  - b. Establishment of programme to disseminate design information and promotion.
  - c. Expert Services to provide assistances to Small Scale industries in design improvement.
- 2. Government input:

Local government provide office facilities and coordinating with other technical departments.



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# DEVELOPMENT PROGRAMME OF SMALL ENTERPRISES IN INDONESIA

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BY DIRECTORATE GENERAL OF SMALL ENTERPRISES DEVELOPMENT  
MINISTRY OF COOPERATIVES AND SMALL ENTERPRISES  
*The Republic of Indonesia*

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## THE DEVELOPMENT PROGRAMME OF SMALL ENTERPRISES IN INDONESIA FOR THE SIXTH-FIVE YEARS PLAN

### I. PRESENT-CONDITION

a. Total numbers of Small-Enterprises is about 33.4 Million which consists of :

- ☐ 97,6 % micro-enterprises with Turn-Over less than Rp. 50 Million
- ☐ 2,4 % Small-Enterprises with Turn-Over more than Rp. 50 Million

b. Business Type : Fields/Sectors Clasification :

☐	Agriculture	:	21,2 Million (63%)
☐	Industry	:	2,4 Million (7%)
☐	Trade	:	5,8 Million (17%)
☐	Service	:	1,66 Million (5 %)
☐	Transportation	:	1,17 Million (4 %)
☐	Others	:	1,22 Million (4%)

### 2. MAIN OBJECTIVES :

- a. To increase the role of Small-Enterprises in national economic systems as a part of effort to strengthen the national economic structure.
- b. To promote the selected small enterprises to the medium level.

3. Clasification/criteria of Small enterprises and target group for FY 1995/1996 promoted to be Medium Sized :

T.O clasification : From 50- Million until 2-Billion. Target group for FY 1995/1996 : 50.000 Small enterprises. Of which 15.000 Small Scale Industries.

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3. Constrains:

- a. Weakness of Enterprenuership Skill
- b. Weakness in market access and market share
- c. Weakness in capital structure and limited access to capital source
- d. Limited access to technology
- e. Weakness in Organization and management
- f. Limited in business networking

3. Opportunities

- a. Strong political-will of the Government to promote Small-Enterprises
- b. High Economic growth that create various business opportunities especially for Small-Enterprises.
- c. Globalization that creates new opportunities for business to be handled by small enterprises

II. POLICIES OF THE DEVELOPMENT OF SE

1. Basic Policy

- a. To develop human resources of Small-Enterprises
- b. To create condusive climate for Small-Enterprises

2. Operational Policies and Programs

- a. To increase market access and strengthen market share

Programme :

- To boost promotion
- To provide market information
- To develop business network through business contact
- To provide business means and infra-structure

- 
- b. To increase access to capital sources and strengthen capital structure

Programme :

- To develop simple procedure of financial scheme
- To strengthen capital structure through providing initial capital from venture capital
- To expand alternative sources of financing among other through issuing bonds and other equity capital from public
- To arrange financial aid provided by State-Owned Companies which create from their profit of 3-5 %.

- c. To strengthen organizational and managerial capability

Programme :

- To increase and strengthen entrepreneurship, managerial and technical know-how. This program is conducted through training, job training, comparative study, guidance and counselling, apprenticeship.
- To arrange administration of legal status of small business enterprises.
- To enhance cooperation and net-working among Small-Enterprises and linkages backward and forwards between big-companies.

- d. To strengthen access of technology

Programme :

- To increase the quality of technology applied by small enterprise so that the product will suit the market demand through increasing function and participation of research and development agencies, and universities,
- To disseminate appropriate technology information.

- 
- To increase the capability of small enterprises in utilizing new technological innovations, renovation, rehabilitation and maintenance.

e. To strengthen business networking

Programme :

- To develop networking scheme, such as : Nucleus Small holder's Estate scheme, Foster parent scheme, partnership, joint venture, alliances and mergers.
- To increase ownership of stock/share of big enterprises by small enterprises to pioneer and develop partnership through share ownership networking.
- To develop information centre on networking opportunities of businesses which can be partnered, and disseminate information to the small business enterprises so that they can set up business networks in line with the sector of the business.
- To enhance promotion and business meeting towards networking, meaning effort to make contact through various medium between small enterprises and private big enterprises and state enterprises.

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### III. PROJECTS/ACTIVITIES

#### 1. Human Resources Development

##### a. Classical Training

Field of studies : Small Business management, Entrepreneurship, Financial management, Marketing, Retailing, etc.

Target Participants for FY 1995/1996 : 10,353 persons

##### b. On the Job Training

In Cooperatives, big Enterprises and state owned Enterprises  
Target participants for FY 1995/1996 : 3,300 persons

##### c. Comperative Study

Target for FY 1995/1996 : 2,750 participants

##### d. The Establishment Of Consultative Center for small business in cooperation with Universities

Target for FY 1994/1995 : 11 Provinces  
1995/1996 : 22 Provinces

##### e. Field Advisors

Target for FY 1995/1996 will be trained 206 Persons

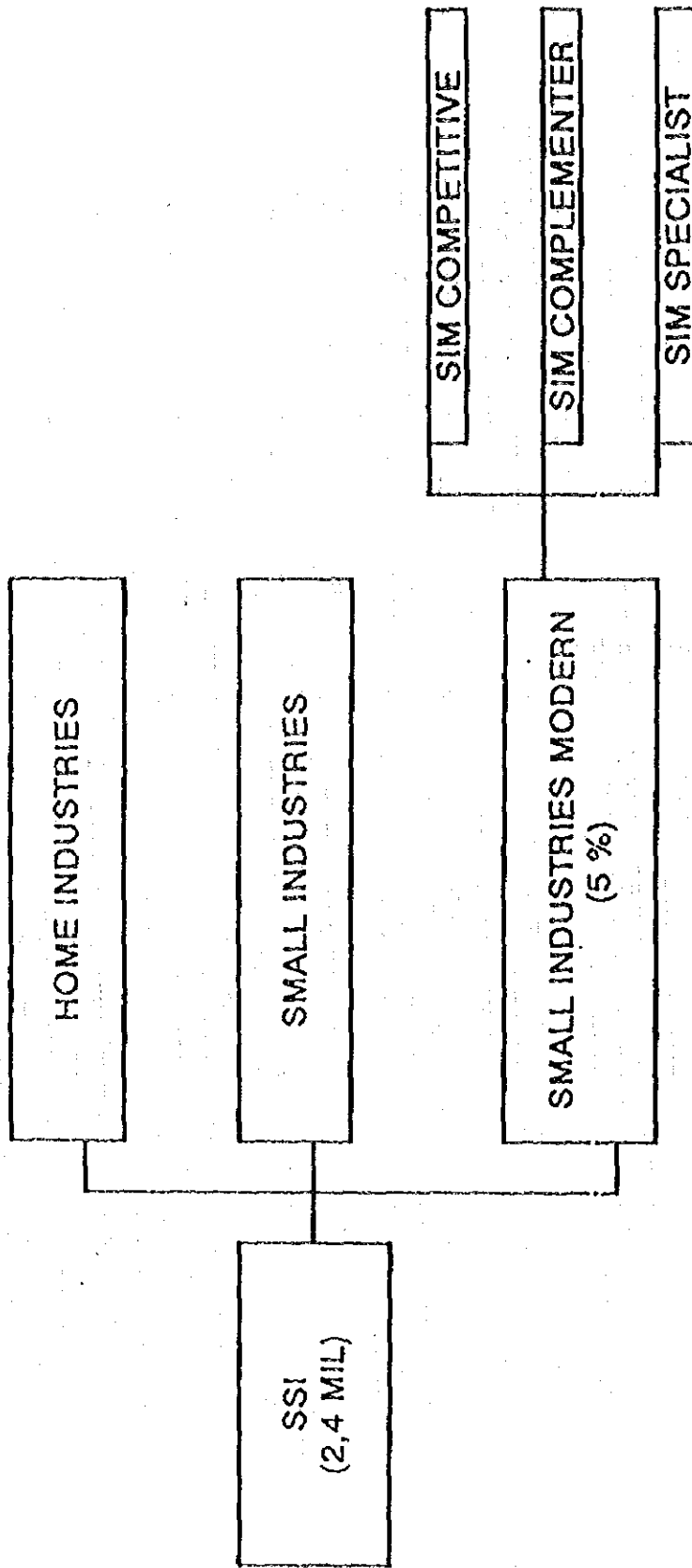
#### 2. Training Programmes/apparenticiship cooperate with Taiwan Government

Target : 1000 Young entrepreneurs from Indonesia in two years. Of which 182 Persons have been dispatched to Taiwan.

#### 3. Training Programs cooperate with local training institution, Yayasan Prasetya Mulya.

Target : 2000 Persons. Of which 360 Persons have been trained.

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4. Business Networking (Partnership)
    - Sub Contracting
    - Foster Parent Scheme
    - Nucleus Small Holder's Estate Scheme
    - Ownership of stock/share of big enterprises
    - Franchise System
  5. Coordination Forum for State Owned Enterprises (BUMN)
  6. The Development of Indonesia Design Center (IDC) established since March 1995. The aim : to increase the quality of product-design according to the market demand. Among supporting institutions is JDF (Japan Design Foundation).
  7. Industrial Park, (Pilot Project in Medan).
  8. Cooperatives of Small Scale Industries. Total number : 1.165 Unit, 250.000 Members/manufactures
  9. Business Incubators cooperate with Universities  
Target for FY 1994/1995 : 3 Provinces  
FY 1995/1996 : 8 Provinces
  10. Training Program for extension Officers.  
Target 1500-officers , of which 648 has been trained.
  11. The development of Small Business Information Centre
  12. Development project of competitive product which joint capital between Small Enterprises and Big companies including foreign-companies.





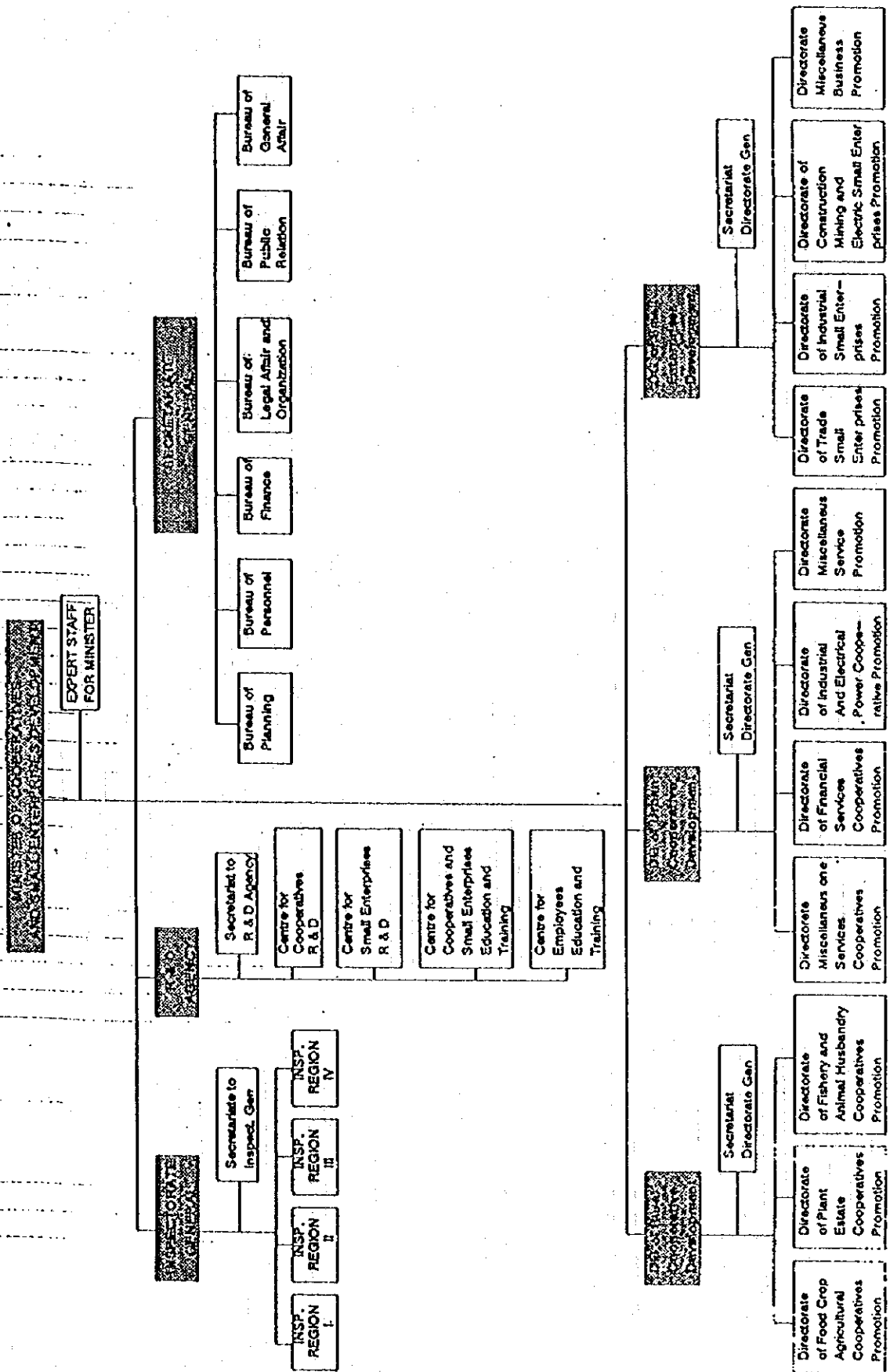
**LIST OF HOME INDUSTRIES.  
SMALL, MEDIUM AND BIG INDUSTRIES**

No of Clses	Field of Industries	Home Industries	Small Industries	Medium Industries	Big Industries
31	Food Beverage & Tobacco	35.1	38.1	30.6	17.2
32	Textile, Garment & Leather	14.3	22	21.3	29.2
33	Wood, Bamboo, Rattan	40	20.6	11.9	14.7
34	Printing & Publishing	0.4	0.9	4.4	4
35	Chemist, Earth Oil, Coal	0.4	0.9	10	15.1
	Rubber and Plastic				
36	Mining Non Metal	6.8	22.3	10.1	4.6
37	Metal Base	37		0.4	1.4
38	Metal, Machinery and Equipment	1.5	3.6	9.5	12.6
39	Others	1.5	1.7	1.8	2.2
	Total	100%	100%	100%	100%
	Number of Companies	2,354,000	125,000	13,000	6,033

# INDUSTRY CODE CLASSIFICATION

CODE	INDUSTRY DIVISION	COMPANIES
31	MANUFACTURING OF FOOD, BEVERAGES AND TOBACCO	35.067
32	TEXTILE, WEARING APPAREL AND LEATHER INDUSTRY	27.455
33	MANUFACTURE OF WOOD AND WOOD PRODUCTS, INCLUDING FURNITURE	25.778
34	MANUFACTURE OF PAPER AND PAPER PRODUCTS, PRINTING AND PUBLISHING	1.091
35	MANUFACTURE OF CHEMICALS AND CHEMICAL, PETROLEUM, COAL, RUBBER AND PLASTIC PRODUCT	1.152
36	MANUFACTURE OF NON METALIC MINERAL PRODUCTS, EXCEPT PRODUCTS OF PETROLEUM AND COAL	27.825
37	BASIC METAL INDUSTRIES	
38	MANUFACTURE OF FABRICATED METAL PRODUCTS, MACHINERY AND EQUIPMENT	4.521
39	OTHER MANUFACTURING INDUSTRIES	2.101

# ORGANIZATION CHART OF DEPARTMENT OF COOPERATIVE AND SMALL ENTERPRISES DEVELOPMENT



## インドネシア滞在のしおり

### 1. 注意すべき事項

- \*最近置き引き等の事件がホテル等で多発しておりますので、貴重品等は滞在ホテルのセイフティボックスに預けることをお勧めします。また、強盗事件や空き巣等も発生していますので、宿泊先での施錠等には気をつけて下さい。
- \*棺等のお持ち運び及びホテル周辺での歩行には、十分注意して下さい。特にホテル・インドネシアから当事務所へ徒歩で来訪される方、又はサリナデパート等へ徒歩で買い物に行かれる方は、バス停留所付近でのスリにご注意下さい。なるべく車で移動することをお勧めします。
- \*ジャカルタ市内では、横断歩道以外の道路横断者には厳しい処罰をしておりますので、十分注意して下さい。
- \*公用車を所持は必ず安全な場所に保管しておき、不用意に携行しないよう、また必要により携帯の際は、肌身から離さずかつ現金等とは分けて保持するなど管理の徹底をお願いいたします。

### 2. 滞在ホテル

ホテル名	電話番号	宿泊料 (JICA RATE)	
プレジデント・ホテル	230-1122	Single Twin Single use Twin	US\$ 84.00 + 21%(税サ) 93.00 + 21%(税サ) 99.00 + 21%(税サ)
ホテル・インドネシア	390-6262	Single Twin	US\$ 80.00 + 21%(税サ) 85.00 + 21%(税サ)
サリ・パシフィック	390-2707	Single	US\$ 104.00 + 21%(税サ)

### 3. 緊急連絡先(電話)及び関係機関の勤務時間

#### (1) JICA事務所の所在地、電話、勤務時間

平日 8:30 ~ 16:30 (土曜日、日曜日及びインドネシア祝日、JICA設立記念日、天皇誕生日は休館)

Jl. M. H. Thamrin 59, Jakarta

Tel: (021)390-7533 (代表) Fax: (021)390-7536 (021):ジャカルタ市外局番

(President Hotel からJICAへの内線番号 2245)

#### (2) 所員自宅電話番号

岡崎所長	789-0378	山田所員	719-5673
中垣次長	725-2544	土井	725-2545
野田次長	739-2570	安藤	526-0243
佐々木次長	750-1222	塚野	725-2529
吉新所員		木川	751-3761
乾	720-0751	岡本	725-2417
辻	739-5567	佐藤	570-2479
田和	722-2048	工藤	723-0943
角田	751-4054	手塚	750-5461
片山	720-2843	山本	
多田	725-2174		

(3) 在外公館

- \*日本大使館(ジャカルタ総領事館) 勤務時間 8:30~16:30 (月~金曜日)  
Tel.(021)324308 Jl. K. H. Thamrin 24, Jakarta
- \*ウジュンパンダン総領事館  
Tel.(0411)871030 Jl. Jenderal Sudirman No. 31, Ujung Pandang
- \*メダン総領事館  
Tel.(061)531192 Jl. Suryo No. 12, Medan, Sumatera Utara
- \*スラバヤ総領事館  
Tel.(031)44677 Jl. Sumatera No. 93, Surabaya
- \*デンパサール駐在官事務所  
Tel.(0361)227628 Jl. Raya Puputan, Denpasar, Bali

(4) インドネシア政府機関(省庁により多少異なります)

勤務時間: 8:00~15:00, 8:00~14:00 (金曜日 8:00~11:00)

(5) 国際機関等

UNDP Tel.(021)314-1308 USAID Tel.(021)36-0360  
 WORLD BANK Tel.(021)252-0316

(注) 大使館、JICA事務所、インドネシア政府機関等を訪問する際には、あらかじめ電話等によりアポイントメントを取り付けておくようにお願いします。

(6) 安全管理

次の各地域・地区に到着した際には、速やかに、地域・地区代表の専門家へスケジュール、滞在先(ホテル等)を連絡し、緊急時にはJICA事務所又は各地域・地区代表者の指示に従って行動して下さい。

地域・地区	地域等代表者	所属先電話番号	自宅電話番号
スマトラ			
(パダン)	大串専門家	(0751)71091	(0751)54015
ジャワ			
(バンドン)	大畑専門家	(022)23-3755	(022)21-0570
(ジョグジャ)	勝俣専門家	(0274)56-0433, 0434/Fax	(0274)586164
(スラバヤ)	河村専門家	(031)5504201 D	(031)573022
(ソロ)	平川専門家	(0271)44464	(0271)718869
バリ			
(デンパサール)	八戸専門家	(0361)26-1106 D/Fax	(0361)75-3030
カリマンタン			
(パジャジャラ)	松澤専門家	(0511)68342	同左
(サマリンダ)	松沢専門家	(0541)41421, 33724/Fax	(0541)37401
スラウェシ			
(マカッサラ)	北専門家	(0411)44-8655, 8658/Fax	(0411)31-6459
(クンダリ)	萱野専門家	(0401)22726, 22815/Fax	(0401)22024

4. 現地通貨への換金

営業時間帯

- (1) 東京銀行: Tel. 230-1326 月~金曜日 8:15~14:15  
所在地はプレジデントホテル隣のヌサンクラビル1階
- (2) ホテル内での換金 毎日 24時間ただし換金率が悪い場合がある。  
なお、再換金する必要がある場合は空港内の銀行で可能

## 5. 車両

### (1) レンタカー (ハイヤー)

プレジデント・ホテル又はホテル・インドネシアに滞在の方は、ホテル内に [BLUE BIRD TAXI] カウンターがありますので利用して下さい。料金は、時間単位と1日借り上げとがあり、また、ジャカルタ市内と市外では計算方法が違うので借り上げ時に確認して下さい。(1日 Rp.200,000前後)

なお、上記ホテル以外に滞在している方は、電話で申し込みできます。

(Tel.794-1234 24時間営業)

### (2) タクシー

やむを得ずタクシーを利用する場合には、ホテルからの専用タクシー ([BLUE BIRD TAXI]等) を利用するのが比較的安いです。

なお、同タクシーは無線で配車できるので大変便利です。(Tel.794-1234 英語可)

## 6. 空港・航空券

### (1) リコンファーム

出発の72時間前までに、氏名、出発日、便名、目的地、出発時間、チケット番号をホテルのレセプション又は航空会社に直接電話して再確認する必要があります。当国では国内線の場合も出発の24時間前までに再確認する必要がありますのでご注意ください。特に、フライトが混み合うシーズンには、リコンファームのない乗客の予約が取り消されることもあります。

主要航空会社の電話

JL : 572-3226/3211    GA : 570-6064    CX : 515-1747  
SQ : 570-4411/4422    TG : 314-0607    MH : 314-0909

### (2) 出国時

チェックインは、出発の24時間前までに済ますようにして下さい。

(空港までの所要時間は約40~60分)

### (3) 空港利用税

国際線 : Rp. 21,000

国内線 : Rp. 8,000 (通常国内で購入した航空券には予め含まれています)

## 7. ビザ延長手続き

当地に35日以上滞在される短期専門家及び調査団の方は、ビザの延長手続きをする必要があります。詳しくは担当にお問い合わせ下さい。

## 8. 国際電話

主なホテルでは、ダイヤル即時通話ができます。(例 JICA本部 : 03(3346)5100の場合 → 001-81-3-3346-5100)

なお、ホテルによっては、外線番号が異なるので事前に確認して下さい。

## 9. ショッピング

SARINAH DEPARTMENT ( JL. M. H. THAMRIN )

SOGO DEPARTMENT ( JL. M. H. THAMRIN )

PASARAYA SARIHA JAYA ( BLOK M )

## 10. 娯楽

(1) ゴルフ : 道具は PRESIDENT HOTEL で借りられます。以下いずれもパブリックです。

\*HALIM BARU GOLF COURSE ( 市内から車で約30分 )

\*HALIM LAMA GOLF COURSE ( " 約30分 )

\*SENYAN GOLF COURSE ( " 約20分 )

\*SAWANGAN BARU GOLF COURSE ( " 約70分 )

\*PANGKALAN JATI GOLF COURSE ( " 約50分 )

参考 : 休日料金 : 13~15万ルピア程度(グリーン・レッド)

(2) 海水浴 : 休日に日帰りで珊瑚礁の海を楽しめます。(無限ツアー他で事前予約必要)

PULAU SERIBU : 高速艇で片道約1時間強 (ツアーは朝7時頃出発、夕6時頃帰着)

11. 会議室

JICA事務所内に会議室がありますので、必要な場合には担当までお申し出下さい。

12. 空港出迎え

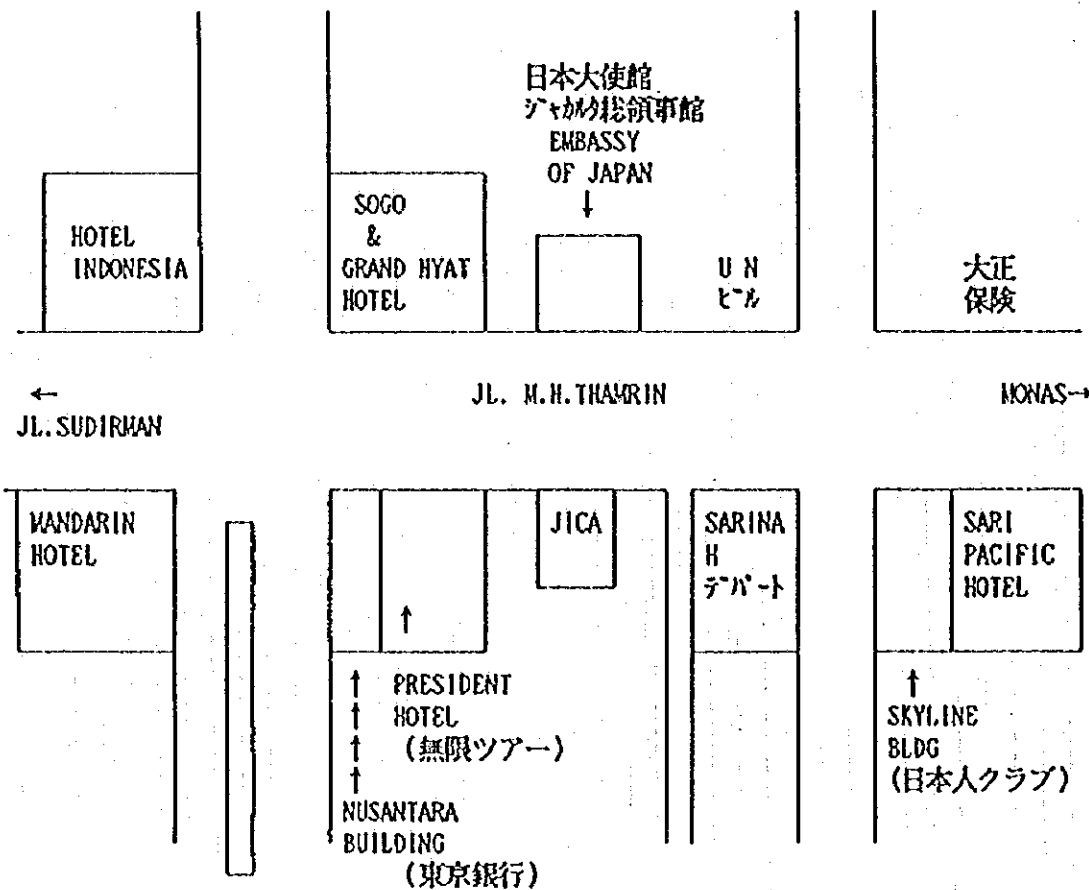
次の旅行エージェントに業務委託して行っております。

P.T. MUGEN TOURS (無限ツアー) : PRESIDENT HOTEL (Arcade R 105)

Jl. Thamrin No. 59, JAKARTA

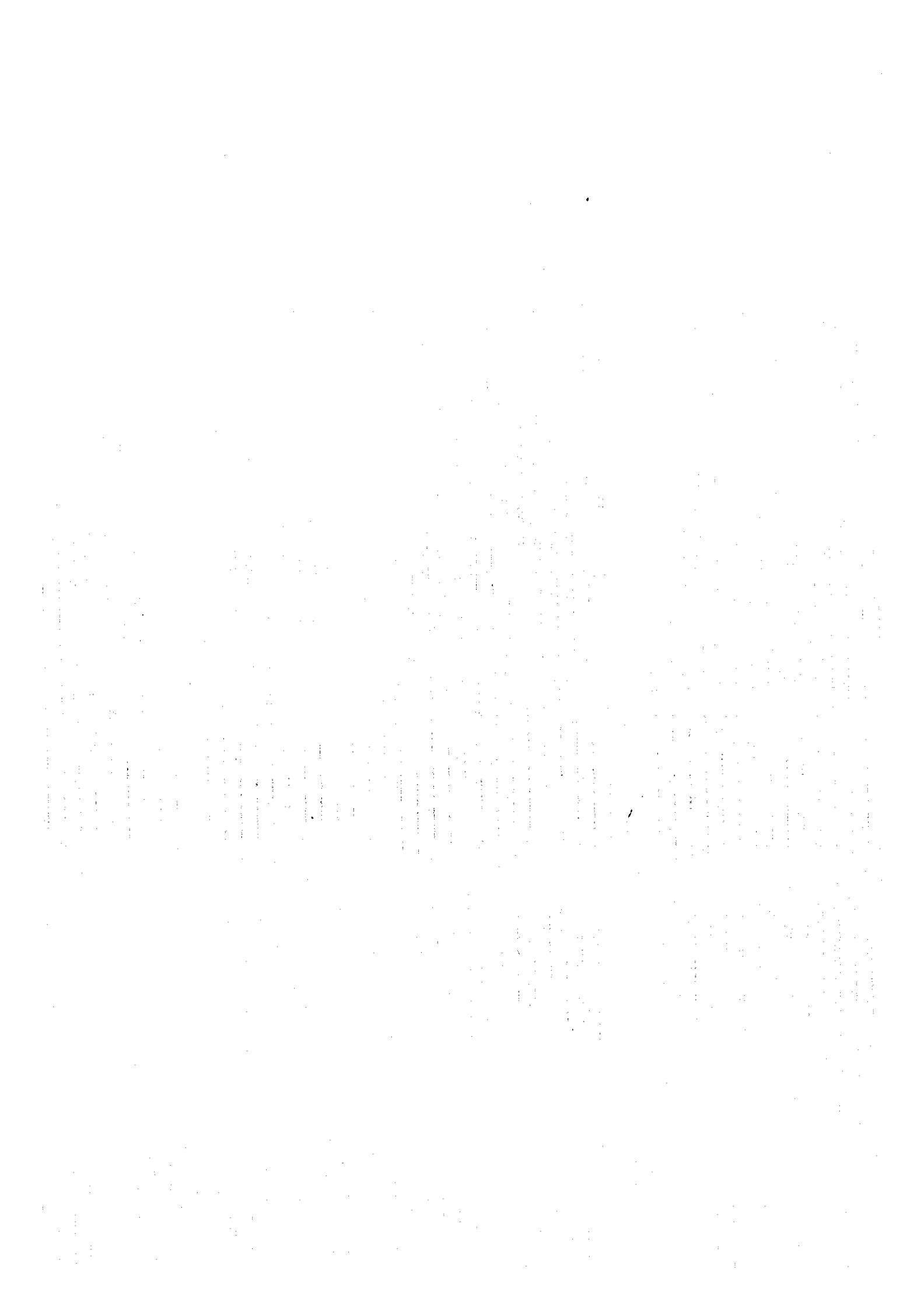
TEL. 230-1122 (内線 2284) Fax 310-5164

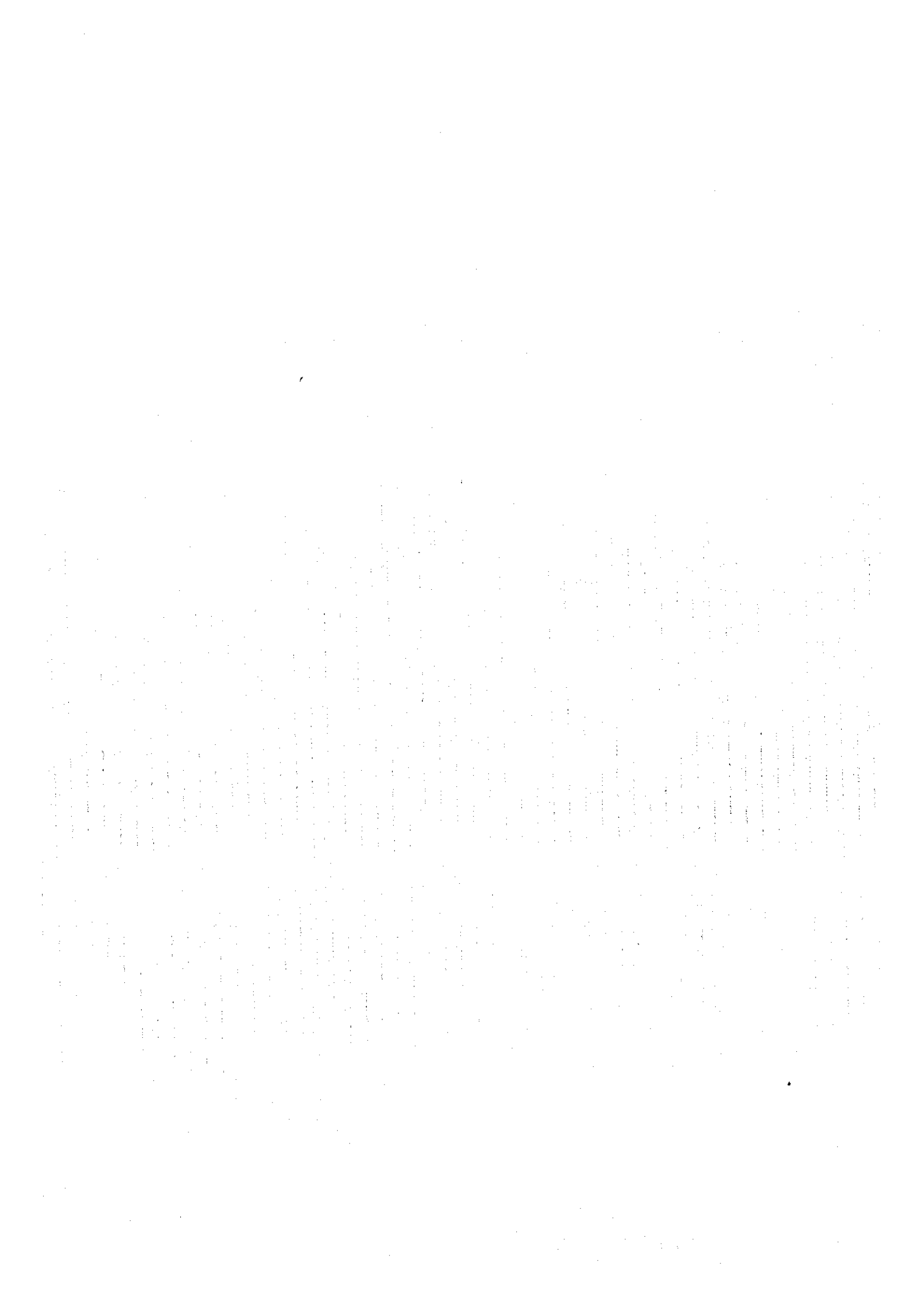
13. JICA周辺略図













JICA