



06-003-Aafr-RF_en

SCHEMA PROGETTO

Codice	06-003-Aafr-RF_en
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Titolo	ALBA –A Leather Bridge with Africa
Data inizio	01-04-2005
Data fine	30-04-2006
Area Geografica coinvolta	Africa
Paese coinvolto	Africa/Europa
Area-Località di svolgimento	Italia
Settore	Calzatura
Tipo di Progetto	Seminario e impianto pilota dimostrativo nel settore artigiano della calzatura
Idea Progetto	Forum internazionale con la partecipazione di istituzioni della cooperazione per lo sviluppo, quali ITC, CDE, UNIDFO; FAO, ESIPP; UNDP, World Bank; CCIA Milano, PROMOS, Banca Etica, Intesa-S.Paolo, USAID
Obiettivi generali	Meccanizzazione delle piccole imprese familiari e microcredito
Obiettivi specifici	<ol style="list-style-type: none">1. Dimostrazione di un impianto pilota di prima meccanizzazione per piccole imprese artigiane della calzatura2. Dibattito internazionale sul ruolo del settore informale della calzatura nei PVS3. Promozione del microcredito settoriale4. Incontri di affari
Tipo di attività svolte	Seminario internazionale, produzione dimostrativa di calzatura con materie prime convenzionali e macchine semplici, incontri d'affari
Valore del progetto	Euro 333.000

Finanziatori	MAE, ASSOMAC, LINEAPELLE, ESALIA, ASOAC, ICE, Bologna Fiere, regione Emilia Romagna
Esecutori	PISIE
Partner	ASSOMAC, LINEAPELLE, ESALIA, ASOAC
Beneficiari	Filiera africana della pelle
Responsabile PISIE	Ermanno Marini, Mario Pucci
Esperti coinvolti	Carlo Milone, Ibrahima Diane, Samuel Kiruthu, Marie Thérèse Diediou, Malek Kelil, Paulos Endeshaw, Luca Boltri, Gonzales Quijano, Mohammed Hussain, Carlo Cattani, Klaus Niederlander, Bethel Terefe, Giovanni Risso

File di progetto	06-003-Aafr-RF_en
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Note	Gli atti del convegno contengono il programma degli interventi, le presentazioni in pdf, la registrazione vocale degli interventi, le dichiarazioni della stampa e le adesioni ricevute da molte istituzioni
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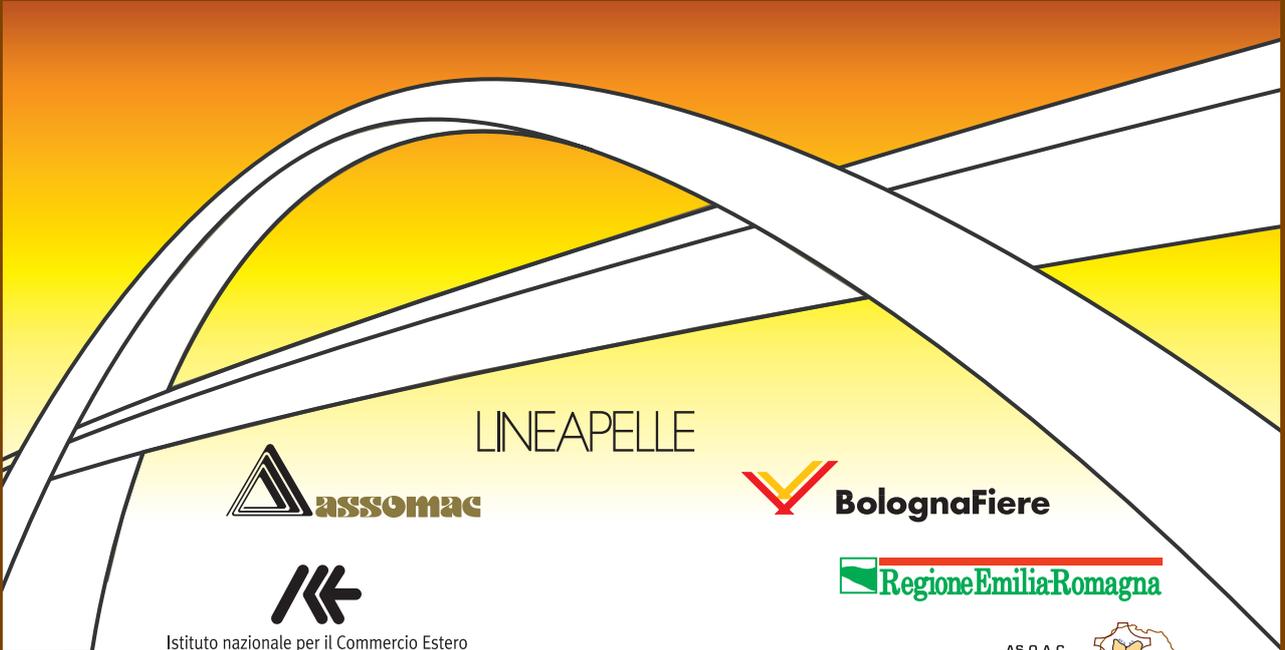
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A Leather bridge with Africa

17-19 April 2007 - Bologna (Italy)



LINEAPELLE

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Istituto nazionale per il Commercio Estero

 **Regione Emilia Romagna**


Ministero del Commercio Internazionale
with the Patronage of the Italian Ministry of International Trade


AS.O.A.C.
Association Oued Africaine
des Cuirs et Peaux


ESALIA

“A LEATHER BRIDGE WITH AFRICA”

A project for African footwear artisans and family-run cottage units

Since 2005, with the support of the **ITALIAN MINISTRY OF INTERNATIONAL TRADE** and the **ITALIAN TRADE COMMISSION, ASSOMAC** has been promoting a project realized in collaboration with **PISIE** within the leather and footwear sector for Africa and some countries in the Middle-East.

The project is the result of careful study into the current state of production in those countries concerned and has revealed the active presence of artisan and informal footwear production capable of satisfying more than 60% of local market demand. A production system true and proper, employing hundreds of thousands of people all over the African continent, but one which faces extinction as a result of some negative effects of globalization.

The main aim of the initiative is the improvement, in technological and productivity terms, of the micro-enterprises and small family-run cottage units, to be achieved through the introduction of basic systems of mechanization allowing for the standardisation of product quality in addition to product diversification.

Its secondary aim is the fostering, on a regional level, of vertical integration between various specialized production processes involving intermediary commodities and raw materials available locally.

The specific aims of the project are:

- the creation of pilot plants within Service Centres situated in the various countries, in particular those in Sub-Saharan areas, supplying technical assistance and financial support procedures for the purposes of improving productivity in the field of small and very small enterprises within the sector. The plant has been designed by **PISIE**, International Polytechnic Institution for Industrial and Economic Development, an Italian non-profit organization.
- the improvement of the production capabilities of the thousands of already existing artisan workshops.

In order to realize this project, also in view of the seminars and practical demonstrations which have already been held in **Tunisia, Kenya, Mali, Senegal, Egypt, Morocco and Syria**, it has become clear that certain complementary activities are also required, such as:

- the installation of a mechanized plant, with simple and inexpensive machinery, for the artisan production of footwear with an average production capacity of about 50 pairs per day;
- the creation of a model, even informal, for the funding of micro-enterprises; a model supported by jointly liable credit institutions for the establishment of a Guaranty Fund in order to overcome difficulties encountered in gaining access to credit.

The idea is that of promoting comparisons between those institutes managing credit, for the formation of guaranty collaterals: International Aid may participate in the development of such micro-enterprise, provided that it is programmatic, training-oriented and that allocated funds actually reach the African artisan micro-enterprises,

instead of disappearing through institutional and organizational “filters”. Allocated funds should be used by Agencies situated in proximity of the African clusters where such micro-enterprises are located, in order to then be passed on to the family-run cottage units located in rural areas.

Furthermore, these funds must be used as the sole source of institutional funding only in those cases where other forms of financial support, such as conventional bank systems, are not possible. Otherwise, funds must be used to support the bank system and to encourage the orientation of projects. In any case, they must be coordinated with the jointly liable financing systems currently in use.

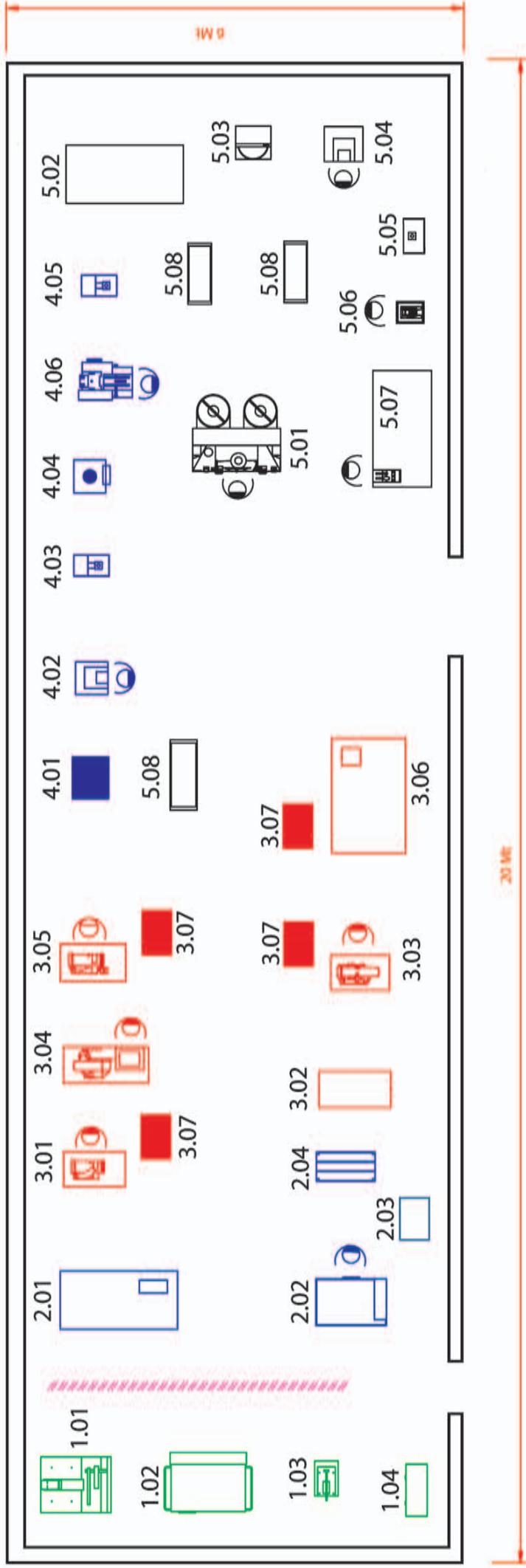
The two activities may be integrated, also by means of a technical training aid programme, using modern, inexpensive and easily operated equipment, if necessary also following technological models suited to subcontractor production to be activated by the Service Centres.

Amongst other things, in some African countries negotiations are underway in order to reach agreements for collaboration with intermediary Agencies, representative of the sector, which could even collaborate in developing the Service Centres and in managing credit aimed at improving productivity.

In real terms, the cooperation programme sets out to help micro-enterprises and family-run cottage units to:

- widen their range of production,
- produce faster and at a lower cost,
- optimize product quality whilst retaining its distinctive “hand-made” characteristic.

Pilot-Plant for shoes artisan manufacturer



Total Area: 120 m²

- 1.01 - Pattern-grading pantograph
- 1.02 - Working table for "pattern-maker" modelist
- 1.03 - Little pattern shear machine
- 1.04 - Tools-case with 20 drawers

- 2.01 - Table for working preparation
- 2.02 - Table for manual leather upper cutting
- 2.03 - Trolley for uppers
- 2.04 - Tools-case with 30 drawers

- 3.01 - Leather upper edge skiving machine
- 3.02 - Table for different jobs (cementing, apply reinforcing tape, upper sewing marker etc. etc.)
- 3.03 - Flat-bed sewing machine single needle
- 3.04 - Post-bed sewing machine single needle
- 3.05 - Zig-zag sewing machine
- 3.06 - Control quality table with perforating tool
- 3.07 - Double level trolley

4.01 - Store for plastic last with 3 shelves

4.02 - Table for manual application of toe-puff and counter equipped with staples air-gun to fix the insole to the bottom of the plastic last.

4.03 - Backpart moulding machine with only one hot station

4.04 - Manual side-lasting set

4.05 - Toe and back part leather upper humidifying set

4.06 - Toe and heel seat manual lasting machine

5.01 - Finishing machine with accessories for:

- sole edge and heel trimming
- shoe bottom lasted roughing
- sole edge and heel roughing
- leather soles buffing
- brushing polishing
- finishing

5.02 - Table for sole and shoe bottom cemented by hand

5.03 - Reactivator set

5.04 - Pneumatic pressing machine for soles

5.05 - Manual last pulling set

5.06 - Heel nailing machine with manual nails feeding

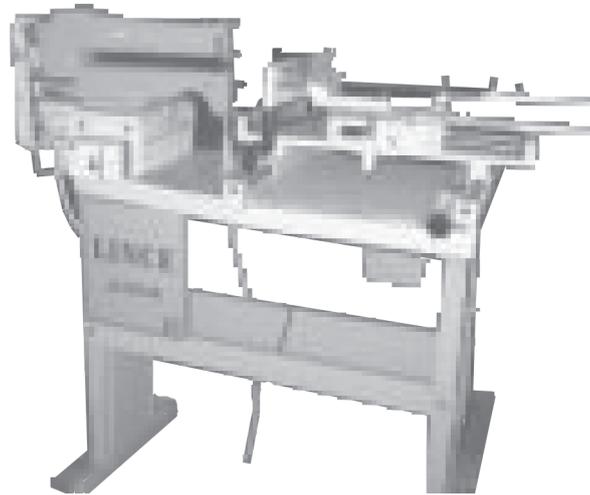
5.07 - Table for shoe finishing equipped with ironing set

5.08 - Trolley for finished shoes



N. 1

Grading Machine Pantographe Graduateur



This machine works by two pantographs, length and width, one independent by the other. You can obtain development corrections or constant lines both in length and in width (fixed size for little belts, belt fasteners and other).

Graduation in the following sizes: French, English, with interchangeable graduated rules on machine's bars, without any calculation.

Cutting by punch in the diameters mm 1.6 – mm 2 – mm 2.38

Material: Fibre cardboard for patterns from mm 0.5 to mm 2 of thickness.

Working bench: in aluminium, covered in PVC, for fixing of basis pattern like rivets.

Dimensions: mm 350x400.

Slidings: all the transversal and longitudinal slidings are on steel shaft with axial sliding collects and ball bearings.

Head of the cut motor: HP 0.25 three-phase or monophase. Electric absorption KW 0.2

Dimensions: 1300x 800 x 1350

Net weight: Kg 250

Gross weight in case: Kg 380

Packaging dimensions: 1380 x 880 x 1500

Cette machine fonctionne à l'aide de deux pantographes, longueur et largeur, l'un indépendant de l'autre, obtenant des corrections de développement ou distances constantes en longueur et largeur (mesures fixées pour petites ceintures, boucles et outre).

Graduation: en mesures français, anglais, a millimètres avec listeaux gradués interchangeable sur les barres de la machine, sans aucun calcul.

Découpage: par poinçon, dans les diamètres mm 1.6–mm 2–mm 2.38

Matériel: Carton fibré pour modèles d'épaisseur de mm 05 à mm 2.

Feuilles de cm 60x60.

Table de travail: en aluminium, recouvert de PVC, pour fixation du modèle de base avec de rivets. Dimensions: mm 350x400.

Cheminements: Tous les cheminements transversaux et longitudinaux sont sur arbres d'acier avec boussoles à cheminement axial et roulements à billes.

Moteur de la tête de découpage: HP 0.25 triphasé ou monophasé. Absorption électrique KW 0.2

Dimensions: 1300 x 800 x 1350

Poids net: 250 Kg.

Poids net en casse: 380 Kg.

Encombrement: 1380 x 880 x 1500

N. 2

**Workbench for stylist/pattern-maker
Table de travail pour styliste/modéliste**

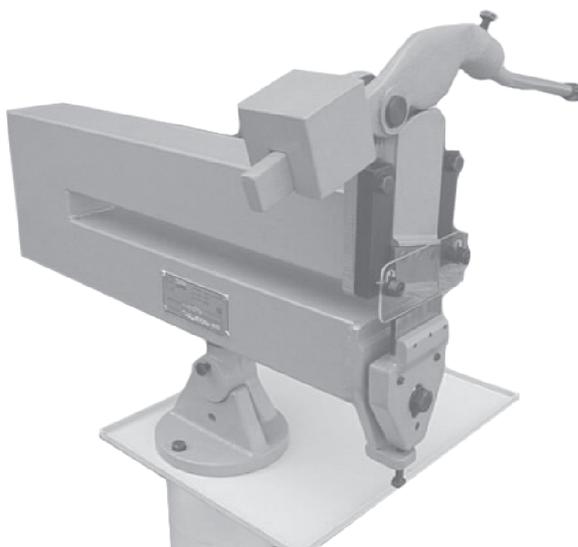


Dimensions: 1200 x 800 x 1000 mm.
Net weight: 54 Kg
Gross weight: 58 Kg

Dimensions: 1200 x 800 x 1000 mm.
Poids net: 54 Kg
Poids brut: 58 Kg

N. 3

Cutting and trimming machine Tranchet pour modéliste



Cutting and trimming machine for thin and thick cardboard and other materials, for the realization of templates for upper and insole components.

Dimensions: 620 x 370 x 500 mm.

Packaging dimensions: 720 x 470 x 600 mm.

Net weight: 22 kg.

Gross weight: 26 kg.

Arm: 450 mm.

Support base:

Dimensions: 500 x 500 x 890 mm.

Packaging dimensions: 600 x 600 x 1000 mm.

Net weight: 28 kg.

Gross weight: 33 kg.

Machine pour le découpage et l'ajustement pour le carton mince et épais et pour d'autres matériaux, pour la réalisation des calibres pour les composants de la tige et de la semelle.

Dimensions: 620 x 370 x 500 mm.

Dimensions de l'emballage: 720 x 470 x 600 mm.

Poids net: 22 kg.

Poids brut: 26 kg.

Arm: 450 mm.

Support de base:

Dimensions: 500 x 500 x 890 mm.

Dimensions de l'emballage: 600 x 600 x 1000 mm.

Poids net: 28 kg.

Poids brut: 33 kg.

N. 4

Table for the manual cutting of leathers
Table pour la coupe manuelle de la peau



Dimensions: 1200 x 800 x 1080 mm.
Net weight: 40 Kg.
Gross weight: 43 Kg.

Dimensions: 1200 x 800 x 1080 mm.
Poids net: 40 kg.
Poids brut: 43 Kg.

N. 5

Leather trolley
Chariot porte-peaux



Dimensions: 1000 x 450 x 1200 mm.
Kg 13

Dimensions: 1200 x 800 x 1080 mm.
Kg 13

N. 6

Upper edge skiving machine
Machine à parer pour le bord de la tige



Skiving machine. It is supplied with a clutch engine for the adjustment of materials' conveyance speed and with a dust aspirator.

Blade holder shaft supplied with pads and realized with special protections against dust.

Dimensions: 1050 x 550 x 1180 mm.

2 engines

Packaging Dimension: 1130 x 740 x 1340 mm

Installed power: 0,75 KW, 220V, 60 Hz

Net weight: 130 Kg

Gross weight in case: 188 Kg

Machine à parer. Elle est fournie avec un moteur d'embrayage pour l'ajustement de la vitesse de transport des matériaux et avec un aspirateur de poussière. Axe porte-lame rembourré et réalisé avec des protections spéciales contre la poussière.

Dimensions: 1050 x 550 x 1180 mm.

2 moteurs

Dimensions de l'emballage: 1130 x 740 x 1340 mm

Puissance installée: 0,75 KW, 220V, 60 Hz

Poids Net: 130 Kg

Poids brut en cage: 188 Kg

N. 7

Flat-bed sewing machine Machine à coudre plate



Last generation high-speed sewing machine. The use of highly resistant components warrants quality, flexibility and sewing speed. The built-in AC-SERVO driving gear transfers power directly to the machine and warrants a reduction of power consumption of about 50% if compared to the conventional driving gears. The machine operates with a minimum yarns' tenseness. Adjustable needle's stroke (from 30 to 36 mm).

Stitch type: 301 (seam)

Maximum stitch width: 6 mm.

Lowest foot passage: 13 mm.

Needles' system and dimensions: 134, (Dbx1), max: N°140

Nominal tension: alternating current 230V, 50/60 Hz.

Nominal consumption: 0,37 Kw

Net weight: 49 Kg

Gross weight: 54 Kg

Packaging: 330 x 660 x 720 mm.

Machine à coudre à grande vitesse de dernière génération. L'utilisation des composants de haute résistance justifie la qualité, la flexibilité et la vitesse de couture. La vitesse intégrée d'entraînement d'AC-SERVO transfère la puissance directement à la machine et permet une réduction de puissance d'énergie d'environ 50% si comparé aux vitesses conventionnelles d'entraînement. La machine fonctionne avec une tension minimale des filés. La course de l'aiguille réglable (de 30 à 36 millimètres)

Type de point: 301 (couture)

Largeur maximum de point: 6 mm.

Passage de pied minimal: 13 mm.

Aiguilles système et dimensions: 134, (Dbx1), maximum: Tension N°140

Tension nominale: courant alternatif 230V, 50/60 Hz.

Consommation nominale: 0.37 kw

Poids net: 49 Kg

Poids brut: 54 Kg

Emballage: 330 x 660 x 720 mm.

N. 8

Post-bed sewing machine Machine à coudre en colonne



Post-bed sewing machine, needle positioning (n.1), rounded needle plate, rotary cogs feeding activated by needle. Stitch width up to 4.5 mm; maximum yarn size 30/3. For thin materials, yarn size 60/3 synthetic, needle's size 60/80 Nm; for middle materials, yarn size up to 30/3 synthetic, needle's size 80-100 Nm.
Dimensions: 1050 x 560 x 850/1200 mm
Packaging dimensions: 1100 x 800 x 1380 mm
Installed power: 0,37 Kw., 220 V y 60 Hz
Net weight: 105 kg
Gross weight: 128 kg

La machine à coudre, placement de l'aiguille (n.1), aiguille arrondie plate, engrenages tournants alimentés par l'action de l'aiguille. Largeur de point jusqu'à 4.5 mm; taille maximum du filé 30/3. Pour matériaux minces, synthétique de la taille 60/3 de filé, la taille de l'aiguille 60/80 nanomètre ; pour les matériaux moyens, taille du filé jusqu'à 30/3 synthétique, taille de 80-100 nanomètre de l'aiguille.
Dimensions: 1050 x 560 x 850/1200 mm
Dimensions de l'emballage: 1100 x 800 x 1380 mm
Puissance installée: 0,37 Kw., 220 V y 60 Hz
Poids net: 105 kg
Poids Brut: 128 Kg

N. 9

**Zig-zag sewing machine
Machine à coudre à zig-zag**



Width: 10 mm
Stitch width: 5 mm
Conveyor foot lifting: 7 mm
Possibility of right seam: needle 80-110
Supplied with support table and clutch engine
Dimensions: 1050 x 560 x 850/1200 mm.
Packaging dimensions: 1100 x 800 x 1380 mm
Installed power: 0,37 Kw, 220 V and 60 Hz
Net weight: 105 Kg
Gross weight: 128 Kg

Largeur: 10 mm
Largeur du point: 5 mm
Convoyeur à pédale: 7 mm
Possibilité de couture droite: anguille de 80-110
fourni avec une table de support et un moteur d'embrayage
Dimensions: 1050 x 560 x 850/1200 mm
Dimensions d'emballage: 1100 x 800 x 1380 mm
Puissance installée: 0.37 kw 220 V et 60 hertz
Poids net: 105 Kg
Poids brut: 128 Kg

N. 10 Trolley for uppers
Chariots pour tiges



Dimensions: 780 x 420 x 900 mm.
Net weight: 10 kg.
Gross weight: 12 kg.

Dimensions: 780 x 420 x 900 mm.
Poids net: 10 kg.
Poids brut: 12 kg.

N. 11 Table for different operations
Etabli pour différentes opérations



Dimensions: 1100 x 550 x 800 mm.
Net weight: 25 kg.
Gross weight: 27 kg.

Dimensions: 1100 x 550 x 800 mm.
Poids net: 25 kg.
Poids brut: 27 kg.

N. 12 Manual punching machine
Machine pour poinçonner manuelle



Net weight: 3100 gr

Poids net: 3100 gr

N. 13 Eyeleting machine Machine pour l'application d'œillets



Machine supplied with a toggle, worked by a pedal, with the best oscillation between the two couplers.

It allows the execution of different operations, like: holes, application of eyelets, rivets, hooks, pressure bottoms, etc, simply replacing the respective pieces provided for each kind of accessory.

Dimensions: 650 x 550 x 1450/1780; height changes because the working bench can be adjusted from a minimum of 920 to a maximum of 1250 mm.

Packaging dimensions: 750 x 650 x 1500 mm.

Net weight: 45 kg.

Gross weight: 60 kg.

Machine fournie avec un interrupteur, actionné par une pédale, pour avoir la meilleure oscillation entre les deux coupleurs.

Elle permet l'exécution de différentes opérations, telles que: perforations, application d'œillets, rivets, crochets, boutons pression, etc., remplaçant simplement les pièces relatives fournies pour chaque type d'accessoire.

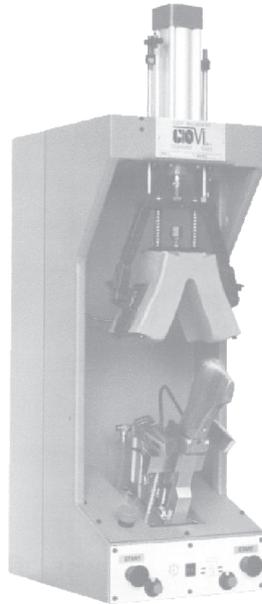
Dimensions: 650 x 550 x 1450/1780; la hauteur peut changer car le plan de travail peut être réglé d'un minimum de 920 jusqu'à un maximum de 1250 mm

Dimensions d'emballage : 750 x 650 x 1500 mm.

Poids net: 45 kg.

Poids brut: 60 kg.

N. 14 One-seat upper performing machine Machine pour conformer la tige à une place



It is a one seat counter performing machine designed both for the hot performing of the counter and for the softening of various thermoplastic counters.

Its main features are:

easy and fast positioning of upper because of the last is turned towards the operator;

the cushion and the last are heated;

in the one-seat cold machine, last is cooled down;

temperatures can be adjusted;

Sequences are automatic.

Height: mm 1100

Length: mm 400

Width: mm 450

Net weight: kg 75

Air consumption per cycle 6 atm: lt 4.5

Power absorbed: W 600

Output in 8 hours (pairs): 700

Il représente une machine à une place pour conformer à chaud les contreforts et pour assouplir les différents contreforts thermoplastiques.

Ses caractéristiques principales sont les suivantes:

positionnement vite et simple de la tige puisque la petite forme est orientée vers l'opérateur;

le coussin et la petite forme sont réchauffés;

dans la machine a une place a froid, la petite forme est refroidie;

les températures son réglables;

les séquences sont automatiques.

Hauteur: mm 1100

Largeur: mm 400

Longueur: mm 450

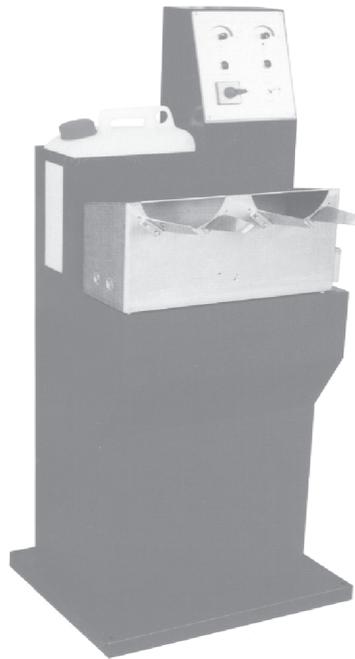
Poids net: kg 75

Consommation d'air lt/le cycle 6 atm: lt 4.5

Puissance absorbée: W 600

Production en 8 heures (paires): 700

N. 15 Steaming machine to softening the toe caps
Machine pour assouplir les embouts



Steaming machine to softening the toe caps by superheated steam
Daily production: 1800
Steam production adjustable until: lt/8000
Superheating: 80/200 °C
Daily water consumption: lt 1/40
Dimensions: 590 x 540 x 1070 mm
Net weight: kg 70
Power: Kw 3

Machine pour assouplir les embouts avec vapeur surchauffée
Production journalière paires: 1800
Production vapeur réglable jusqu'à lt/8000
Surchauffage: 80/200°C
Consommation d'eau journalière lt 1/40
Dimensions: 590 x 540 x 1070 mm
Poids net: kg 70
Puissance installée: Kw 3

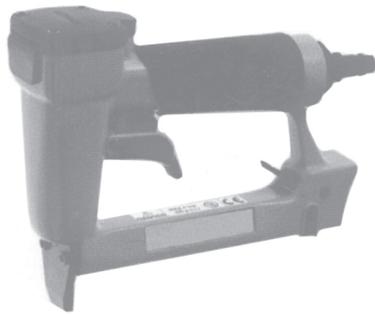
N. 16 Device with pneumatic gun for side lasting
Outil avec pistolet pneumatique pour le montage du flanc



The lasting of the two sides is carried out manually by using a device supplied with pneumatic gun

Le montage des deux flancs est effectué manuellement en utilisant un dispositif alimenté par un pistolet pneumatique

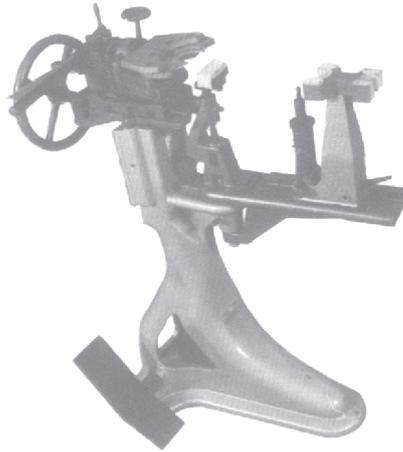
N. 17 Pneumatic nailing machine + table
Clouseuse pneumatique avec table



Air consumption: 0,2 NI/cycle
Net weight: 0,95 Kg.
Gross weight: 1,25 Kg.
Bench:
Dimensions: 1100 x 550 x 800 mm.
Net weight: 25 kg.
Gross weight: 27 kg.

Consommation d'aire: 0,2 NI/cycle
Poids net: 0,95 kg.
Poids brut: 1,25 kg.
Table:
Dimensions: 1100 x 550 x 800 mm.
Poids net: 25 kg.
Poids brut: 27 kg.

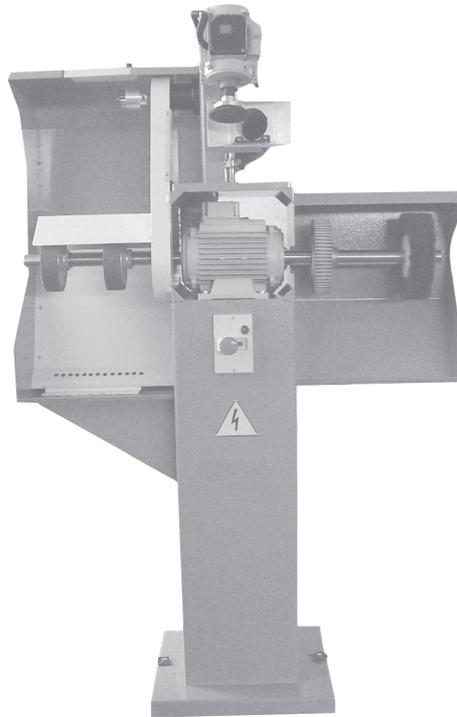
N. 18 Manual toe/heel-seat lasting machine
Machine pour le montage manuel du bout
et de l'emboîtement



Dimensions: 880 x 550 x 1120 mm
Weight: 155 kg

Dimensions: 880 x 550 x 1120 mm
Poids: 155 kg

N. 19 **Finishing machine** **Machine pour le finissage**



Finishing - 1 milling cutter - 2 expansion wheels - 1 naumkeag - 1 heel cone - 1 high-powered aspirator
Dimensions: 950 x 1500 x 450 mm.
Packaging dimensions: 1050 x 1600 x 550 mm.
Expansion wheels: (mm. Ø 140 x 35)
Installed power: 1,50 KW.
Net weight: 85 Kg.
Gross weight: 125 Kg.

Finissage 1 fraiseuse pour couper - 2 roues d'expansion - 1 naumkeag - 1 cône de talon - 1 aspirateur haute puissance
Dimensions: 950 x 1500 x 450 mm.
Dimensions d'emballage: 1050 x 1600 x 550 mm.
Roues d'expansion: (mm. Ø 140 x 35)
Puissance installée: 1,50 KW.
Poids net: 85 Kg.
Poids brut: 125 Kg.

N. 20 Table for gluing operations
Table pour le encollage



Dimensions: 1100 x 550 x 800 mm.
Net weight: 25 kg.
Gross weight: 27 Kg.

Dimensions: 1100 x 550 x 800 mm.
Poids net: 25 kg
Poids brut: 27 Kg.

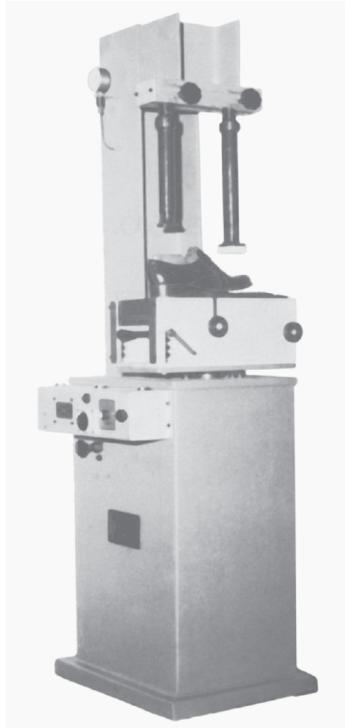
N. 21 Infrared reactivating device with timer
– 3 lamps
Four à infrarouges avec timer
– 3 lampes



Dimensions: 400 x 600 x 250 mm
Net weight: 25 kg.
Input: W 750

Dimensions: 400 x 600 x 250 mm
Poids net: 25 kg
Absorption: W 750

N. 22 Hydraulic machine to press sole to shoe Machine Hydraulique pour presser la semelle de la chaussure



This machine allows the use either of hydraulic or rubber bearings, giving the opportunity of solving any problem.

Thanks to its versatility, this machine may be used either by the craftsman or by the manufacturer, with effective results

Dimensions: 570 x 720 x 1770 mm.

Packaging dimensions: 572 x 870 x 1792 mm.

Installed power: 1, 10 Kw 220 V, Hz 60

Max pressure: 175 Kg/cm²

Net weight: 222 Kg

Gross weight with cage: 292 Kg

Pressure: 2500 kg

Cette machine permet l'utilisation de rouleaux hydrauliques ou en caoutchouc, permettant de résoudre n'importe quel problème. Par sa polyvalence, cette machine peut-être employée efficacement aussi bien par l'artisan que par le fabricant.

Dimensions: 570 x 720 x 1770 mm.

Dimensions de l'emballage: 572 x 870 x 1792 mm.

Courant installé: 1, 10 Kw 220 V, Hz 60

Pression maximale: 175 Kg/cm²

Poids Net: 222 Kg

Poids brut avec cadre 292 Kg

Pression: 2500 kg

N. 23 Last puller
Goujon porte forme pour chaussure montée



Dimensions: 600 x 360 x 1020 mm.
Packaging dimension: 700 x 460 x 1170 mm.
Net weight: 37 kg.
Gross weight: 41 kg.

Dimensions: 600 x 360 x 1020 mm.
Dimension de l'emballage: 700 x 460 x 1170 mm.
Poids net: 37 kg.
Poids brut: 41 kg.

N. 24 Manual heel nailing machine Cloueuse à talon manuelle



Nailing machine for lady's and man's shoes, up to a maximum height of 160 mm. Its height (up to 460 mm) allows the nailing of high boots. Suitable for small and medium productions, supplied with heel quick manual fastening and pneumatic nailing.

Dimensions: 420 x 450 x 1780 mm.

Packaging dimensions: 520 x 550 x 1980 mm.

Air consumption: 6 bar, 12 NL/minute.

Net weight: 85 Kg.

Gross weight with case: 120 Kg

Cloueuse pour chaussures pour femme et pour homme, jusqu'à une hauteur maximale de 160 millimètres. Sa hauteur (jusqu'à 460 mm) permet de clouer même les bottes. Approprié pour des petites et moyennes productions il est fourni avec un manche pour une prise manuelle rapide du talon et un clouage pneumatique.

Dimensions: 420 x 450 x 1780 mm.

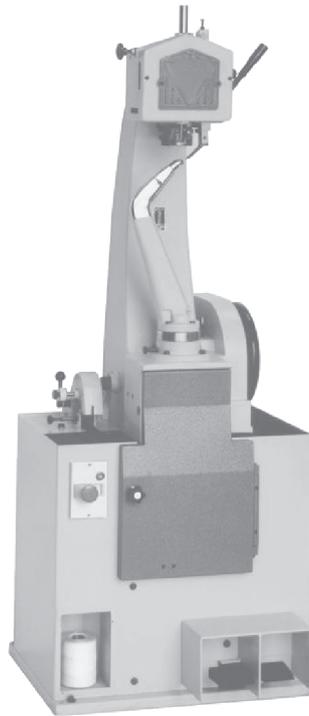
Dimensions de l'emballage: 520 x 550 x 1980 mm.

Consommation d'air 6 bar, 12NL/minute

Poids net: 85 Kg.

Poids brut avec sa boîte: 120 kg.

N. 25 Sewing machine with two threads
Machine à coudre à deux fils



Sewing machine with two threads for shoe repairers and small productions.
Stitch width 3-14 mm
Maximum thicknesses 27 mm
Stitches/min. 120-150
Engine power 0,4 Kw
Dimensions: 620 x 570 x 1650 mm
Net weight 180 Kg
Gross weight 240 Kg

Machine à coudre à deux fils pour les cordonniers et les petites productions.
Profondeur de piquage 3-14 mm
Epaisseur maximale 27 mm
Piquage/min. 120-150
Puissance de moteur 0,4 Kw
Dimensions: 620 x 570 x 1650
Poids net 180 kg
Poids brut 240 kg

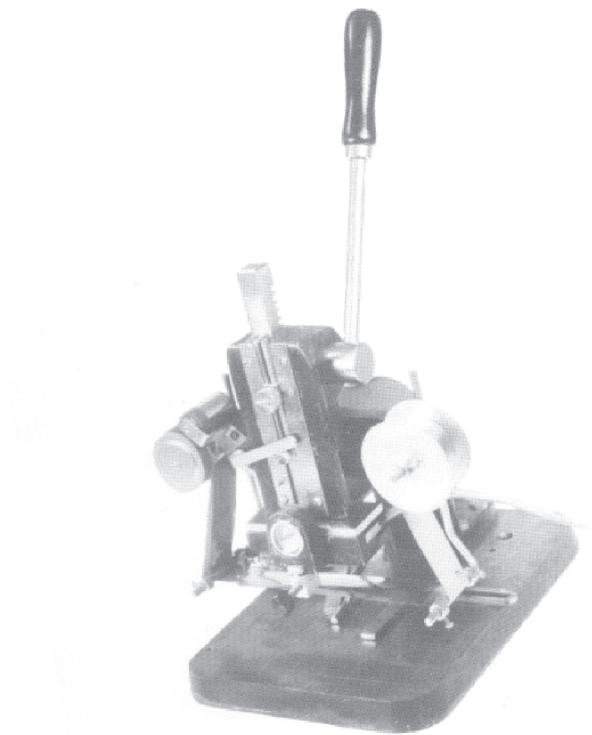
N. 26 Table for different operations for sewing machines
Table pour différentes opérations pour machines à coudre



Dimensions: 1100 x 550 x 800 mm.
Net weight: 25 kg.
Gross weight: 27 kg.

Dimensions: 1100 x 550 x 800 mm.
Poids Net: 25 Kg.
Poids Brut: 27 kg.

N. 27 Manual stamping machine Presse manuelle



Transport of automatic ribbon from 0 to 120 mm.

Adjusting temperature with thermoregulator from 0 to 150°.

Printing size: 40 x 80 mm

Sizes: 350 x 300 x 400 mm

Net weight: Kg 13

Transport sur ruban automatique de 0 à 120 mm.

Réglage de la température avec le thermorégulateur de 0 à 150°

taille d'impression: 40 x 80 mm

Dimension 350 x 300 X 400 mm

Poids net: Kg 13

N. 28 Ironing Machine Machine à repasser



It is a thermal industrial machine with two stations which combines the lightness of alloy sheet with a precise thermoregulation, visualized with a detector feeler located on the sheet, with steam injection. Temperature may be adjusted between 0 and 350 °C, with a thermoregulator located in the control panel. The steam jet makes leather elastic and able to tend to get a shoe well ironed and free of faults.

Dimensions: 420 x 240 x 240 mm.

Electric power: 0,320 Kw

Packaging dimensions: 520 x 550 x 1980 mm

Water consumption: 2 litres in 8 hours

Net weight: 2,9 Kg

Gross weight: 3,6 Kg

Table

Dimensions: 2000 x 1000 x 1000 mm.

Net weight: 74 kg

Gross weight: 77 kg

C'est une machine industrielle thermique à deux stations qui combine la finesse de la feuille d'alliage avec une thermorégulation précise, visualisé par un détecteur sensible situé sur la feuille, à injection de vapeur. La température peut être ajustée entre 0 et 350 °C, avec un thermorégulateur situé sur le panneau de commande. Les jets de vapeur donneront au cuir une souplesse et une tension qui portera à une chaussure bien repassée et sans défauts.

Dimensions: 420 x 240 x 240 mm.

Puissance électrique: 0,320 Kw.

Dimensions de l'emballage: 520 x 550 x 1980 mm

Consommation d'eau: 2 litres en 8 heures

Poids net: 2,9 Kg

Poids Brut: 3,6 Kg

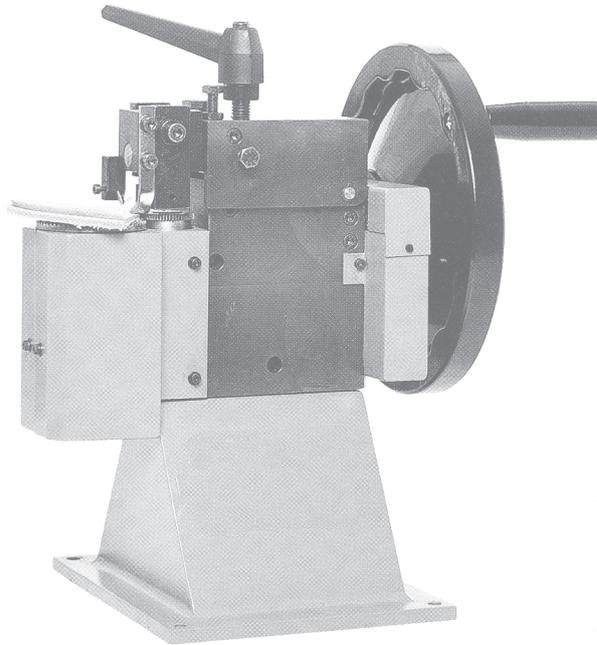
Table

Dimensions: 2000 x 1000 x 1000 mm.

Poids net: 74 kg

Poids Brut: 77 kg

N. 29 Manual machine to open channel and grooving
Machine manuelle pour ouvrir la gravure et la rainure



Manual machine to open channel and grooving in the sole
Dimensions: 400 x 250 x 400 mm
Net weight: 21 Kg.
Gross weight: 27 Kg.

Machine manuelle pour ouvrir la gravure et la rainure dans la semelle
Dimensions: 400 x 250 x 400 mm
Poids net: 21 Kg.
Poids brut: 27 Kg.

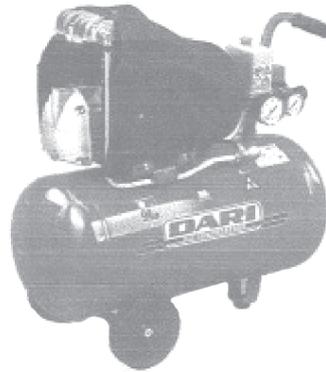
N. 30 Trolley for boxes
Chariot porte-boîtes



Dimensions: 1150 x 700 x 1200 mm

Dimensions: 1150 x 700 x 1200 mm

N. 31 Compressor
Compresseur



Dimensions: 520 x 250 x 590 mm
Kg 20

Dimensions: 520 x 250 x 590 mm
Kg 20



Istituto Nazionale per il Commercio
Estero

LINEAPELLE



AS.O.A.C.
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with the patronage of the Italian Ministry of International Trade



A LEATHER BRIDGE WITH AFRICA

28/05/2007

Archivio del Convegno del 19 Aprile 2007 svoltosi a Bologna nell'ambito degli eventi fieristici LINEAPELLE, TANNING TECH-SIMAC

Introduzione

Il Progetto

“A Leather Bridge with Africa” è un progetto di laboratorio sperimentale per l'artigianato della calzatura conclusosi con una Convention Internazionale incentrata sullo sviluppo del settore conciario e calzaturiero in Africa.

All'interno del Quartiere Fiera di Bologna e in occasione di LINEAPELLE- SIMAC-TANNING TECH (17-20 Aprile 2007) È stata allestita un' apposita area dimostrativa dedicata ai piccoli artigiani della calzatura con un impianto pilota per la produzione di scarpe.

Il 19 Aprile 2007 si è svolta una Convention Internazionale in Fiera sull'industria della pelle e della calzatura in Africa con la presentazione dei risultati delle ricerche sviluppate dal P.I.S.I.E. sul settore informale della piccola impresa calzaturiera nei paesi africani e con la presentazione da parte dell'UNIC (Associazione Nazionale Italiana dei Conciatori) dei dati relativi al commercio delle pelli tra l'Italia ed i paesi africani.

All'evento hanno partecipato delegazioni composte da rappresentanti appartenenti al settore pubblico e privato provenienti dai Paesi africani, oltre a rappresentanti delle agenzie intermedie internazionali.

I promotori

I promotori del progetto sono l'**ICE**, Istituto per il Commercio Estero (Italian Trade Commission), **Bologna Fiere Spa**, **Assomac**, organizzatrice di **Simac** e **Tanning Tech**, le manifestazioni delle macchine e della tecnologia per l'area pelle, e **Lineapelle Spa**, società organizzatrice della manifestazione **LINEAPELLE**, fiera internazionale di pelli, accessori, componenti, sintetici, modelli per calzatura, pelletteria, abbigliamento e arredamento, con il contributo della **Regione Emilia Romagna** ed il patrocinio del **Ministero del Commercio Internazionale dell'Italia**, in partnership con **ESALIA**, Eastern and Southern Africa Leather Industries Association – l'organizzatore della fiera annuale "Int'l Leather & Footwear Export" di Nairobi (L'Esalia è l'Associazione del settore pelle-calzature che rappresenta i Paesi dell'Est e del Sud dell'Africa quali: Etiopia,, Eritrea, Kenya, Malawi, Namibia, Sudan, Tanzania, Uganda, Zambia e Zimbabwe), e **ASOAC**, Association Sous Régional de l'Afrique de l'Ouest du Cuir (Asoac rappresenta i seguenti paesi : Burkina Faso, Mali, Niger, Senegal)

I partecipanti

Alla conferenza hanno partecipato rappresentanti di 16 paesi africani, (Burkina Faso, Egitto, Eritrea, Etiopia, Kenya, Malawi, Mali, Marocco, Niger, Randa, Senegal, Sudan, Tanzania, Tunisia, Uganda), oltre ad alcune agenzie intermedie con i seguenti ruoli:

- N° 8 tra centri di formazione e agenzie di supporto alla piccola impresa, pubbliche e statali:
 1. Egitto; Leather Technology Centre – LTC
 2. Kenya, Training and Production Centre for the Shoe Industry, TPCSI
 3. Marocco, Chambre Commerce et Industrie de la Région de Fes-Boulamane
 4. Marocco, Institut Supérieur de Tannerie et de Transformation du Cuir - OFPPT
 5. Senegal, Agence de Développement et d'Encadrement des Petites et Moyennes Entreprises - ADEPME.
 6. Sudan, National Leather Technology Center – NLTC
 7. Tunisia, Centre National du Cuir et de la Chaussure - CNCC
 8. Uganda, Training & Common Facility Centre / Crane Shoes
- N° 1 cooperativa di piccoli calzaturifici:
 1. Ethiopia, Ethio-International Footwear Cluster Cooperative Society - EIFCCOS
- N° 11 imprenditori, con caratteristiche di imprenditoria sociale, della calzatura:
 1. Eritrea, Ms. Ellen Tesfaghiorgis
 2. Etiopia, Mr Paulos Endashaw
 3. Kenya, Mr. Bedan Muraya
 4. Kenya, Mr. Francis Wainaina
 5. Malawi, Mr. Crispin Amasi
 6. Mali, Mr. Mamadou Soumbounou
 7. Marocco, Mr. Abdelkadir Hajjoubi
 8. Niger, Mr Ali Bassitalo Ouedrago
 9. Ruanda, Mr. Dan Ntambara
 10. Senegal, Mr. Malik Tundé

11. Tanzania, Mr Elibariki Mmari

- N° 3 imprenditori, con caratteristiche di imprenditoria sociale, della concia:
 1. Burkina Faso, Mr Mahanmadou Ouedraogo
 2. Etiopia, Elias Bedada
 3. Marocco, Mohamed Berrada

- N° 5 agenzie intermedie:
 1. FAO, Roma
 2. CDE, Bruxelles
 3. ITC, Ginevra
 4. UNIDO; Addis Ababa
 5. UNIDO-ITPO, Roma

N° 2 NGO specializzate nei programmi di riduzione della povertà (IGA- Income Generation Activities):

1. Grameen Bank, Bangladesh
2. CISP, Comitato Internazionale per lo Sviluppo dei Popoli, Malawi

Il Laboratorio e la Conferenza internazionale: obiettivi del progetto

La conferenza internazionale è stata coordinata dal PISIE. Il PISIE ha sviluppato sin dal 2005 uno studio nel settore della calzatura, per l'Africa ed alcuni Paesi del Medio Oriente promosso dalla **ASSOMAC** con il supporto del **Ministero del Commercio Internazionale e dell'Istituto nazionale per il Commercio Estero**.

Il progetto "A Leather Bridge with Africa" quindi è scaturito da un attento studio della situazione produttiva nelle aree prese in esame, dal quale è emersa una presenza attiva del sistema artigianale ed informale della calzatura che riesce a coprire, con la sua produzione, oltre il 60% della domanda del mercato locale. Un vero e proprio sistema produttivo che occupa centinaia di migliaia di persone in tutto il Continente africano e che rischia di scomparire a causa di alcuni effetti negativi dei processi di globalizzazione.

Obiettivo primario dell'iniziativa è il miglioramento tecnologico e produttivo delle micro-imprese e dei piccoli laboratori a carattere familiare, attraverso l'introduzione di sistemi di meccanizzazione-base per permettere lavorazioni di qualità omogenee e la diversificazione produttiva.

Obiettivo collaterale, favorire l'integrazione verticale a livello regionale delle diverse specializzazioni produttive dei beni intermedi e delle materie prime reperibili localmente.

Gli obiettivi specifici del progetto sono:

- creare impianti pilota all'interno di Centri Servizi nei diversi Paesi, in particolare quelli dell'Africa sub-sahariana, dove si possa ottenere assistenza tecnica e forme di supporto finanziario adatte al miglioramento della produttività nell'ambito delle piccole e piccolissime imprese del settore. L'impianto è stato progettato dal PISIE, Politecnico Internazionale per lo Sviluppo Industriale ed Economico, una ONG italiana.

- migliorare le capacità produttive delle migliaia di laboratori artigiani già esistenti.

Per realizzare il progetto è stato evidenziato - anche alla luce dei seminari e dimostrazioni pratiche già svoltisi in Tunisia, Kenya, Mali e Senegal, Egitto, Marocco e Siria- che si rendono necessarie alcune attività complementari quali:

- l'installazione di un impianto meccanizzato, con macchinari semplici e poco costosi, per la produzione artigianale di calzature con una media capacità produttiva di circa 50 paia giornaliere;
- la creazione di un modello, anche informale, per il finanziamento delle micro-imprese; un modello che veda la partecipazione delle Istituzioni del Credito solidale per la costituzione di un Fondo di Garanzia per superare l'ostacolo dell'accesso al Credito

L'idea è quella di promuovere un tavolo di confronto tra Istituzioni che gestiscono il credito, per la formazione di collateralità di garanzia: l'Aiuto Internazionale può partecipare allo sviluppo della micro-impresa, a condizione che sia programmatico, centrato sulla formazione e che i fondi stanziati raggiungano effettivamente le micro-imprese artigiane africane invece di disperdersi tra "filtri" istituzionali e organizzativi.

I fondi eventualmente stanziati potranno essere utilizzati da Agenzie in prossimità dei distretti africani che raggruppano le micro-imprese, per poi raggiungere anche i laboratori familiari delle zone rurali. Inoltre questi fondi dovranno essere utilizzati come unica fonte di finanziamento istituzionale solo dove non sarà possibile attivare altre forme di finanziamento, quali il sistema bancario convenzionale. Altrimenti i fondi dovranno essere utilizzati per coadiuvare il sistema bancario e per indirizzare l'orientamento dei progetti. In ogni caso dovranno essere coordinati con i sistemi di finanziamento solidale attualmente già in uso.

Le due attività potranno essere integrate, grazie anche ad un programma di assistenza per la formazione tecnica, con installazioni moderne a prezzo ridotto e facili da utilizzare, eventualmente anche secondo modelli tecnologici adatti alla produzione conto terzi da attivarsi presso i Centri Servizi.

Tra l'altro in alcuni Paesi dell'Africa e del Medio Oriente sono in corso contatti per il raggiungimento di accordi di collaborazione con le Agenzie intermedie rappresentative del settore che potranno collaborare anche alla formazione dei Centri di Servizi ed alla gestione di crediti indirizzati al miglioramento della produttività.

Concretamente il programma di cooperazione si propone di aiutare le micro-imprese ed i laboratori familiari ad allargare la gamma dei prodotti, produrre più rapidamente e a costi inferiori, ottimizzare la qualità del prodotto pur mantenendo l'impronta del "fatto a mano".



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with the patronage of the Italian Ministry of International Trade



A LEATHER BRIDGE WITH AFRICA

Forum internazionale a Bologna (Italia) dal 17 al 19 aprile 2007

ICE¹, ASSOMAC², LINEAPELLE³ e Bologna Fiere, con il patrocinio del **Ministero del Commercio Internazionale** ed il supporto della **Regione Emilia Romagna**, anche a seguito degli accordi con le Associazioni africane ASOAC⁴ ed ESALIA⁵, organizzano un Forum di Cooperazione Internazionale:

“A LEATHER BRIDGE WITH AFRICA”

che si svolgerà nel **Quartiere Fiera di Bologna** in concomitanza con le manifestazioni fieristiche **LINEAPELLE, SIMAC, TANNING TECH** dal **17 al 19 Aprile 2007**.

L'evento prevede per tutto il periodo delle manifestazioni fieristiche:

- l'allestimento di un laboratorio artigianale calzaturiero pilota funzionante con produzione di calzature finite;
- l'invito a 25 rappresentanti - provenienti da Burkina Fasu, Egitto, Eritrea, Etiopia, Kenya, Mali, Marocco, Niger, Rwanda, Senegal, Sudafrica, Sudan, Tanzania, Tunisia e Uganda - che a vario titolo si occupano dei problemi dello sviluppo industriale e commerciale nei Paesi dell'Africa.
- Un **Forum Internazionale**, programmato nel Quartiere Fieristico di Bologna per **giovedì 19 aprile**. Il Forum offrirà l'opportunità per discutere, insieme ai rappresentanti dei Paesi invitati, i rapporti industriali e commerciali tra Italia e Africa nell'area pelle e le iniziative più opportune per permettere al settore artigiano della pelle e dei prodotti in pelle dell'Africa di acquisire le competenze necessarie e quindi cogliere le opportunità offerte dal mercato internazionale. All'iniziativa presenzieranno anche gli Organismi Nazionali ed Internazionali che si occupano, a vario titolo, di Cooperazione allo Sviluppo e di Gestione del Credito quali: **ITC, CDE, UNIDO, FAO, ESIPP, UNDP, Banca Mondiale, Camera di Commercio di Milano, PROMOS, Banca Etica, Intesa-San Paolo, USAID**.

¹ Istituto nazionale per il Commercio Estero

² Associazione Costruttori Italiani di Macchine ed Accessori per Calzaturifici, Pelletterie e Concerie

³ Ente Fieristico Internazionale

⁴ Associazione africana della pelle e prodotti derivati di Burkina Fasu, Mali, Niger e Senegal

⁵ Associazione africana della pelle e dei prodotti derivati di Eritrea, Etiopia, Kenya, Malawi, Namibia, Sudan, Tanzania, Uganda, Zambia e Zimbabwe

L'evento é collegato ad un progetto, nel settore della calzatura, avviato nel 2005 da Assomac e Ice e realizzato dal **PISIE**⁶, destinato ai Paesi dell'Africa e del Medio Oriente. Anche questo progetto è stato sostenuto dal **Ministero del Commercio Internazionale**.

L'iniziativa è scaturita da un attento studio della situazione produttiva nelle aree prese in esame dal quale è emersa una presenza attiva del sistema artigianale ed informale della calzatura che riesce a coprire, con la sua produzione, oltre il 60% della domanda del mercato locale. Un vero e proprio sistema produttivo che occupa centinaia di migliaia di persone in tutto il Continente africano e che rischia di scomparire a causa di alcuni effetti negativi dei processi di globalizzazione.

Gli obiettivi primari dell'iniziativa sono il miglioramento tecnologico e produttivo delle micro-imprese e dei piccoli laboratori a carattere familiare e la creazione di un modello, anche informale, per il finanziamento delle micro-imprese. Un modello che veda la partecipazione delle Istituzioni del Credito solidale per la costituzione di un Fondo di Garanzia per superare l'ostacolo dell'accesso al Credito.

⁶ ONG italiana riconosciuta dal Ministero Affari Esteri

“ A LEATHER BRIDGE WITH AFRICA”

Bologna Fair Ground, Pavilion 36, Sala Sinfonia - 19 April 2007

18/04 -12.00 – Welcome to the participants:

- Letter of participation of UNIDO, Aurelia Calabrò, addressed by Mr. Negussie Erketa, Ethiopia

19/04 Conference

9.30 **Welcome addresses**

1. **Mr. Ermanno Marini (P.I.S.I.E.) chairman of the meeting**
2. Mr. Message of the Ministry of Foreign Trade Emma Bonino)
3. Mr. Giovanni Gaia, President of Assomac
4. Mr. Michele Porcelli, Managing Director of Bologna Fiere
5. Ms. Maria Cristina Santandrea, Alderman for Trades and Cooperation of the “Comune di Bologna”
6. Mr. Andrea Mattiello, ICE
7. Mr. Ruben Sacerdoti, Director of the One Stop Shop for the Internationalisation of enterprises of the “Regione Emilia Romagna”
8. Mr. Samuel Kiruthu, Director of Esalia
9. Mr. Ibrahima Diane, General Secretary of Asoac

PART I: Market opportunities for African footwear micro-enterprises and leather sector

10.15 **10. Opening: Mr. Ermanno Marini**

11. “How to compete in the globalized world”, Mr. Carlo Milone.

Contributions by :

12. *Le rôle de l'artisanat du cuir dans le développement de la filière en Afrique de l'ouest*, Mr. Ibrahima Diané, ASOAC, Mali -
13. *Evolution of the small and micro enterprises the Leather Sector in Eastern and Southern Africa with specific focus to clustering*, Mr. Sam Kiruthu, ESALIA, Kenya
14. *Salutation de la Chambre de Commerce de Féz*, Mr. Mohammed Berrada, President de l'Association de l'Industrie du cuir de Féz (FEDIC), Maroc
15. *Communication sur les opportunités de marché pour les micro-entreprises du secteur de la chaussure*, Ms. Marie Thérèse Diediou, Pdg de ADEPME, Sénégal
16. *The Ethio-International Footwear Cluster Cooperative Society (EIFCCOS) is a cluster Cooperative company formed by 1000 Micro and Small enterprises.*, Mr. Paulos Endeshaw, Director of Ethio-International Footwear Cluster Cooperative Society, Ethiopia
17. *Coopération Sud-Sud avec la Tunisie et l'atelier pilote pour les artisans de la chaussure*, Mr. Malek Kelil, Directeur du CNCC, Tunisie
18. *The Relationship Between Africa and Italy in the Leather Area, Opportunities, Development and Perspectives*, Luca Boltri, Expert of UNIC, (Unione Nazionale Italian dei Conciatori)
19. *Proposal of Cooperation to Reduce Trades Barriers Regarding Taxes and Restrictions to Exports of Raw Hides and Skins, and Wet-Blue*, Mr. Gustavo Gonzalez-Quijano, General Secretary of COTANCE, Belgium.

PART II: Finance support to facilitate socio-economic development

“Microfinance: Success exceeds expectations”

- 14.30 20. *Access to Finance for Small and Micro Enterprises in Leather Sector in Bangladesh*, Mr. Mohammed Hussein, Bangladesh

“Leather sector and bank finance”

- 15.15 21. “How to improve access to credit by the African footwear micro-enterprises” Mr. Carlo Milone

Contributions by :

22. *Les Petites fabricants de chaussure artisanal*, Mr. Abdelkader Hayoubi, Association de la Chaussure de Féz, Morocco
23. *Une Tentative De Reponse « Responsable » Sur Comment Faciliter L'accès Au Credit Des Pme*, Mr. Carlo Cattani, ITC, Switzerland
24. *'Improving Access to Finance', The CDE Experience in Burkina Faso and Madagascar*, Mr. Klaus Niederlander, CDE, Belgium
25. *Iqub- A Traditional Informal Financial Institution*, Mrs. Bethel Terefe, University of Addis Abeba, Ethiopia

Other Contributions:

26. Ms. Samia El Amin, NLTC – Sudan
27. Mr. Dan Tambara, Rwanda

28. Conclusion:

A LEATHER BRIDGE WITH AFRICA
Forum internazionale a Bologna- 19 aprile 2007

Cari amici provenienti da 16 Paesi dell'Africa, Autorità presenti, rappresentanti degli Organismi Internazionali che si occupano di Cooperazione e Sviluppo industriale, signore e signori,

Sono onorato di aprire, questa mattina, i lavori di questo Forum Internazionale e mi preme ringraziare, da subito, tutti i partners che hanno dato vita con molto entusiasmo, assieme ad Assomac, a questo progetto: l'Ice, Lineapelle, Bologna Fiere, la Regione Emilia Romagna e le due Associazioni africane Asoac ed Esalia.

Un ringraziamento particolare va riconosciuto al Ministero del Commercio Internazionale, oggi qui rappresentato dal Dr. Leopoldo Franza, che ha creduto in questa iniziativa a partire da due anni a questa parte. E un grazie di cuore, a livello personale, al Ministro Emma Bonino che ha concesso il Patrocinio del Suo Ministero a questo Forum Internazionale.

Abbiamo chiamato questa iniziativa "A leather bridge with Africa" perché vogliamo cooperare insieme sempre di più e perché pensiamo esistano tutti i presupposti per migliorare le relazioni industriali e commerciali tra l'Italia, l'Europa mi si lasci dire, e l'immenso Continente africano. Un solco, questo, tracciato da Assomac da vari anni ormai attraverso l'avvio di un dialogo molto proficuo non solo con i Paesi africani che si affacciano sul Mediterraneo ma anche con quelli più lontani dell'Africa sub-sahariana.

Qui oggi parleremo di molte cose importanti. Dal problema più generale dello stato delle relazioni tra Europa ed Africa nell'area pelle, con lo scopo di analizzare le opportunità, gli sviluppi e le prospettive; a quello più particolare di un progetto di prima meccanizzazione, con macchine semplici e poco costose, delle micro-imprese e dei piccoli laboratori calzaturieri familiari africani con l'obiettivo primario del loro miglioramento tecnologico e produttivo. Queste realtà infatti coprono oltre il 60% della domanda del mercato locale del Continente africano ma rischiano di scomparire a causa di alcuni effetti negativi dei processi di globalizzazione.

Per dare la prova concreta delle potenzialità di questo progetto - già presentato con molto successo in Egitto, Tunisia, Kenya, Mali, Senegal, Marocco e più recentemente anche in un Paese del medio oriente, la Siria - abbiamo voluto inoltre allestire qui in fiera, al padiglione 35 bis, un laboratorio pilota in grado di produrre scarpe di qualità e discutere, in questa sala, di come creare un modello, anche informale, per il finanziamento delle micro-imprese. Un modello che veda la partecipazione delle Istituzioni del Credito solidale per la costituzione di un Fondo di Garanzia per superare l'ostacolo dell'accesso al Credito da parte di queste micro-imprese.

Per aiutarci a capire meglio come costruire questo modello finanziario abbiamo invitato dal Bangladesh a portare la sua testimonianza, e siamo onorati della sua presenza, il sig. Mohammed Hossain, che da tempo lavora su queste problematiche assieme all'ITC. Del resto il Bangladesh sui temi del micro-credito rappresenta la punta più avanzata a livello internazionale, riconosciuta anche con l'assegnazione del Premio Nobel per la Pace al Prof. Mohammad Yunus ed alla Grameen Bank.

L'Africa occupa il secondo posto a livello mondiale per numero di Istituzioni di Micro Finanza, ma il problema principale che condiziona l'operatività del microcredito africano è dovuto alla scarsa performance finanziaria delle Istituzioni della Micro Finanza africane, che presentano il tasso di rendimento più basso a livello mondiale, a causa dell'estrema arretratezza tecnologica e del contesto prevalentemente rurale. Noi pensiamo che i progetti di microcredito migliorerebbero se saranno inseriti all'interno di più ampi programmi specializzati nell'ambito delle attività produttive di base, necessarie al fine di rimuovere le cause strutturali che impediscono la crescita dell'economia industriale nel continente africano.

Chiudo qui questa mia breve introduzione e la scio la parola ai messaggi di saluto degli altri partner del progetto. Comincia....



Il Ministro del Commercio Internazionale

“A LEATHER BRIDGE WITH AFRICA”

Bologna, 19 aprile

Saluto della Ministro del Commercio Internazionale Emma Bonino

Nel ringraziare ASSOMAC e la Fiera di Bologna per l'invito e per l'organizzazione di questo incontro, desidero dare il mio personale benvenuto alle delegazioni estere presenti a questo Forum.

Purtroppo, la mia agenda non mi ha permesso di essere con voi oggi. Tuttavia, mi è gradito esprimere il mio più vivo compiacimento per l'iniziativa volta a individuare le iniziative più opportune per permettere al settore artigiano della pelle e dei prodotti in pelle dell'Africa, di acquisire le competenze necessarie e, quindi, cogliere le opportunità offerte dal mercato internazionale.

Bisogna rendere questi Paesi più partecipi dei ritmi e dei meccanismi dell'economia globale. Oggi, infatti, l'Africa soffre di rimanere ai margini di quasi tutti i processi globalizzanti, che si tratti dell'economia, della tecnologia, della diffusione delle conoscenze e della ricerca.

E' fondamentale, dunque, operare perché si riesca nel futuro a garantire una reale possibilità di competere ai prodotti africani, in particolare ai prodotti agricoli e artigiani, incrementando le possibilità di accesso ai mercati di Europa e USA.

E' con questo spirito che il Ministero del Commercio Internazionale ha deciso, a partire dal 2005, con la collaborazione dell'Istituto Nazionale per il Commercio Estero - ICE, di sostenere l'iniziativa promossa da Assomac per il settore della pelle e della calzatura, per l'Africa e alcuni paesi del Medio Oriente.

Obiettivo primario del progetto è, infatti, il miglioramento tecnologico e produttivo delle micro-imprese e dei piccoli laboratori a carattere familiare – dato di vitale importanza per l'innalzamento del livello qualitativo dei prodotti di questi paesi.

Auguro quindi alla manifestazione e al Forum di riuscire nel perseguimento degli obiettivi che si sono e che ci siamo proposti.

Buon lavoro a tutti!

Emma Bonino



OFFICE OF THE UNIDO REPRESENTATIVE FOR ETHIOPIA, BURUNDI, RWANDA AND UGANDA &
REPRESENTATIVE OF THE DIRECTOR GENERAL TO THE AU AND UNECA AND HEAD OF THE REGIONAL OFFICE
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Tel: (0251 11) 5514245; Fax: (00251 11) 5512733; E-mail/Internet: office.Ethiopia@unido.org

16 April 2007

Subject: *Leather Bridge with Africa -April 17-18-19, 2007 - Bologna - Italy*

Dear Organizers,

I have the honour to refer to the forthcoming event "Leather Bridge with Africa" from 17-19 April 2007, Bologna, Italy organized by ASSOMAC, ICE, Regione Emilia Romagna, Bologna Fiere, ASOAC and ESALIA, where UNIDO is kindly invited to attend as one of the major development partners for the leather and leather products industry in the Africa region.

I wish to thank you for your kind invitation, but due to other commitments, I will not be able to personally take part in this important event.

I am pleased to inform you that UNIDO will be represented by participants from Ethiopia, particularly from our MSMEs programme and Footwear Cluster in *Merkato* as well from Kenya and from our Regional West Africa Programme covering four countries (Burkina Faso, Mali, Niger and Senegal) linked to the newly-established Association, ASOAC. In this respect I wish to thank the organizers for having facilitated and sponsored their participation.

During the seminar on 19 April 2007, these participants will make an intervention on the activities UNIDO is implementing in assistance to MSMEs and leather craft artisans in the Africa region.

.../...

Organizers of the event "Leather Bridge with Africa"
marketing@assomac.it
Vigevano,
Italy

-2-

I strongly believe that this area of technical assistance, MSMEs and artisans, is very much required to be supported as development partners sometimes overlook it as it relates more to the informal sector. However, in certain cases, it represents a major income generation activity for the poorest of the poorest. In this context, UNIDO is looking forward to cooperating in this endeavour with all development partners.

I would like to take this opportunity to wish you a very successful event and especially fruitful deliberations with concrete follow-up actions.

With my Kindest Regards,



Aurelia Patrizia Calabrò in Bellamoli
Senior Industrial Development Officer &
Deputy UNIDO Representative for Ethiopia, Burundi, Rwanda
and Uganda, AU and UNECA and Deputy Head of the Regional Office

cc: Mr. Mario Pucci
Mr. Carlo Milone

17-19 April 2007
Bologna - Italy

A Leather bridge with Africa

LINEAPELLE



Istituto nazionale per il Commercio Estero



Ministero del Commercio Internazionale

with the Patronage of the Italian Ministry of International Trade

AS.O.A.C.
Association Oases Africaines
des Cuirs et Peaux



**HOW TO COMPETE IN THE
GLOBALIZED WORLD**

Even if the problem of the liberalization of the market has dominated the last summits of the WTO, nevertheless a greater access to international markets doesn't constitute an universal remedy for the development of African Countries economies.

African economies have a volume of exchanges with foreign countries proportioned to their structural characteristics:

1 - scarcely differentiated economies depending on few raw materials

2 - high transport costs due to the lack of infrastructures

3 - a chronic lack of capitals

CONSEQUENCE: A VERY LOW LEVEL OF EXPORT VOLUMES FROM AFRICA: ABOUT 2% OF THE WORLD TRADE.

WHAT ARE THE CONSEQUENCES OF MARKET LIBERALIZATION IN THE FOOTWEAR SECTOR ?

- For the consumers' a wider range of models at relatively low cost

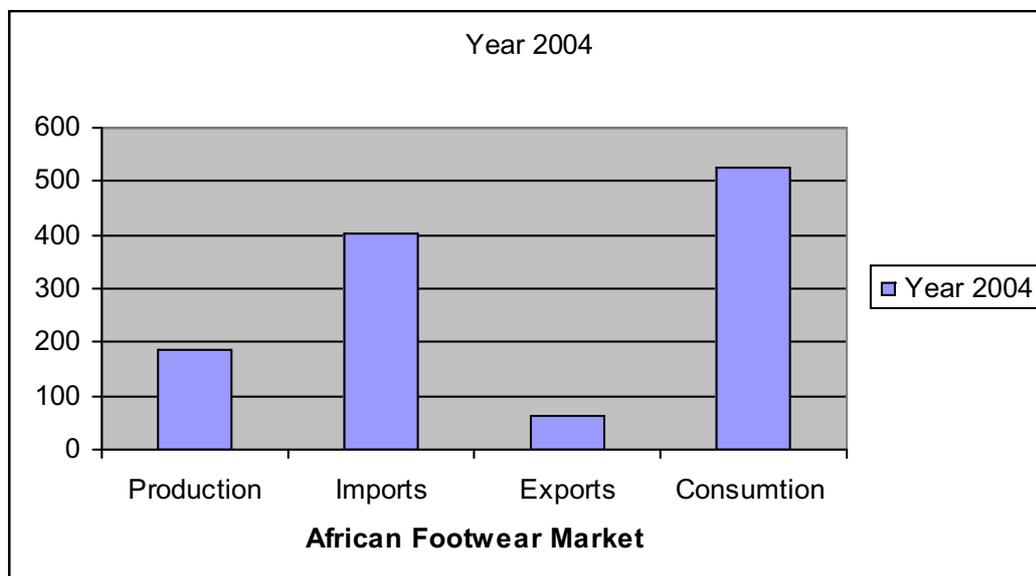


- But the large footwear enterprises are dropped out of the market: these enterprises, suffering from gigantism and rigidity, find it hard to renew themselves.



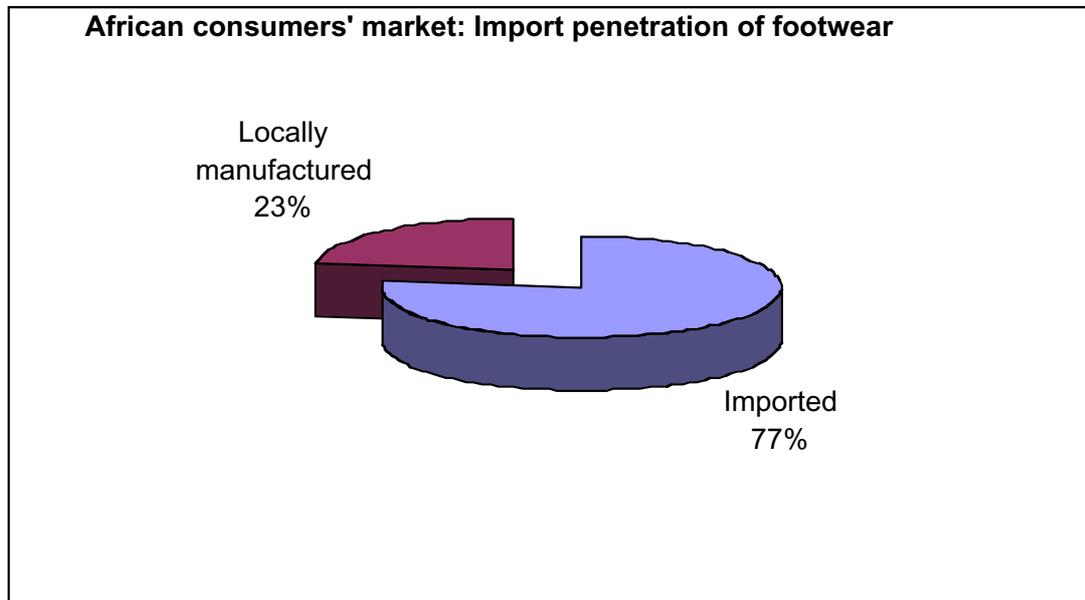
- Apparently the African consumers' market for footwear is of 600 mln/pairs per year

Figure 1 African Footwear Market and African Consumers' Market



Source: SATRA

- 77% imported



Source: SATRA

- This happens while in Africa there is a large availability of raw material



THE PRODUCTION IS NOW MORE DEPENDENT FROM THE CONSUMER MARKET, THAN TO THE ESTABLISHED PRODUCTION CAPACITY.

- The new actors of the market are the consumers, the traders and the small producers of the informal footwear sector. In this context, the leading role in the market is now played by the consumer, and no longer by the availability of raw skins.
- This new dimension, purchase market (consumers) instead of sales market (availability of raw hides and skins in a national area), is now easier to manage for the retailers of the sector. Leathers are still part of the footwear but no longer the main and only material for the production of classic shoes.

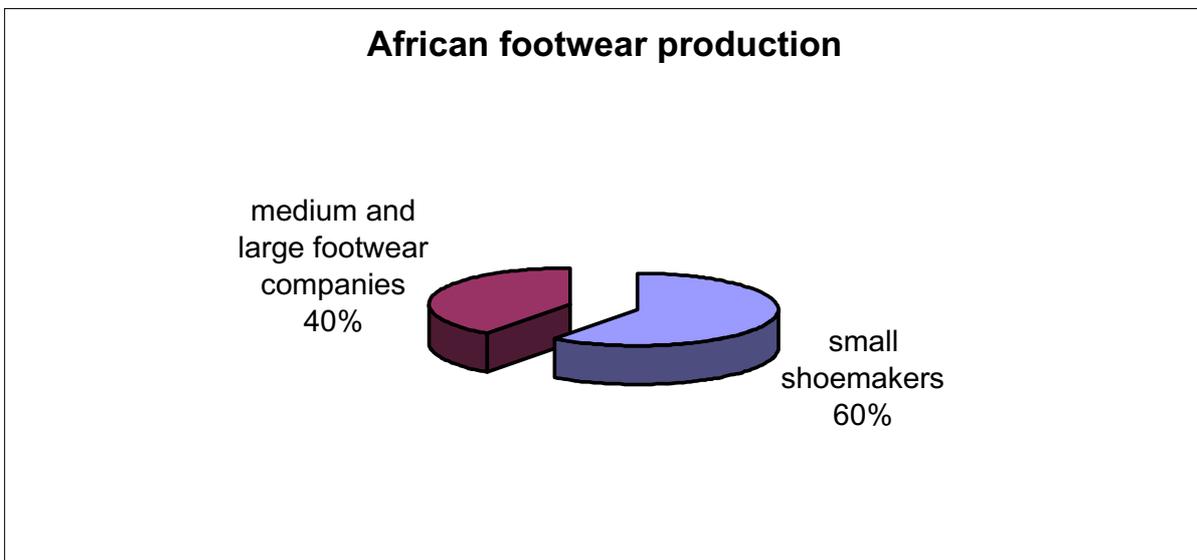
THE SMALL PRODUCERS OF THE INFORMAL SECTOR HAVE GAINED A LEADING ROLE:

By expanding and combining themselves with medium and large footwear companies and chains of distribution the small producers contribute to give them more flexibility

- The sector of small enterprises is estimated to represent within the African continent over 85% of the global number of segment's productive units



- And the small enterprises produces 60% of the African footwears



KEY OF SUCCESS

- the keys to success of informal entrepreneurs belonging to small familiar enterprises are:
- capability of accumulation starting from very small sums,
- capability of manage their daily business according to criteria of capitalistic economic rationality:
 - they reinvest profits in company expansion, to later assume the life style of the middle classes trying to reproduce themselves as a social group,
 - investing in hereditary commodities
 - Investing in the education of their children
 - Consumers are now used to diversify the products they buy and this has opened the way to new and more flexible local productions

WEAKNESS

- **Compared to the global market trend the small marginal artisan business** is the survival activity of the poorest people, an archaic and rural world where customers delegate one person, who will later be assisted by helpers, to supply their family with shoes, by purchasing them not according emotional criteria but by the actual daily necessity.

WHAT ARE THE SMALL ENTERPRISES?



- *Human resources* are trained mainly by more or less enlarged family
- *Financing* comes from informal channel
- *Technology* comes from foreign countries. Italy plays an important role in supplying machineries for the traditional sectors
- *Management* is centred upon the figure of entrepreneur/owner and has an endogenous and spontaneous character;
- *Production* is by hands and enterprises, in spite of their belonging to an articulated segment, don't recur to other manufacturers.
- *Markets* are mainly local ones and traders have the capacity to understand consumer needs according to **common sense**.

THE ARTISANS CLUSTERS LACK OF VERTICAL INTEGRATION:

No intermediate goods and few raw materials

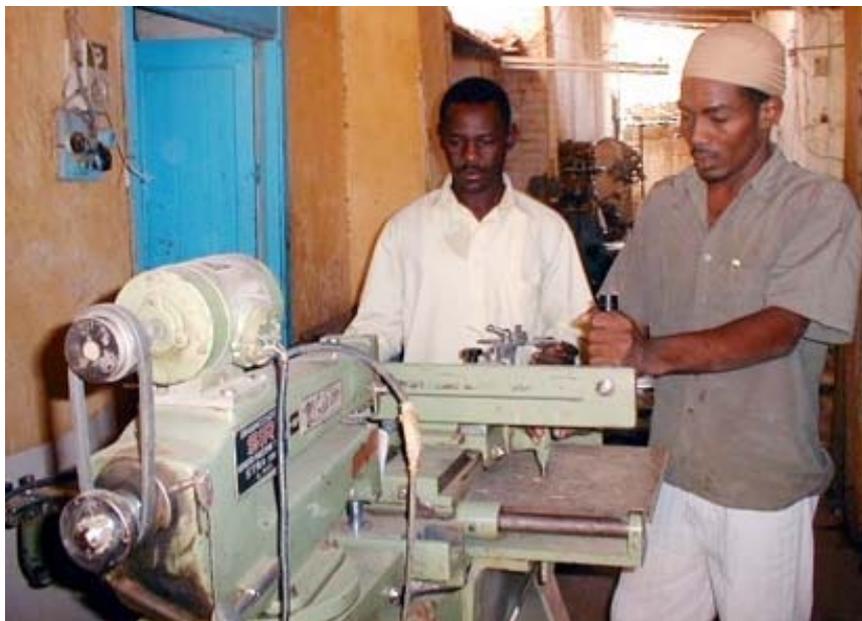
- How to transform the instable assembly of the small enterprises into stables, well integrated clusters able to produce good quality products in a sufficient number and standardized range of models to impact the market ?
- How to upgrade?



implementing the endogenous characteristics

NETWORKING THE CLUSTERS TO CREATE COMMON FACILITY CENTERS:

- Training



- Enhance productivity upgrading from mainly handycraft to partly mechanized enterprises



- Supplying intermediate goods and components



- Assistance to Design



- Marketing



- To set up collaterals to manage budgets for micro credits for ***financing of investments***, and ***financing of circulating capital***

PRIORITIES

- Mechanisation
- Access to Credit

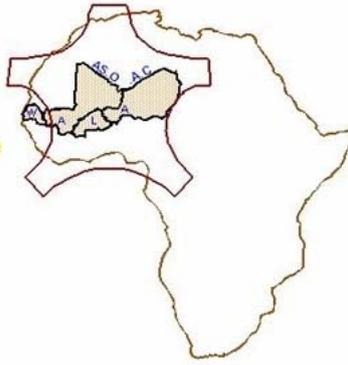
Mechanization respecting endogenous factors is very important:

- Large mechanized factories don't need artisans' skills
- Semi mechanized units do
- Large mechanized factories may not be managed by clusters of artisans:
 - Low flexibility
 - High investment costs
- Common semi mechanized units may be managed:
 - High flexibility, personalized and on demand production
 - Low capital investment
 - Low working capital

Bank Hostility is a most important point:

- Currently, the lack of solid communication between banks and small entrepreneurs prevails; this is one of the reasons why entrepreneurs choose informal activities.
- Small enterprises need capitals to develop and to start new activities. In two-thirds of the cases this happens exclusively thanks to owners or owners' family resources.

AS.O.A.C
Association Ouest Africaine
des Cuirs et Peaux



ROLE DE L'ARTISANT DANS LE DEVELOPPEMENT DE LA FILIERE CUIR DANS LES PAYS DE L'ASOAC

Ibrahima DIANE

SOMMAIRE

- 1. Généralités**
- 2. Analyse de la situation**
- 3. Stratégie de développement de l'artisanat du cuir**

1. Généralités :

Malgré ce riche potentiel en cuirs et peaux les pays de l'ASOAC continuent d'importer à coup de devises des articles en cuir, tant que les cuirs et peaux sont exportés brut ou semi tanné. Les exportations de cuirs et peaux non transformés sont à l'origine des pertes économiques en termes de :

- Valeur ajoutée,
- Création d'emplois,
- Equilibre de balance commerciale.

Si la compétitivité des articles produits industriellement n'est pas prouvée, cependant la production (artisanale) d'articles destinés à la consommation locale et sous régionale s'avère une opportunité d'affaires et une source de revenu pour les artisans.

L'artisanat du cuir est une activité séculaire en Afrique de l'Ouest, elle continue d'occuper une place de choix dans le secteur informel et constitue une source de revenu pour les couches à faible revenu. Cette activité lucrative et promotrice d'emplois est demeurée sous exploitée et n'a pas pu répondre à l'attente des consommateurs. L'artisanat du cuir produit des articles ornemental et touristique mais pas à consommation courante qui, aurait certainement contribué à son essor et à son développement.

Les articles artisanaux sont caractérisés par leur mauvaise finition, leur précarité et le médiocre rapport qualité/prix.

L'artisanat du cuir ne fait plus vivre son homme malgré la dextérité inouïe et le talent des artisans, qui malheureusement ont du mal à s'adapter à un environnement de plus en plus exigeant et aux besoins pressants des consommateurs.

2. Analyse de la situation

- Dans les quatre pays de l'ASOAC : Burkina Faso, Mali Niger, Sénégal l'artisanat du cuir est un des secteurs informels les plus lucratifs et pourvoyeurs d'emploi. Le développement varie selon le pays : au Sénégal si la chaussure connaît un réel essor, au Niger la maroquinerie est la plus ciblée, tandis qu'au Mali et au Burkina Faso c'est la prédominance des ceintures, des sacs et de la gainerie.

Toutefois, nonobstant les appuis sporadiques et très ponctuels, nos pays doivent continuer à accorder une assistance quasi permanente pour assurer le développement durable de ce créneau économique.

- Une bonne partie des productions nationales de cuirs et peaux (tannés industriellement ou traditionnellement), si elle ne répond pas aux exigences de qualité de l'Europe et du Marché International, peut être valorisée à travers leur transformation artisanale.

- La nécessité de mécaniser la production artisanale des articles en cuir répond aux double souci de standardiser la production pour mieux répondre à la demande des consommateurs (qualité améliorée) et d'ériger les ateliers artisanaux traditionnels en petites et moyennes entreprises (PME) capables de produire mieux et plus pour assurer la survie des artisans.

- Malgré l'absence de statistiques fiables sur les production artisanales, il paraît évident que l'artisanat en Afrique de l'Ouest peut jouer un rôle prépondérant dans le développement de la filière cuir.

3. Stratégie de développement de l'artisanat du cuir

Le développement de l'artisanat du cuir visant à améliorer le revenu des artisans qui vivent au jour le jour, des bouchers, des collecteurs, des éleveurs, des tanneuses traditionnelles, s'inscrit en parfaite harmonie avec le Cadre Stratégique de la Lutte Contre la Pauvreté (CSLP) que les Gouvernements ont décidé d'en faire l'unique cadre de référence en matière de politique macro économique et sectorielle.

Pour augmenter la part de marché des pays africains et leur permettre de jouer un rôle plus important dans la chaîne des valeurs, des efforts seront consentis dans certains domaines à savoir :

- Créer une image vendable des articles en cuir,
- Faire connaître les articles artisanaux à travers les foires exposition,
- Créer un site Internet pour les articles.

Une stratégie de développement de l'artisanat sera axée sur :

- La production des chaussures de qualité acceptable pour approvisionner le marché local et sous régional ;
 - La production des articles exportables avec l'identité nationale des pays ;
 - La couverture des besoins nationaux en produits standardisés.
- ❖ Dans la mal nutrition et les épizooties.
- ❖ la mal nutrition et les épizooties.

Pour la production des chaussures de qualité acceptable et exportable, l'ASSOMAC, le PISIE et le Gouvernement Italien entretiennent des relations particulières avec les pays de l'ASOAC. Un atelier relatif à la mécanisation de la production artisanale de chaussures en cuir a été organisé à Dakar et à Bamako en Août 2006.

AS.O.A.C
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des Cuirs et Peaux



**L'AMELIORATION DE LA QUALITE, UN PASSAGE OBLIGE
POUR LA COMPETIVITE DES CUIRS ET PEAUX EN AFRIQUE
DE L'OUEST DANS LES PAYS DE L ASOAC : BURKINA
FASO, MALI, NIGER, SENSGAL**

SOMMAIRE

- 1. Généralités**
- 2. L'origine des défauts des cuirs et Peaux**
- 3. L'Amélioration de la Qualité des Cuirs et Peaux**
 - a) Mesures en cours**
 - b) Mesures à envisager**
- 4. Analyse de la situation**
- 5. Conclusion Recommandation**
- 6. Annexes**

1. GENERALITE

L'Elevage constitue pour l'Afrique de l'Ouest une ressource économique très importante et un facteur intégrateur pour les pays de la CEDEAO (voir effectifs du bétail en annexe).

Le bétail constitue pour cette région ce que le charbon a été pour l'Europe. Il est à l'origine d'échanges fructueux entre les pays d'élevage et les pays consommateurs de viande qui couvrent une part importante de leurs besoins en produits carnés à partir de ces échanges. Toutefois les prix élevés des produits qui ne sont compétitifs à cause des produits d'importation subventionnés et à cause de la non récupération et non valorisation des différents sous produits qui grèvent les coûts de production.

L'exploitation du cheptel demeure encore peu rationnel les pertes importantes liées à la non valorisation des produits issus de la transformation du bétail constituent un manque à gagner.

Les cuirs et peaux (voir production des cuirs et peaux en annexe) sont parmi les sous produits les plus recherchés dont la valorisation connaît d'énormes difficultés liées à la qualité tant du vivant de l'animal qu'au cours du processus de production et de conservation.

Les défauts des cuirs et peaux du vivant de l'animal demeurent une contrainte majeure à la valorisation des cuirs et peaux en Afrique en général et en Afrique de l'Ouest en particulier, de la naissance à l'abattage de l'animal sa peau est sujette à des nombreux défauts occasionnés par la conduite des animaux, le système d'élevage, les maladies, le marquage au fer rouge etc.

Si des efforts en aval de l'élevage ont permis d'avoir des impacts significatifs sur la qualité des cuirs et peaux bruts, les défauts du vivant de l'animal sont encore à l'origine des pertes économiques énormes qui dépassent 35 % au Burkina Faso et 40 % au Mali de la valeur du cuir Bovin, ce qui du reste met en péril les efforts consentis pour améliorer la qualité après abattage des animaux.

L'apport des cuirs et peaux à l'économie de la sous région se trouve considérablement amenuisé au détriment : des éleveurs, des bouchers, des collecteurs, des négociants et des tanneurs. En Afrique de l'Ouest, ne dit-on pas que quand la filière cuirs et peaux s'enrhume la filière bétail viande éternue.

En effet les cuirs et peaux constituent l'une des principales sources de financement de la filière de élevage, qui génèrent des fonds pour le pré financement les bouchers qui, achètent les animaux à abattre avec les marchands de bétail qui à leur tour s'approvisionnent auprès des éleveurs. Autrement dit quand la filière cuirs et peaux marche la chaîne de l'éleveur, à l'industriel s'en réjouit.

Pour que les cuirs et peaux des pays de l'Afrique de l'Ouest puissent continuer à être présents et compétitifs sur le marché international et pour qu'ils continuent à jouer leur rôle de promoteur d'emplois, source de devises, facteurs d'industrialisation, des efforts soutenus en matière d'amélioration de la qualité du vivant de l'animal à la tannerie sont impératifs.

2. L'origine des défauts des cuirs et Peaux

Parmi ces défauts nous avons des défauts du vivant de l'animal des défauts d'abattage et des défauts de conservation.

- ❖ Les défauts du vivant de l'animal sont souvent liés au mode d'élevage extensif de la région. En effet, le mode d'élevage transhumance est le mode le plus dominant. La conduite des animaux à travers les brousses épineuses, le marquage des animaux au fer rouge pour leur identification, les parasites externes les tiques, la mal nutrition et les épizooties sont à l'origine de la dégradation de la qualité,
- ❖ Les défauts post mortem ou après l'abattage des animaux sont dus aux mauvaises techniques de dépouillement avec des équipements inappropriés. L'insuffisance des infrastructures d'abattage et surtout le manque de motivation des dépouilleurs dont les efforts ne sont pas souvent récompensés.
- ❖ Les défauts de conservation sont dus aux conditions de conservation qui ne respectent pas les règles du travail bien fait. Le salage se fait à des conditions de températures extrêmes et le séchage en dehors des séchoirs
- ❖ L'origine des défauts est due au manque d'intérêt des producteurs, des bouchers et des apprentis bouchers qui ne trouvent pas de réelle motivation (bien fait ou mal fait) on a le même prix.

3. L'Amélioration de la Qualité des Cuirs et Peaux

a. Mesures en cours

Le Projet régional d'Amélioration de la Qualité des cuirs et peaux dans certains pays de l'Afrique de l'Ouest : Burkina Faso, Mali, Niger, Sénégal financé par le Fonds Commun pour les Produits de Base (CFC) dont la mise en oeuvre est assurée par l'ONUDI vise à minimiser l'impact de dépouillement et de conditionnement des cuirs et peaux et à, promouvoir un système de prix à la qualité. Cependant es efforts risquent d'être annihilés si des mesures visant à améliorer la qualité du vivant de l'animal ne sont pas envisagées.

b. mesures à envisager

- organiser un atelier régional des cuirs et peaux des pays de l'Afrique de l'Ouest sur l'Amélioration de la Qualité des Cuirs et Peaux du vivant de l'animal
- la transformation des cuirs et peaux pour le développement durable de la qualité ; la transformation des cuirs et peaux en semi tanné et en tanné permet de s'enquérir du niveau de la qualité mais aussi de donner de l'importance à la qualité qui sera le leitmotiv de vente.
- Le système prix à la qualité ne connaîtra de véritable champ d'application que quand la transformation se fera sur place de manière à rémunérer les efforts et à sanctionner les mauvais résultats.

4. Analyse de la situation

"L'amélioration de la Qualité passage obligé pour la compétitivité des cuirs et peaux de l'Afrique de l'Ouest" n'est pas un vain mot. De toute évidence pour tirer un meilleur parti du riche potentiel de cuirs et peaux, la qualité est une exigence incontournable.

La qualité des cuirs et peaux est à l'origine des pertes économiques considérables. Tandis que l'Europe, le principal partenaire de l'Afrique de l'Ouest dans le domaine des cuirs et peaux tire la qualité vers le haut, l'Afrique de l'Ouest garde le même niveau de basse qualité si la qualité n'est pas d'avantage tirée plus bas à cause de la dégradation des conditions de production, du manque de motivation des Professionnels et de la non transformation des cuirs et peaux.

Pour mieux répondre à l'exigence du marché international et rendre accessible tous les marchés de cuirs et peaux la qualité est impérative.

5. Conclusion Recommandation

L'amélioration de la Qualité des cuirs et peaux est une œuvre de longue haleine et aucun effort ne doit être épargné pour y parvenir.

Il est vivement recommandé que toutes les mesures en faveur du développement de la filière doivent être assorties de l'amélioration de la Qualité.

ANNEXES

Annexes 1

Tableau n° 1 : Effectif de bovins par pays (en millier de têtes)

Source : Recueil statistiques mondiales de la FAO

Pays	A N N E E S									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	4346	4433	4522	4612	4704	4798	4894	4992	5092	5200
Mali	5780	5882	6058	6240	6428	6620	6692	6893	7312	7500
Niger	2008	2048	2089	2131	2174	2217	2260	2260	2260	2260
Sénégal	2800	2870	2898	2912	2927	2986	3061	2997	3018	3100

Tableau n° 2 : Effectif des ovins par pays (en millier de têtes)

Source : Recueil statistiques mondiales de la FAO

Pays	A N N E E S									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	5851	6027	6207	6393	6585	6782	6800	6800	6900	7000
Mali	5431	5707	5993	6292	6607	6200	6882	7226	7967	8364
Niger	3789	3849	4151	4140	4266	4392	4500	4500	4500	4500
Sénégal	3890	4045	4239	4344	4497	4542	4678	4540	4614	47001

Tableau n° 3 : Effectif des caprins par pays (en millier de têtes)

Source : Recueil statistiques mondiales de la FAO

Pays	A N N E E S									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	7459	7683	7914	8151	8395	8647	9190	9570	10065	10586
Mali	7748	8102	8507	8932	9379	9849	9903	10398	11464	12036
Niger	5716	5870	6025	6307	6560	6724	6900	6900	6900	6900
Sénégal	3293	3440	3572	3703	3833	3879	3995	3900	3969	4000

Annexes 2

Tableau n° 4 : Production de cuirs bovins par pays (en million de pièce)

Source : Recueil statistiques mondiales de la FAO

Pays	ANNEES									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	0,4	0,4	0,5	0,5	0,5	0,5	0,4	0,5	0,5	0,5
Mali	0,7	0,7	0,7	0,7	0,7	0,6	0,7	0,8	0,9	0,8
Niger	0,2	0,3	0,3	0,3	0,3	0,3	0,3	0,3	0,3	0,3
Sénégal	0,4	0,4	0,4	0,4	0,4	0,4	0,4	0,4	0,3	0,4

Tableau n° 5 : Production de peaux d'ovin par pays (en million de pièce)

Source : Recueil statistiques mondiales de la FAO

Pays	ANNEES									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	1,3	1,4	1,4	1,5	1,5	1,5	1,5	1,6	1,6	1,6
Mali	1,5	1,6	1,9	2,1	2,0	2,1	2,3	2,5	2,7	2,9
Niger	0,8	0,9	0,9	0,9	0,9	0,9	1,0	0,8	1,0	1,0
Sénégal	0,9	1,0	1,0	1,0	1,1	1,1	1,1	1,1	1,1	1,1

Tableau n° 6 : Production de peaux de caprin par pays (en million de pièce)

Source : Recueil statistiques mondiales de la FAO

Pays	ANNEES									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	2,5	2,6	2,7	2,7	2,8	2,9	2,9	3,1	3,2	3,4
Mali	2,1	2,2	2,3	2,3	2,5	2,6	2,8	3,0	3,3	3,5
Niger	1,8	1,9	1,9	2,0	2,1	2,1	2,1	1,8	2,1	2,1
Sénégal	1,2	1,2	1,3	1,3	1,3	1,4	1,4	1,4	1,4	1,4

Evolution of the small and micro enterprises in the Leather Sector in Eastern and Southern Africa

Dr. S. M. Kiruthu
Head, ESALIA Secretariat

Commodity Profile - Eastern and Southern Africa Region

- The potential of the leather industry in the region is based on its livestock wealth, generally dominated by domestic herds kept for traditional purposes rather than for effective production of meat, milk or other products.
- Eastern African and Southern African countries have more than 60% of livestock population in Africa.

The region like many other African regions has been unable to fully exploit hides and skins as a locally renewable resource to achieve productivity gains in the leather sector needed for employment creation and foreign exchange earning..

- The development of leather industry in most of the countries after trade liberalisation has been characterised by a rapidly declining formal sector as many tanneries and shoe factories either closed down or reduced operations while in contrast the informal sector has shown marked growth.

- Dominance of weak and in many cases under developed footwear and leather products MSMEs experiencing several constraints inhibit industrial development.

- Most of these enterprises are severely disadvantaged by the following:
 - - their ownership structure,
 - market niche and target group for their products
 - lack of access to formal financing sources
 - low level technology.
 - Lack of entrepreneurship skills.

- However Governments have taken steps to change the Macro-economic policies impeding the growth of the sector mostly through export incentives for processed leather and products.
- This is meant to give a level playing field with all players in the sector

The following weaknesses have to be addressed to achieve the foreseen goals of Leather Bridge;

- Inadequate ownership structure – one man shows, sole proprietorships in which the business and the owner are one.
- Lack of market awareness - Inability to produce niche products targeting specific consumer groups.
- Lack of access to formal financing sources
- Low level technology leading to poor quality products.
- Lack of entrepreneurship skills.
- Lack of necessary technical skills

Proposed Interventions

The interventions should be focused on the following three components;

- Creation of Viable Clusters
- Technical Training and Entrepreneurship skills development.
- Technical assistance through establishment of Mini Service centres and utilization of established units as Common Facility service center.

- Under the Leather Bridge, the proposed interventions will focus on the Small and Micro-enterprises due to their contribution to the development of the leather sector and the multiplier effect that it will have on the economic development of the countries through;
 - job creation
 - increase in foreign exchange earnings
 - development of forward and backward linkages through subcontracting by the formal footwear and leather goods companies

A l'attention de Madame Marie Thérèse DIEDHIOU

8601363



COMMUNICATION SUR LES OPPORTUNITES DE MARCHE POUR LES MICRO-ENTREPRISES DU SECTEUR DE LA CHAUSSURE

18 Avril 2007, Rumin

Mesdames, Messieurs,

Au SENEGAL, l'Agence de Développement et d'Encadrement des Petites et Moyennes Entreprises a pour mission de promouvoir le développement des secteurs et filières à fort potentiel.

C'est ainsi qu'un programme de promotion des Cuirs et Peaux a été initié en partenariat avec l'ensemble des professionnels du secteur.

Le problème majeur identifié demeure les contraintes liées à l'approvisionnement en matières premières de qualité. En effet, au SENEGAL, comme partout ailleurs en Afrique, l'essentiel de la production de cuir se réalise dans des tanneries qui utilisent des techniques modernes plutôt que traditionnelles. Cependant, la plupart des tanneries ont été établies initialement à l'aide de matériel importé remis à neuf, et rares ont été les investissements effectués, par la suite, dans l'équipement et la technologie modernes.

Quelques activités de tannage traditionnel sont entreprises à l'aide de tanins végétaux afin de produire des objets artisanaux mais le volume de ces articles est si faible qu'il n'a guère d'importance économique.

L'industrie du cuir a été établie comme une industrie fondée sur l'exportation de cuirs et peaux bruts semi-transformés sans chercher à la relier à une industrie du cuir et des produits dérivés finis. Aucune incitation ne vise donc à stimuler la formation technique des travailleurs ou l'accès à de nouvelles technologies.

Le manque de compétences est, en outre, accentué par:

- Les faibles taux d'alphabétisation et l'absence d'une culture industrielle chez les travailleurs ;
- Le manque fréquent de personnel formé aux niveaux de la gestion, de la transformation et de la supervision ;
- Le manque de savoir-faire technique ;
- Des connaissances limitées sur la tendance des marchés des cuirs finis.

L'équipement surexploité, les bas niveaux de formation, une mauvaise organisation des flux des travaux et le manque fréquent de pièces détachées et de produits chimiques sont autant de facteurs qui contribuent à la mauvaise qualité des produits et à la faiblesse de la productivité.

Par ailleurs, plusieurs facteurs influencent négativement l'investissement: à savoir les taux d'intérêt élevés sur le capital et le manque de coordination entre les institutions d'investissement qui devraient faciliter les opérations.

S'il est certain qu'il faut résoudre les questions citées ci-dessus pour améliorer la compétitivité globale de la filière cuir, des efforts particuliers doivent être consentis en faveur de l'industrie de la Chaussure.

En effet, l'industrie de la chaussure constitue une niche d'activités dynamique car, en dehors du fait qu'elle est pourvoyeuse d'emplois, elle tire d'autres secteurs de l'économie tels que l'artisanat et le tourisme ; voire la filière agropastorale.

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Dès lors, comment être compétitif dans un monde globalisé du secteur de la chaussure et lever les financements nécessaires au développement du secteur ?

Les éléments qui fondent la compétitivité sur le marché de la chaussure peuvent se résumer par la maîtrise des coûts de facteurs de production et des normes de qualité mais aussi et surtout par les capacités d'anticipation sur les tendances et goûts.

Dans une économie globalisée, il s'agira d'être dans une dynamique constante d'innovation pour avoir une avance sur les préférences du marché et réaliser des gains de compétitivité importants.

L'originalité et la création de produits ethniques constituent également des atouts non négligeables dans la recherche de compétitivité.

Si ces fondamentaux sont suffisants dans une économie développée, pour des pays africains comme SENEGAL, il faudra prendre en considération d'autres questions à savoir :

1. Assurer des disponibilités en matières premières. Le secteur privé devrait établir des alliances stratégiques avec les fournisseurs de cuirs et peaux bruts et les compenser de façon appropriée pour leurs fournitures ;

2. Promouvoir le réinvestissement des bénéficiaires dans l'achat de nouvelles machines et dans les nouvelles technologies. Les secteurs public et privé devraient aborder cette question de concert afin de diminuer les coûts de production et améliorer la qualité des produits et la compétitivité.

Dans ce domaine, une initiative importante est le déroulement du programme de mise à niveau des entreprises logée à l'ADEPME ;

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3. Promouvoir l'amélioration de la productivité : le secteur privé, avec le soutien du secteur public, devrait mettre en oeuvre des programmes visant à hausser le niveau des normes de gestion et de supervision, les compétences techniques et les aptitudes à la gestion afin d'améliorer l'organisation au niveau des ateliers,

4. Accroître la disponibilité de fonds d'investissement et réduire le coût du capital ;

a. Les entreprises devraient établir des documents financiers et être capables de fournir la contrepartie financière et les garanties nécessaires pour améliorer leur crédibilité auprès des institutions financières ;

b. Les petites unités devront approfondir leurs capacités à négocier de nouvelles lignes de financement pour soutenir leur développement ;

c. Le gouvernement pourrait promouvoir des coentreprises et l'investissement direct étranger pour attirer du capital meilleur marché

Ce dernier point est un clin d'œil à la manifestation qui nous réunis ce jour et qui vise à créer un « pont de cuir entre l'Italie et l'Afrique » ; donc promouvoir le partenariat inter-entreprise.

Ce partenariat entre l'Europe et l'Afrique est devenu vital pour contrer la concurrence asiatique qui hypothèque l'avenir de nos industries de chaussures. C'est un mariage de raison.

Je vous remercie

Madame Marie Thérèse DIEDHIOU

Directeur Général ADEPME

Paulos Endeshaw
ETHIO-INTERNATIONAL FOOTWEAR CLUSTER
COOPERATIVE
SOCIETY

SUBJECT: PORTFOLIO FOR BOLOGNA MEET "A LEATHER
BRIDGE
WITH AFRICA "

1.BACKGROUND

The Ethio-International Footwear Cluster Cooperative Society (EIFCCOS) is a cluster Cooperative company formed by 1000 Micro, Small and Medium Scale Enterprises (MSME), Retailers, Traders and other related commercial merchandisers to have a strong centralized establishment for total manufacturing and trade in Footwear Sub-Sector of Ethiopia. The aim of the Cluster Company is to overcome the problems of MSME's and direct their efforts towards a meaningful development and participation in Domestic and Exports markets in this Sub-Sector. The endeavors of the cluster is well recognized by the government for the development in the national economy endorsing capacity building in quality footwear manufacturing at per with international standards, as well as giving leading edge in marketing of footwear both in Domestic and Export markets.

The Cluster EIFCCOS, has acquired land and building to create a centralized production unit, which will provide the intermediate Stages of shoe upper, bottom cutting and preparation; and shoe assembly, lasting, making and finishing operations involving latest machineries applications for the manufacturing members

of the cluster. The Cluster will further provide other infrastructural facilities for the manufacturing members to cover their other production needs which include complete sewing of the shoe upper of variant styles and features. The Cluster will further facilitate a modern pilot plant and training centre for the entire MSME's to upgrade their skill for quality footwear Production, which is the urgent need for both domestic and export market.

2. THE CURRENT PLAN OF THE CLUSTER.
The Cluster EIFCCOS plans its entire operation phase wise. In the first phase, it plans to procure a modernized pilot plant, to be named as PROTOTYPE PRODUCTION- cum – TRAINING CENTRE, which will have dual function, such as:

- Provide practical training in the production environment to equip the artisans to meet the challenges of quality needs of the production.
 - Provide a base capacity of producing 900-1000 pairs Shoes and Boots per day for the Cluster Members, which will act as platform for future multiplication of plant capacity to meet the target plan of the Cluster in subsequent phases i.e., 12000 pairs per day.
- The Prototype Production –cum –Training Centre will also impart necessary managerial and technical training needed for the total capacity development of The MSME's in functioning as successful commercial ventures. The first phase duration is planned for one and half year, where in the first six month, the procurement, installation and commissioning of the machineries and their supplementary requirements will be communicated. Next one year, will be completely devoted for successful operation of pilot plant

(Prototype Production Centre).

3. Need To Attend Bologna Fair And "A Leather Bridge With Africa" Meet.

The Cluster EIFCCOS feels that it is a very important opportunity to attend this Fair and the ensuing meeting for its successful operations. The reasons are given below:

3.1 Technical Requirements

(a) Since the Cluster is in process of selecting the correct machineries for its pilot plant, which has a very serious implications in the success of its entire operational plan; and since Italy is one of the major supplier of such machineries to world footwear market, this timing of the Fair seems to be very ideal for the Cluster to capitalize the opportunity.

(b) Like wise, in footwear industry, there are many usages of various Sub-Components such as lasts, soles, heels, insoles, toe puffs, stiffeners, threads, glues etc, where modern developments influences the product characteristics, where the Bologna Fair can be ideal to capitalize.

(c) There are also modern upper and lining materials and other accessories, the selection and procurement intelligence of which should be ideal through this participation

(d) The Cluster Master Production Planning and their decisions could be very importantly guided through this visit.

3.2 Financial and Corporate Requirements

The Cluster project of EIFCCOS is drawn by the association members, who are micro companies in majority have very small financial means. One of the major problems of these members is the funds to meet

their specific objectives to upgrade their technical skill to operate modern machines, hire experts for technology transfers, proper machineries procurement, develop infrastructural facilities to derive the desired end results, which all costs dearly. Since this meeting "A LEATHER BRIDGE WITH AFRICA" is ideally hosted to solve the problems of these small and micro scale manufacturers, the meeting must and should be attended by the Cluster representative, to take part in the forum debate and seek credit assistance to seek solutions to their problems. Therefore, the meeting attendance will have three broad based objectives namely.

(a) Outlining specific objectives in carrying out some complimentary activities, which goes with the production activities directly and seek solutions to them.

(b) To activate cooperation agreements in an international forum for the benefit of the Cluster Members.

(c) To obtain suitable credits available for the Small and Micro enterprises (MSMES) of the Cluster Members.

4. Representation

With the above stated background and requirements, the Cluster solicits approval for the participation of two members, of which one should be the key decision making member to secure financial and corporate requirements and the other member should be technically competent to address the technical requirements for the Cluster Project.

Paulos Endeshaw
Chairman

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**A LEATHER BRIDGE WITH AFRICA
FORUM INTERNATIONAL – BOLOGNE (ITALIE)**

17 – 19 AVRIL 2007

**ALLOCUTION DE MONSIEUR MALEK KHELIL
DIRECTEUR GENERAL**

DU CENTRE NATIONAL DU CUIR ET DE LA CHAUSSURE

MESDAMES ET MESSIEURS,

C'EST AVEC UN GRAND PLAISIR QUE JE VOUDRAIS TOUT D'ABORD ADRESSER MES VIFS REMERCIEMENTS A L'ASSOCIATION DES CONSTRUCTEURS ITALIENS DE MACHINES ET ACCESSOIRES POUR LE SECTEUR DE LA CHAUSSURE (ASSOMAC) ET L'INSTITUT ITALIEN POUR LE COMMERCE EXTERIEUR (ICE), AINSI QUE TOUS LES PARTENAIRES CONCERNES, POUR L'ORGANISATION DE CETTE RENCONTRE QUI VISE A JETER LES PONTS AVEC L'AFRIQUE POUR DEVELOPPER LES ACTIVITES DU CUIR.

IL N'ECHAPPE A PERSONNE, MESDAMES ET MESSIEURS, QUE LE CONTINENT AFRICAIN EST RICHE EN MATIERES PREMIERES, ET RICHE EGALEMENT EN OPPORTUNITES DE DEVELOPPEMENT.

CETTE RENCONTRE EST DONC UNE EXCELLENTE OCCASION POUR EXPLORER CES OPPORTUNITES TANT DANS LE SENS NORD-SUD, QUE DANS LEUR DIMENSION INTRA-AFRICAINE.

ET PERMETTEZ-MOI A CETTE OCCASION DE SOULIGNER QUE LA TUNISIE EST BIEN OUTILLEE POUR SERVIR DE TRAIT D'UNION ENTRE LES DEUX RIVES DE LA MEDITERRANEE.

PAR LE BIAIS DU CENTRE TECHNIQUE DU CUIR ET DE LA CHAUSSURE, LA TUNISIE A EN EFFET MENE DE NOMBREUSES MISSIONS D'ASSISTANCE ET DE COOPERATION AVEC DES PAYS AFRICAINS TELS QUE LE RWANDA, LE CAMEROUN, L'ETHIOPIE, LE BURUNDI, LE NIGER, LE

SENEGAL, LE BURKINA FASSO, OU ENCORE AVEC LES PAYS ARABES : SYRIE, JORDANIE ET LE SULTANAT D'OMAN.

CES MISSIONS ONT CONCERNE AUSSI BIEN LE TRAVAIL DE TANNAGE ET LES PROBLEMES ENVIRONNEMENTAUX QUE LA FABRICATION DE LA CHAUSSURE ET LE STYLISME MODELISME.

NOUS SOMMES DONC EN TUNISIE TOUT A FAIT DISPOSE A DEVELOPPER CES AXES D'INTERVENTION ET DE RENFORCER LES RELATIONS DE COOPERATION INTER-CONTINENTALES.

LA MISE EN PLACE D'UN ATELIER DE FABRICATION DE CHAUSSURES EN TANT QUE PROJET SOUPLE ET FACILEMENT REALISABLE, QUI CONSTITUE L'OBJET DE CETTE RENCONTRE, S'INSCRIT OPPORTUNEMENT DANS CETTE PERSPECTIVE DE COOPERATION.

LA TUNISIE AURA L'HONNEUR DE REALISER LES PREMIERES DEMONSTRATIONS DE CET ATELIER PILOTE. NOUS TENONS A RENOUVELER A CETTE OCCASION NOS SINCERES SALUTATIONS AUX REPRESENTANTS DE L'ASSOMAC AVEC LAQUELLE NOUS ENTRETENONS, AINSI D'AILLEURS QUE L'INSTITUT DE PISIE ET D'AUTRES ORGANISMES ITALIENS, D'ETROITES RELATIONS DE COOPERATION DEPUIS BIEN LONGTEMPS.

MAIS AVANT D'ABORDER CE SUJET, PERMETTEZ, MESDAMES ET MESSIEURS, DE VOUS DONNER UN BREF APERÇU SUR LE SECTEUR DES CUIRS EN TUNISIE.

LES ACTIVITES DU CUIR EN TUNISIE SONT ANCESTRALES ET SOLIDEMENT ANCREES. ELLES PRENNENT LEURS RACINES BIEN LOIN

DANS LE TEMPS ET LES SOUKS DE TUNIS EXHALENT TOUJOURS LA FORTE ODEUR DU CUIR.

DE TRES NOMBREUX ARTISANS SONT ENCORE INSTALLES DANS LES MEDINAS A TRAVERS LE PAYS (PRINCIPALEMENT TUNIS ET SFAX). ILS FOURNISSENT LES ECHOPPES ET LES BOUTIQUES EN CHAUSSURES DE VILLE ET ARTICLES EN CUIR, ET POUR CERTAINS DES ARTICLES CHAUSSANTS TRADITIONNELS ET DE MAROQUINERIE DESTINES ESSENTIELLEMENT AU MARCHE TOURISTIQUE.

ON COMPTE AINSI AUJOURD'HUI PRES DE ONZE MILLES PERSONNES TRAVAILLANT DANS LE SECTEUR ARTISANAL DU CUIR.

C'EST EN FAIT LE DYNAMISME ET LA VIVACITE DE CET ARTISANAT QUI A DONNE NAISSANCE AUX PREMIERES UNITES INDUSTRIELLES DE FABRICATION DE CHAUSSURES, POUR REpondre A DES BESOINS CROISSANTS ET UNE DEMANDE DE PLUS EN PLUS IMPORTANTE. ET C'EST DURANT LES ANNEES 70 QUE CES ACTIVITES INDUSTRIELLES ONT CONNU UN VERITABLE ESSOR CONFORTE NOTAMMENT PAR LA LOI 72 QUI ENCOURAGEAIT LES INVESTISSEMENTS ETRANGERS. CETTE DYNAMIQUE N'A PAS CESSE DEPUIS DE S'AMPLIFIER ET A ENGENDRE L'EXISTENCE AUJOURD'HUI DE 440 ENTREPRISES INDUSTRIELLES QUI PRODUISENT ET TRANSFORMENT LE CUIR. 225 D'ENTR'ELLES, A CAPITAL MIXTE OU ETRANGER, SONT TOTALEMENT ORIENTEES VERS L'EXPORTATION ; 215 ENTREPRISES TRAVAILLENT POUR LE MARCHE LOCAL. SUR CES 440 ENTREPRISES INDUSTRIELLES, 265 FABRIQUENT DES CHAUSSURES ET TIGES DE CHAUSSURES (103 MARCHES LOCAUX ET 162 OFF-SHORES).

90 ENTREPRISES PRODUISENT DES ARTICLES DE MAROQUINERIE (40 MARCHES LOCAUX, 50 OFF-SHORES), 47 ENTREPRISES FABRIQUENT

DES ACCESSOIRES (44 MARCHES LOCAUX, 03 OFF-SHORES), 20 ENTREPRISES DE CONFECTION DE VETEMENTS EN CUIR (10 MARCHES LOCAUX, 10 OFF-SHORES), ET 18 UNITES DE TANNERIE (TOUTES LOCALES)...

LA PLUS GRANDE PARTIE DE CES ENTREPRISES SOIT 336, EMPLOIENT ENTRE 10 ET 100 PERSONNES, TANDIS QUE 20 D'ENTR'ELLES EMPLOIENT PLUS DE 200 PERSONNES.

LES ACTIVITES INDUSTRIELLES DU CUIR, TOUTES BRANCHES CONFONDUES EMPLOIENT AINSI PRES 31.500 PERSONNES DONT 23.000 RIEN QUE POUR LES ENTREPRISES OFF-SHORES.

LA PRODUCTION GLOBALE DES ENTREPRISES DU SECTEUR EST EVALUEE A 1.200 MILLIONS DE DINARS TUNISIENS SOIT 706 MILLIONS D'EUROS EN 2005, CE QUI CORRESPOND A 3,9% DU PIB GLOBAL DU PAYS ET 19% DU PIB DES INDUSTRIES MANUFACTURIERES. ENTRE L'ANNEE 2000 - 2005 CETTE VALEUR A PROGRESSE DE 9,10%.

AU NIVEAU DU COMMERCE EXTERIEUR, LE SECTEUR DES INDUSTRIES DU CUIR A EXPORTE POUR UNE VALEUR DE ⁴⁰²395 MILLIONS D'EUROS EN 2005 TANDIS QUE SES IMPORTATIONS ETAIENT EVALUEES A ¹⁹²189 MILLIONS D'EUROS LE TAUX DE COUVERTURE DU COMMERCE EXTERIEUR A ETE AINSI DE L'ORDRE DE 209%.

CE SONT LES CHAUSSURES (226 MILLIONS D'EUROS) ET LES TIGES DE CHAUSSURES (109 MILLIONS D'EUROS) QUI OCCUPENT LES PREMIERS POSTES DANS LES EXPORTATIONS DU SECTEUR POUR UNE VALEUR DE 329 MILLIONS D'EUROS, SOIT 83% DES EXPORTATIONS GLOBALES. LES

ARTICLES DE MAROQUINERIE SE SITUENT EN SECOND LIEU AVEC 42 MILLIONS D'EUROS A L'EXPORTATION.

IL EST A SIGNALER A CE PROPOS QUE LA QUASI-TOTALITE DE CES EXPORTATIONS EST REALISEE PAR LES ENTREPRISES TOURNEES TOTALEMENT VERS L'EXPORTATION.

► **OPPORTUNITES DU SECTEUR**

ENTRE 2001 ET 2004, LES EXPORTATIONS ONT PROGRESSE DE 17% A PRIX COURANT.

EN 2005 LES EXPORTATIONS SE SONT ACCRUES DE 10,2% ET CE MALGRE LE PHENOMENE SUD EST ASIATIQUE ET NOTAMMENT LA CHINE QUI PESE DE TOUT SON POIDS SUR LE COMMERCE INTERNATIONAL DU TEXTILE/HABILLEMENT ET DE LA CHAUSSURE.

CETTE SITUATION DE RUDE CONCURRENCE, DU RESTE PREVISIBLE, N'A PAS DECOURAGE LES PROFESSIONNELS DU SECTEUR QUI RESTENT CONFIANTS QUANT A L'AVENIR DE LEURS ACTIVITES, AIDES EN CELA PAR UN ENVIRONNEMENT PROPICE POUR LEUR PROMOTION, PANOPLIE DE MESURES QUE NE CESSE DE PRENDRE EN LEUR FAVEUR LES AUTORITES PUBLIQUES.

POUR ILLUSTRATION, IL Y A QUINZE ANS (1990) LES EXPORTATIONS DU SECTEUR TUNISIEN ICC ETAIENT CONSTITUEES ESSENTIELLEMENT DE TIGES DE CHAUSSURES (49%) ET DE CHAUSSURES FINIS (23%).

AUJOURD'HUI LES PRODUITS EXPORTES RESTENT LES MEMES, MAIS LA TENDANCE S'EST INVERSEE AU PROFIT DES CHAUSSURES FINIS QUI REPRESENTENT DESORMAIS 55% DU CHIFFRE D'AFFAIRES GLOBAL DES

EXPORTATIONS DU SECTEUR CONTRE UNIQUEMENT 27% POUR LES TIGES ET 4,7% POUR LES CUIRS.

CETTE EVOLUTION N'AURAIT PU SE REALISER SANS L'EFFORT CONSIDERABLE CONSENTI PAR LES PROFESSIONNELS DU SECTEUR POUR MODERNISER LEUR OUTIL DE PRODUCTION, NIVELER VERS LE HAUT LES COMPETENCES DE LEUR PERSONNEL ET INVESTIR EN MATIERE D'OPTIMISATION DE LA GESTION DE LA PRODUCTION ET DE CONTROLE DE QUALITE.

DESORMAIS, L'INDUSTRIE TUNISIENNE DU CUIR SE TROUVE PROPULSEE AU DEVANT DE LA SCENE EURO-MEDITERRANEENNE AVEC COMME OBJECTIF PRINCIPAL DE MOBILISER DE PLUS EN PLUS D'INVESTISSEURS ETRANGERS EN QUETE DE NOUVEAUX SITES DE PRODUCTION, CAPABLES D'ASSURER QUALITE, PRIX CONCURRENTIELS ET SURTOUT REACTIVITE.

A CE TITRE, DE PAR SA PROXIMITE GEOGRAPHIQUE DE L'EUROPE, DU RESTE PRINCIPAL PARTENAIRE COMMERCIAL DE NOTRE PAYS, LA TUNISIE PROFITE PLEINEMENT DES MUTATIONS QUI S'OPERENT AU NIVEAU DU COMMERCE MONDIAL DE LA CHAUSSURE DONT LA SAISONNALITE EST DE MOINS EN MOINS DE RIGUEUR. EN FAIT LES TRADITIONNELLES DEUX COLLECTIONS (PRINTEMPS/ETE ET AUTOMNE/HIVER) LAISSENT DE PLUS EN PLUS DE LA PLACE AUX COMMANDES DE REASSORTS QUI PRENNENT DE L'AMPLEUR.

LES NOUVELLES TECHNOLOGIES DE COMMUNICATION AIDANT, LE SECTEUR DES INDUSTRIES DU CUIR EN TUNISIE S'EST ADAPTE A CETTE SITUATION, ET DESORMAIS UNE FABRIQUE TUNISIENNE DE

CHAUSSURES EST EN MESURE DE LIVRER DANS DE TRES COURTS DELAIS.

CET AVANTAGE COMPARATIF EST D'AUTANT PLUS IMPORTANT QUE LES QUANTITES COMMANDEES PEUVENT ETRE ASSEZ REDUITES EN FONCTION DE BESOINS IMMEDIATS VOIR CONJONCTURELS.

AUJOURD'HUI, EN PLUS DES INSTITUTIONS GOUVERNEMENTALES D'APPUI A CARACTERE HORIZONTAL (API, FIPA, INORPI, PMN...), LE SECTEUR DU CUIR EST ENCADRE DANS SA DYNAMIQUE DE DEVELOPPEMENT PAR UNE FEDERATION PROFESSIONNELLE, UN CENTRE TECHNIQUE SPECIALISE ET TOUT UN SYSTEME DE FORMATION PROFESSIONNELLE ADAPTE A SES BESOINS.

LE SYSTEME DE FORMATION PROFESSIONNELLE QUI BENEFICIE DE L'APPUI D'UNE COOPERATION INTERNATIONALE DE BONNE FACTURE, S'ARTICULE AUTOUR D'UNE DIZAINE D'INSTITUTIONS QUI FOURNISSENT LE SECTEUR EN OUVRIERS SPECIALISES ET TECHNICIENS SUPERIEURS DE PROFILS TRES RESPECTABLES.

► **LES ORIENTATIONS STRATEGIQUES DU SECTEUR DU CUIR EN TUNISIE**

LE SECTEUR DES INDUSTRIES DU CUIR EN TUNISIE, EPOUSANT LES MUTATIONS INTERNATIONALES IMPOSEES PAR LA MONDIALISATION, A DEVELOPPE DE NOUVEAUX FACTEURS DE COMPETITIVITE DONT NOTAMMENT :

- LE PASSAGE DE LA SOUS TRAITANCE A LA CONTRAITANCE, VOIR AUX PRODUITS FINIS,

- LA MONTEE EN PUISSANCE EN MATIERE DE QUALITE PRODUITS ET L'ADOPTION DE SYSTEMES DE LABELLISATION
- LA MISE EN PLACE DE SYSTEMES D'ASSURANCE QUALITE SELON LES REFERENTIELS ISO 9000,
- L'AMELIORATION DE LA PRODUCTIVITE,
- L'ADAPTATION DE SON SYSTEME DE PRODUCTION AUX DEMANDES URGENTES AVEC DELAIS DE LIVRAISON TRES COURTS,
- L'ADOPTION DE SYSTEMES DE MANAGEMENT DE L'ENVIRONNEMENT SELON LES REFERENTIELS ISO 14.000.

MESDAMES ET MESSIEURS,

APRES CET EXPOSE SOMMAIRE SUR LA SITUATION ET LES PERSPECTIFS DE DEVELOPPEMENT DU SECTEUR DU CUIR EN TUNISIE, JE VOUDRAIS, SI VOUS LE PERMETTEZ, METTRE L'ACCENT SUR L'IMPORTANCE DES ECHANGES ET DES RELATIONS DE COOPERATION ENTRE LA TUNISIE ET L'ITALIE DANS CE DOMAINE. L'ITALIE SE SITUE EN EFFET AU TOUT PREMIER RANG DES PARTENAIRES DE LA TUNISIE DANS LE SECTEUR DU CUIR.

PRES DE LA MOITIE DES ECHANGES COMMERCIAUX Y EST REALISEE AVEC L'ITALIE. EN 2006 43% DES EXPORTATIONS TUNISIENNES D'ARTICLES EN CUIR ETAIENT DESTINEES A L'ITALIE ALORS QUE PARALLELEMENT, L'ITALIE A ASSURE PRES DE 55% DE NOS IMPORTATIONS QUI CONCERNENT PRINCIPALEMENT LES CUIRS ET PEAUX.

L'EVOLUTION DE CES ECHANGES COMMERCIAUX SUIT UNE COURBE NETTEMENT ASCENDANTE. ENTRE 2002 ET 2006 LES EXPORTATIONS TUNISIENNES D'ARTICLES EN CUIR VERS L'ITALIE ONT PROGRESSE DE

PRES DE 14% ALORS QUE LES IMPORTATIONS A PARTIR DE L'ITALIE ONT ELLES EVOLUE PLUS NETTEMENT AVEC UN TAUX DE 58%.

D'AUTRE PART, ON NE MANQUERA PAS A CETTE OCCASION DE SIGNALER QUE LES EQUIPEMENTS ET MACHINES DES ENTREPRISES TUNISIENNES DE FABRICATION DE CUIR ET ARTICLES EN CUIR SONT EN GRANDE PARTIE EN PROVENANCE DE L'ITALIE, CE QUI N'EST PAS SURPRENANT OUTRE MESURE.

PAR AILLEURS, ET AU NIVEAU DES IMPLANTATIONS INDUSTRIELLES, CINQUANTE ENTREPRISES ITALIENNES AVEC QUELQUE FOIS UNE PARTICIPATION TUNISIENNE, TRAVAILLENT SUR LE SOL TUNISIEN DANS LE SECTEUR DU CUIR. LEUR PRODUCTION EST DESTINEE PRESQU'EN TOTALITE A L'EXPORTATION.

EN DEHORS DE CES DEUX VOILETS COMMERCIAL ET INDUSTRIEL, LA TUNISIE ENTRETIENT AVEC L'ITALIE D'ETROITES ET SOLIDES RELATIONS DE COOPERATION DANS DIVERS DOMAINES LIES AUX ACTIVITES DU CUIR. NOUS CITERONS A TITRE D'EXEMPLE LES NOMBREUX PROGRAMMES DE FORMATION, NOTAMMENT EN STYLISME MODELISME, QUI ONT ETE REALISES DANS DES INSTITUTS SPECIALISES EN ITALIE COMME PAR EXEMPLE CELUI DE PISIE.

NOUS EVOQUERONS EGALEMENT LES NOMBREUSES ET DIVERSES MISSIONS D'ASSISTANCE QUI SONT EFFECTUEES REGULIEREMENT PAR DES EXPERTS ITALIENS EN TUNISIE.

TOUT CECI, MESDAMES ET MESSIEURS, MONTRE L'AMPLEUR DES RELATIONS DE COOPERATION ENTRE LA TUNISIE ET L'ITALIE DANS LE SECTEUR DU CUIR.

ET LE PROJET ACTUEL POUR LA MISE EN PLACE ET LA DEMONSTRATION D'UN ATELIER ARTISANAL PILOTE POUR LA FABRICATION DE CHAUSSURES FINIES CONSTITUE UN NOUVEAU MAILLON DANS CETTE CHAINE DE COOPERATION.

NOUS TENONS A CETTE OCCASION A REMERCIER L'ASSOCIATION DES CONSTRUCTEURS ITALIENS DE MACHINES ET ACCESSOIRES POUR CHAUSSURES (L'ASSOMAC) ET L'INSTITUT ITALIEN POUR LE COMMERCE EXTERIEUR (L'ICE) AINSI QUE TOUTES LES PARTIES PRENANTES POUR CETTE INTERESSANTE ET LOUABLE INITIATIVE.

CELLE CI EST POUR LA TUNISIE INTERESSANTE A DOUBLE TITRE.

ELLE PERMET EN PREMIER LIEUX D'EPAULER ET DE DEVELOPPER UN ARTISANAT DU CUIR QUI EST LARGEMENT IMPLANTE DEPUIS LONGUE DATE EN TUNISIE.

CELA PERMET EN EFFET UNE APPROCHE PLUS MODERNE ET UNE AMELIORATION TECHNOLOGIQUE ET PRODUCTIVE DES PETITS ATELIERS ARTISANAUX AVEC DES EQUIPEMENTS APPROPRIES.

CELA PERMETTRA EGALEMENT DE RENDRE PLUS FACILE, MIEUX ACCESSIBLE ET PLUS SIMPLE LA CREATION DE MICRO-PROJETS, NOTAMMENT POUR LES JEUNES DIPLOMES DE L'ENSEIGNEMENT SUPERIEUR QUI SONT EN QUETE D'IDEES FRAICHES COMME CELLE-CI, ET QUI SONT ENTOURES D'UNE SOLLICITUDE TOUTE PARTICULIERE EN TUNISIE.

LE CENTRE NATIONAL DU CUIR ET DE LA CHAUSSURE AURA DONC L'HEUREUSE OPPORTUNITE DE PRESENTER ET D'EFFECTUER DES

DEMONSTRATIONS PRATIQUES SUR LA VIABILITE ET L'EFFICIENCE DE
CES PETITS ATELIERS ARTISANAUX DANS LE SECTEUR DE LA
CHAUSSURE.

CELA SERA LA PREMIERE DEMONSTRATION QUI SERA REALISEE A CE
SUJET. NOUS ESPERONS VIVEMENT QU'ELLE PORTERA SES FRUITS ET
QUE CE PROJET RENCONTRERA BEAUCOUP DE REUSSITE EN TUNISIE ET
PARTOUT EN AFRIQUE.

JE VOUS REMERCIE DE VOTRE ATTENTION.

THE RELATIONSHIPS BETWEEN AFRICA AND ITALY IN THE LEATHER AREA

Opportunities, Developments and Perspectives

**Luca Boltri
Economic Department
UNIC**

**"A leather bridge to Africa"
Lineapelle, Bologna - 19 april 2007**

UNIC Group - Who we are and what we do

Unione Nazionale Industria Conciaria (Italian Tanners' Association)

Trade association, founded on 1946, officially representing the Italian tanning industry.
Member of COTANCE (Confederation of European Tanners)
Branch offices in China (Guangzhou) and USA (Washington)

Our activities

Economic and market analysis: business research & trade consultancy

Lobbying activities: vs national & international institutions, free trade for hides & leathers

Industrial relationships: national labour contract, welfare system consultancy

International cooperation: to enhance and facilitate trade & development

Research and development: CONCIARICERCA, environment & technology

Education and training: programs for updating, requalifying and developing working skills

Communication: to promote the use of leather

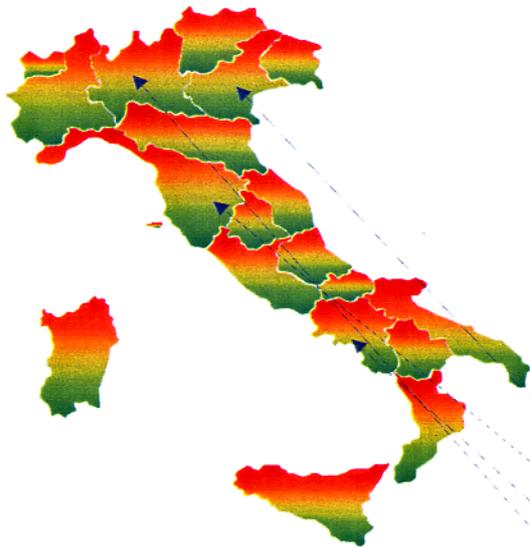
Fair system: LINEAPELLE, ANTEPRIMA, LP ASIA, TREND SELECTION NY&TOKYO, LP Fashion Studio

Collective Trademarks: "Vera Pelle", "Vero Cuoio", "Leather from Italy"

Certification, quality management, code of conduct : ICEC

Publications: "La Conceria", "LP Magazine", "LP Trend Book"

The Italian Tanning Industry - Main data



Employees: 28.962

Companies: 2.375

Turnover: 5.177 millions Euro (06/05: +6,5%)

Export: 3.443 millions Euro (06/05: +6,9%)

⇒ **Export/Turnover:** 66,5%

Production (volume):

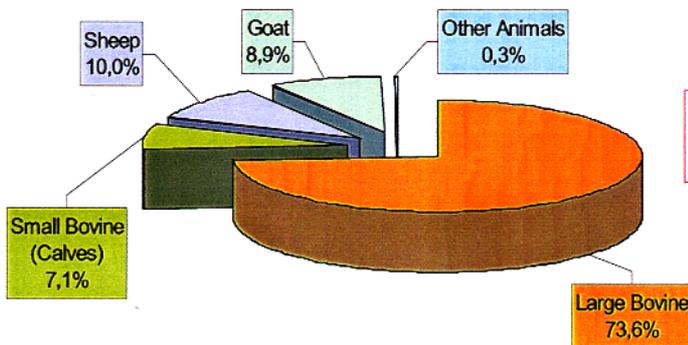
- 189 mln sqm of finished leather (06/05:+7,3%)
- 48.241 tons. of sole leather (06/05:+6,5%)

Main tanning district:

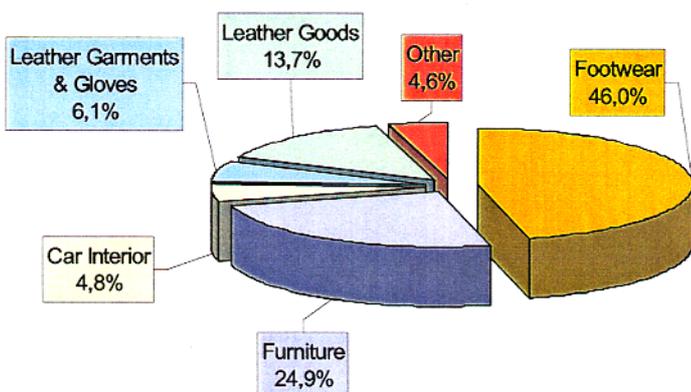
- Veneto (Arzignano - VI): 55,4% of Italian turnover
- Toscana (S. Croce - PI): 26,2%
- Campania (Solofra - AV): 5,0%
- Lombardia (Turbigio - MI): 4,1%
- Other regions (Piemonte, Marche, etc.): 9,3%

Source: ISTAT - UNIC

The Italian Tanning Industry - Production



Italian production of finished leather - divided by typology of animal origin -



Italian production of finished leather - divided by destination use -

Source: ISTAT - UNIC

The Italian Tanning Industry - World Leadership



On total value of European turnover (UE25):



62,5%

On total value of World turnover:



15,9%

On total volume of World production:



6,5%-11,2%
(Sheep&Goat-Bovine)

Italy represents the meeting point of global leather industry, thanks to top quality standards, style&fashion (*trendsetter*), high investment in technology & environment.

LINEAPELLE is the world's most important exhibition for products supplied to footwear, leathersgoods, leather garments and furniture companies - it is estimated to match 40% of international leather business each year

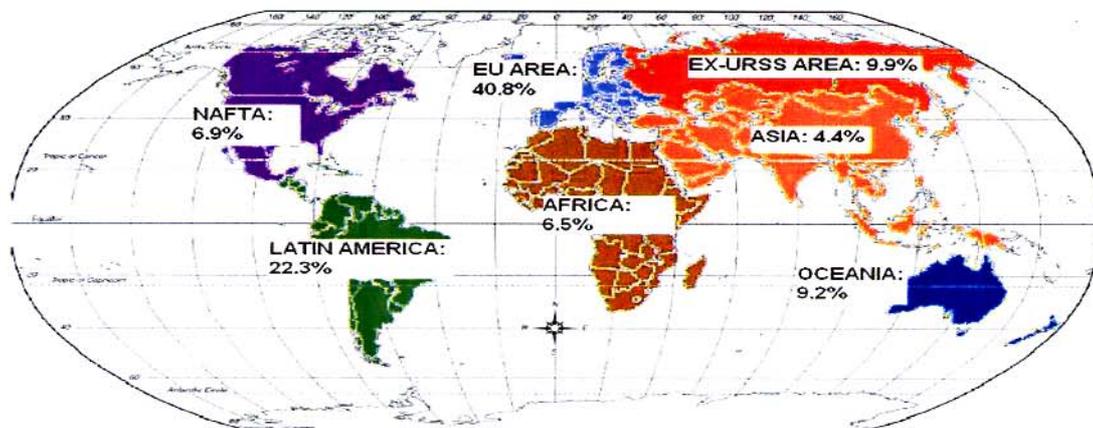
Source: FAO - ITC - EUROSTAT - COTANCE - UNIC

The Italian Tanning Industry - Import 2006



Import of raw material (hides, skins & semi-finished leather): key point - it covers more than 90% of Italian tanners' requirement

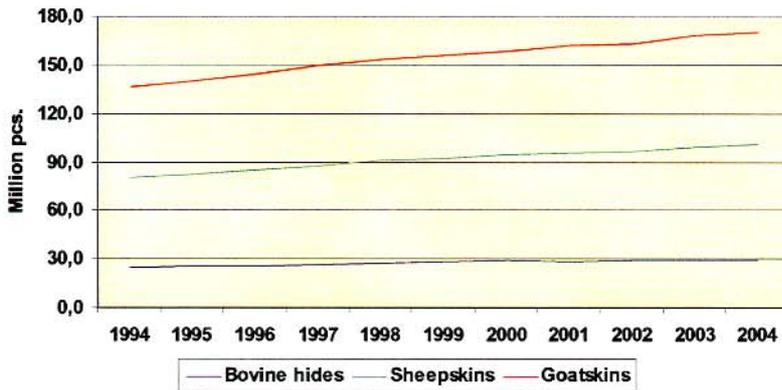
From where? From 130 Countries, and in particular:



- Italian import of raw hides&skins covers 14,4% of global related trade
⇒ (Bovines 14,6%, Sheeps 12,2%, Goats 11,3%)
- As regards semi-finished leathers, our share is 29,6% on world total
⇒ (Bovines 28,3%, Sheeps 30,1%, Goats 58,3%)

Source: ISTAT - FAO - COMTRADE - UNIC

The African Tanning Industry - Main data



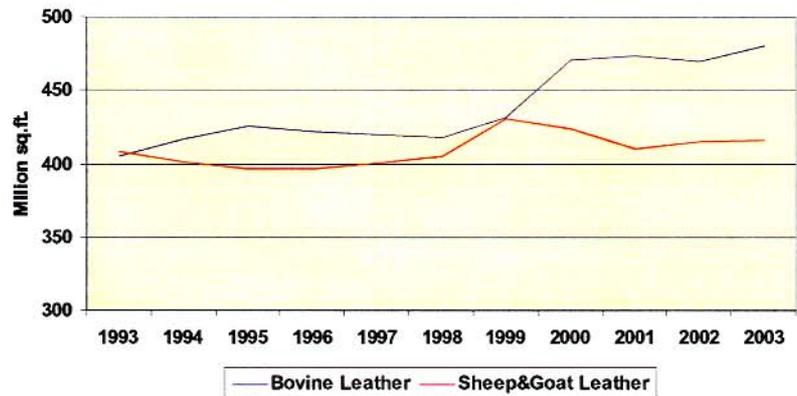
Production of Raw Hides & Skins

- Bovines: 8,9% of world total (↑)
- Sheeps: 13,3% (↑)
- Goats: 17,8% (↓)

Production of Leather*

- Bovines: 3,7% of world total (↓)
- Sheeps & Goats: 8,8% (↓)

*includes semifinished and finished leather
(semifinished is estimated to cover at least 50% of total)



Source: FAO - ITC - UNIC

The African Tanning Industry - Main players



TOP TEN TANNING COUNTRIES & MAIN PRODUCTION

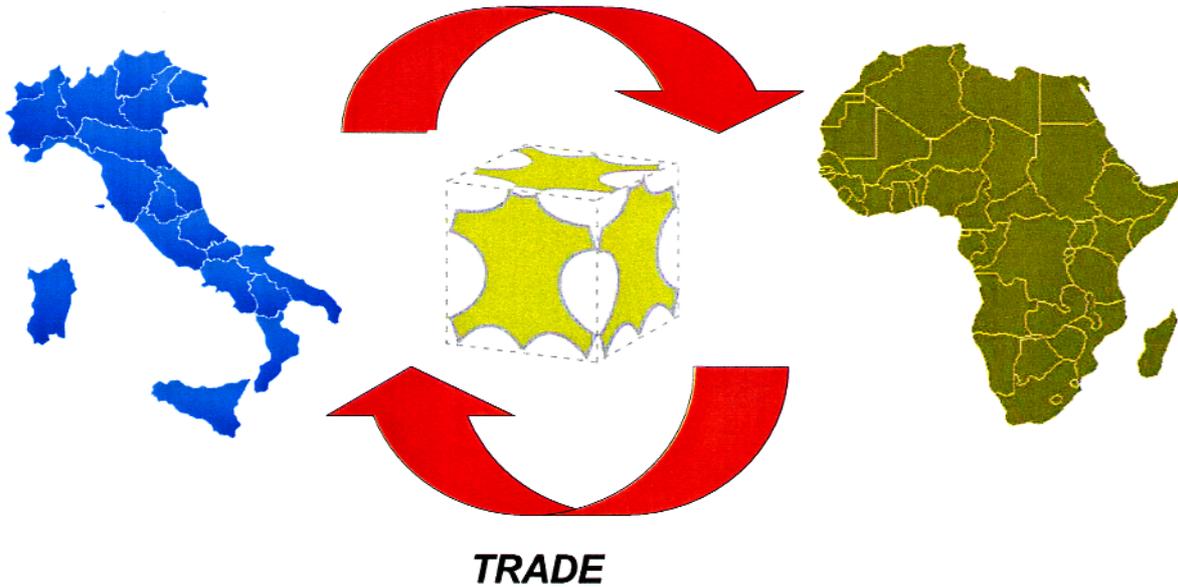
- Egypt (Bovine)
- Nigeria (Goat/Sheep)
- Morocco (Sheep)
- Sudan (Bovine)
- Algeria (Sheep/Goat)



- South Africa (Bovine)
- Kenya (Bovine)
- Ethiopia (Sheep/Goat)
- Tunisia (Sheep)
- Tanzania (Bovine)

Source: FAO

COOPERATION

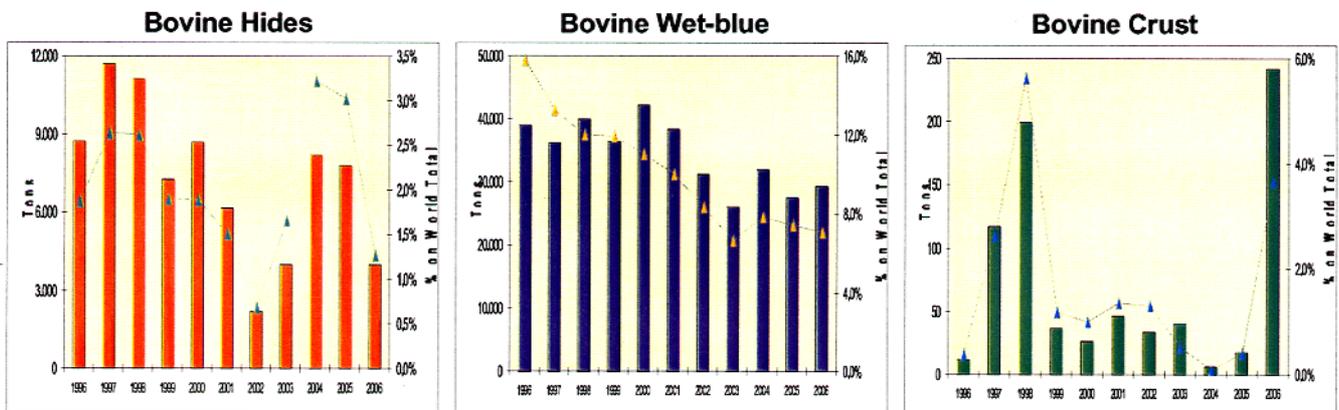


Italian import volume of hides, skins & semi finished leather from Africa decreased 1/3 in last ten years, but +10% in 2006 - trend is changed

Italy-Africa - Trading BOVINES (Italian import from Africa)

Long-term analysis: 1996-2006

[Columns (left scale) represent tons of Italian import from Africa, lines (right sc.) indicate % of Italian import from Africa on total Italian import of related product]



Short-term analysis: 2005-2006

Var. import from Africa: -48,7%

Key AF players: South Africa (↓), Tunisia (↓)

Competitors: ↑ - European Union (covering more than 80)

Var. import from Africa: +6,1%

Key AF players: South Africa (↓), Egypt (↑), Namibia (↓), Zimb (↑)

Competitors: ↑ - Brazil (25% of tot), US (↓), Rus & Ukr (↑)

Var. import from Africa: +1281%

Key AF players: Tunisia (↑), Egypt (↑), South Africa (↑)

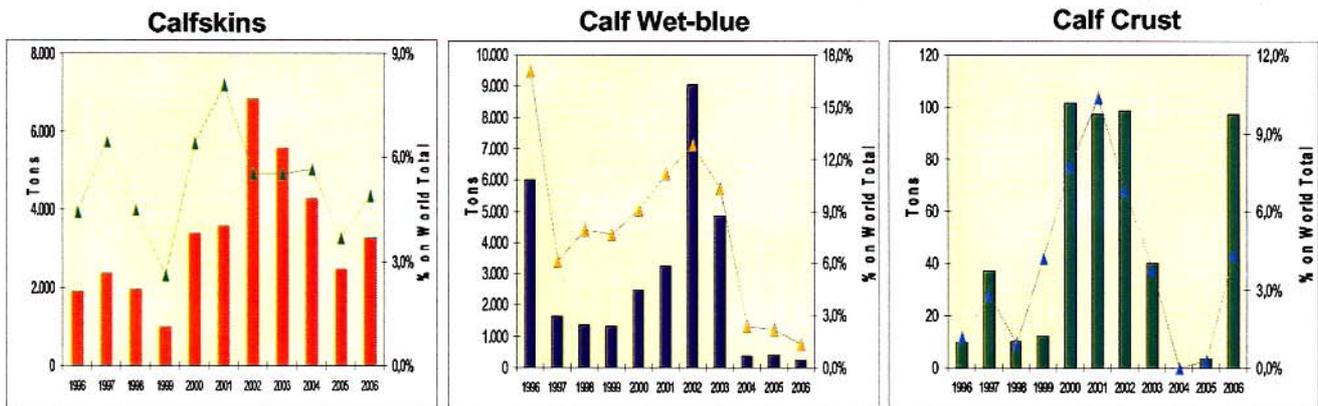
Competitors: ↑ - Bra & Arg (↑), Croatia + Romania (↑)

Italy-Africa - Trading CALVES (Italian import from Africa)



Long-term analysis: 1996-2006

[Columns (left scale) represent tons of Italian import from Africa, lines (right sc.) indicate % of Italian import from Africa on total Italian import of related product]



Short-term analysis: 2005-2006

Var. import from Africa: +31,5%

Key AF players: Egypt (↑), Kenya (↑), South Africa (↓), Senegal (↑)

Competitors: ↔ - France & Netherlands (↑), US (↓)

Var. import from Africa: -39,6%

Key AF players: South Africa (↑), Namibia (↓), Ethiopia (↑)

Competitors: ↓ - Ukraine (↑), US (↓), South America (↑), exc. Arg

Var. import from Africa: +2683%

Key AF players: Egypt (↑), Morocco (↑)

Competitors: ↑↑ - Eastern EU (↑), India (↑), Bangladesh (↓)

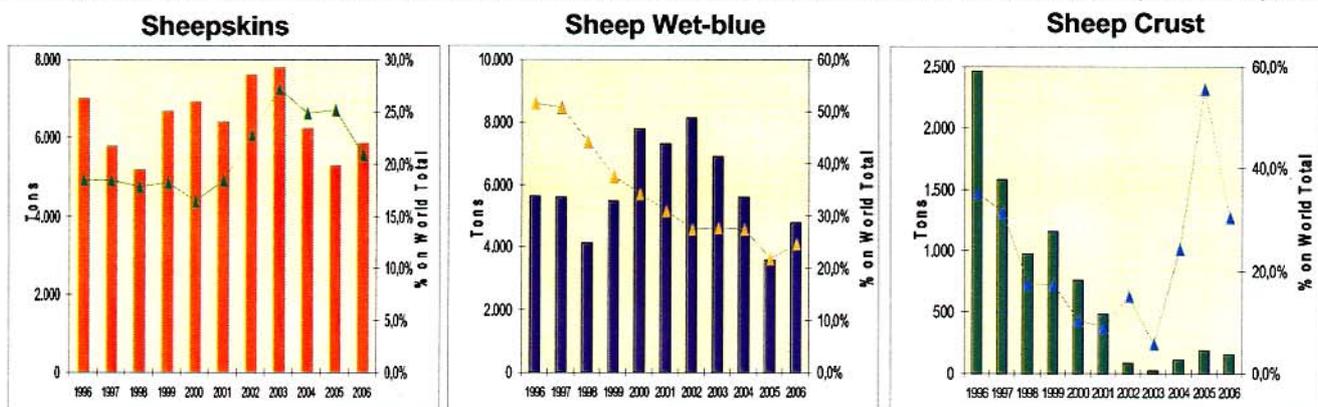
Source: ISTAT - UNIC

Italy-Africa - Trading SHEEPS (Italian import from Africa)



Long-term analysis: 1996-2006

[Columns (left scale) represent tons of Italian import from Africa, lines (right sc.) indicate % of Italian import from Africa on total Italian import of related product]



Short-term analysis: 2005-2006

Var. import from Africa: +10,5%

Key AF players: South Africa (↓-3), Ethiopia (↑-4), Libya (↑)

Competitors: ↑ - Iran (↑), New Zealand (↑↑)

Var. import from Africa: +33,1%

Key AF players: Algeria (↑-4), Senegal (↑↑-6), Ethiopia (↓-7)

Competitors: ↑ - Syria (↓), Saudi Arabia (↑), Iran (↑↑)

Var. import from Africa: -20,9%

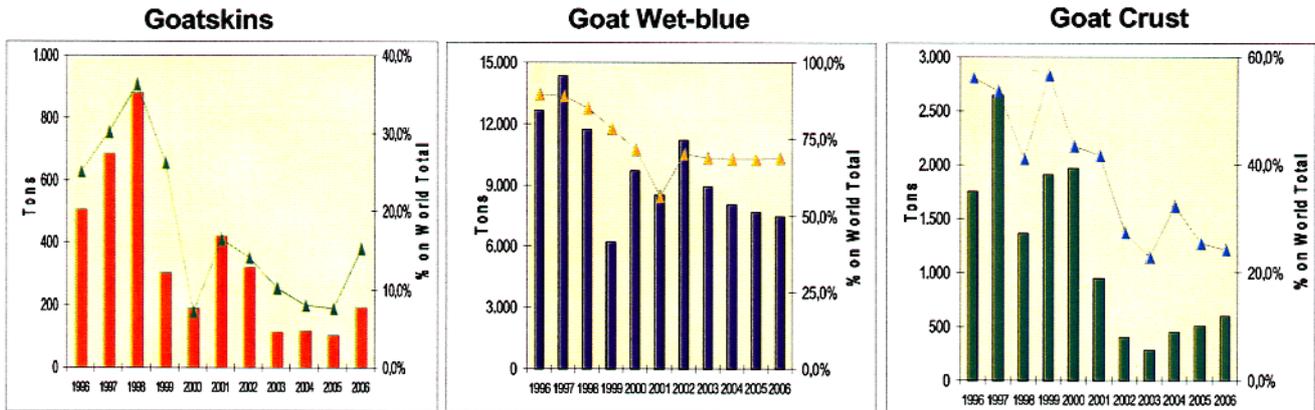
Key AF players: Nigeria (↓-1), Ethiopia (↓↓)

Competitors: ↑ - Bangladesh, France, Turkey, New Zeal. (↑↑)

Source: ISTAT - UNIC

Long-term analysis: 1996-2006

[Columns (left scale) represent tons of Italian import from Africa, lines (right sc.) indicate % of Italian import from Africa on total Italian import of related product]



Short-term analysis: 2005-2006

Var. import from Africa: +87,2%

Key AF players: Libya (↑↑-4),
Algeria (↑), Egypt (↓)

Competitors: ↓ - Greece (↑↑),
Spain (↓), China (↓)

Var. import from Africa: -3,0%

Key AF players: Ethiopia (↓-1),
Kenya (↓-2), Nigeria (↑-3), Sen. (↑)

Competitors: ↓ - Saudi Arabia (↓),
China (↓)

Var. import from Africa: +22,4%

Key AF players: Nigeria (↓-3),
Tunisia (↑), Kenya (↓), Burkina (↑)

Competitors: ↑ - India, Pakistan
& Bangladesh (↑), Saudi Ar. (↓)

Source: ISTAT - UNIC



COTANCE – Confederation of National Associations of Tanners and Dressers of the European Community
 ASOAC - Sub Regional Association of Hides and Skins Professionals in Western Africa
 COTANCE - ASOAC^[1]

Common Position Statement

(Original French – unofficial translation)

Regarding taxes and restrictions to exports of raw hides and skins, and wet-blue, as well as customs duties on leather imports

The Leather industries of Europe and Western Africa, represented by their respective umbrella associations COTANCE and ASOAC, jointly declare their disapproval regarding the implementation of taxes and other restrictions on the export of hides and skins, and wet-blue leather, by an increasing number of countries where the tanning industry has already sufficiently developed so as to conquer an important part of the international leather trade.

COTANCE and ASOAC contend that taxes/restrictions on the export of raw materials must only be conceded to countries that have an infant leather industry and a weak share in global leather trade. Their implementation by other countries hinders infant leather industries to take full advantage of this development tool. Their proliferation causes a substantial decline of operators' competitiveness in less developed countries with a lower export rate. They strongly distort the leather trade, hamper the inclusion of least developed countries in the international leather trade, and preclude the sound development of global trade in the sector.

COTANCE and ASOAC also declare that it is in the interest of their leather industries to see the removal, at a global scale, of tariff peaks and high custom duties for leather. Their trade deviating effect is detrimental to the sustainable development of the leather trade and industry. This should be obtained by a harmonisation and eventual removal of barriers on leather imports in all countries with a leather market, both in developed and developing countries.

COTANCE and ASOAC call on their respective governments to continue their efforts aiming at the removal of trade barriers affecting both imports and exports in the leather trade, as applied by countries that do not belong to least developed countries or countries with a weak and vulnerable economy. They would like this objective to be included in all bilateral and multilateral negotiations, and notably the Doha Round.

The signatories of this common position statement understand that the time has come for the international community to lay down appropriate rules in the leather trade ensuring the principle of free and fair trade.

For COTANCE

For

ASOAC

.....

^[1]

COTANCE gathers the national associations of tanners and dressers of Belgium, Finland, France, Germany, Greece, Hungary, Italy, the Netherlands, Portugal, Slovenia, Spain, Sweden, the UK, Norway and Switzerland.
 ASOAC gathers the leather sectors in Burkina Faso, Mali, Niger and Senegal.



**COTANCE – Confédération des Associations Nationales de Tanneurs et
Mégissiers de la Communauté Européenne
ASOAC - Association Sous Régionale des Professionnels des Cuirs et
Peaux de l'Afrique de l'Ouest**

COTANCE - ASOAC¹

Prise de Position Commune

Concernant les taxes et restrictions à l'exportation des cuirs et peaux bruts et du wet-blue ainsi que les droits de douane à l'importation du cuir

L'industrie du cuir de l'Europe et de l'Afrique de l'Ouest, représentées par leurs associations respectives COTANCE et ASOAC, déclarent conjointement leur désapprobation au sujet de l'utilisation de taxes et autres restrictions à l'exportation de cuirs et peaux bruts et cuirs en wet-blue par un nombre croissant de pays jouissant déjà d'une industrie de la tannerie suffisamment développée pour avoir conquis une part importante des échanges internationaux du cuir.

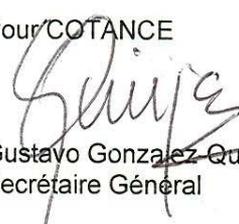
COTANCE et ASOAC affirment que les taxes/restrictions à l'exportation des matières premières doivent être réservées uniquement aux pays qui ont une industrie du cuir naissante et une participation faible au commerce international du cuir. Leur utilisation par d'autres pays empêche aux industries du cuir naissantes de tirer pleinement profit de cet instrument de développement. Leur prolifération provoque une érosion substantielle de la compétitivité des opérateurs dans des pays moins avancés et aux exportations moins développées. Elles causent de fortes distorsions au commerce de la filière et portent un grave préjudice à l'inclusion dans le commerce global du cuir des pays moins développés et au développement harmonieux des échanges internationaux du secteur.

COTANCE et ASOAC déclarent également qu'il est dans l'intérêt de leur industrie du cuir de voir l'élimination à l'échelle globale des pics tarifaires et des droits de douane élevés pour le cuir qui ont un effet de déviation du commerce au détriment du développement durable de l'industrie et du commerce du secteur. Ceci devrait être réalisé par une harmonisation et éventuelle élimination des barrières à l'importation du cuir par tous les pays qui détiennent un marché pour le cuir tant dans les pays développés que dans ceux en voie de développement.

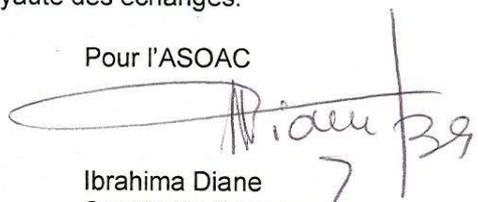
COTANCE et ASOAC appellent à leurs gouvernements respectifs de poursuivre leurs efforts visant l'élimination de ces barrières au commerce du cuir tant à l'importation qu'à l'exportation qui sont appliquées par des pays qui ne font pas partie du groupe des pays les moins avancés ou qui ont une économie faible et vulnérable. Ils souhaitent que cet objectif soit inscrit dans toutes les négociations bilatérales et multilatérales et notamment le Cycle de Doha.

Les signataires de cette déclaration commune estiment que le temps est venu pour que la communauté internationale établisse des règles plus justes gouvernant le commerce des produits de la filière cuir assurant la liberté et la loyauté des échanges.

Pour COTANCE


Gustavo Gonzalez Quijano
Secrétaire Général

Pour l'ASOAC


Ibrahima Diane
Secrétaire Permanent

¹
COTANCE regroupe les industries de l'Allemagne, la Belgique, l'Espagne, la Finlande, la France, la Grèce, la Hongrie, l'Italie, la Norvège, les Pays Bas, le Portugal, le Royaume Uni, la Suède, la Suisse et la Slovénie.
L'ASOAC regroupe le secteur cuir du Burkina Faso, du Mali, du Niger et du Sénégal.



ACCESS TO FINANCE

FOR SMALL AND MICRO ENTERPRISES IN LEATHER SECTOR OF BANGLADESH

SOME PRELIMINARY OBSERVATIONS

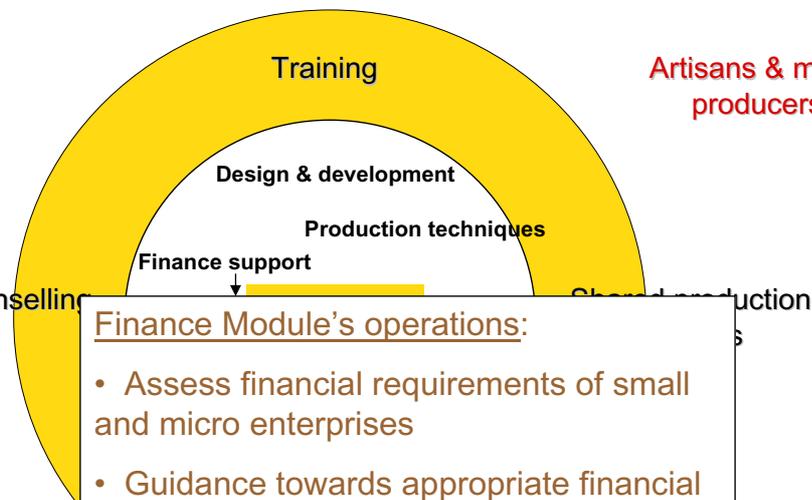


BANGLADESH LEATHER SERVICE CENTRE

SMES

Artisans & micro
producers

Artisans & micro
producers



Finance Module's operations:

- Assess financial requirements of small and micro enterprises
- Guidance towards appropriate financial solutions
- Coaching until financial matters are under control and partnership is created with a financial provider



The Bangladesh leather sector
Large & medium enterprises

131 operating enterprises, employing 39,000 people, of which

- 96 tanneries
- 26 footwear producers
- 9 leather goods producers

Census 2004

Total bank finance to March 2006:

- US\$ 258 million
- 49% (US\$ 128 million) non-performing
- Hence, negative impact on availability of bank finance to sector



The Bangladesh leather sector
Small & micro enterprises

No census or database available

Guessestimate is about 200,000 artisans and craftsmen

Major constraints for access to finance:

- High default rate and high costs
- Private commercial banks consider it « high-risk credit »
- Absence of credit and technical information of target group
- Reluctance of banks to accept non-real estate as collateral
- Relatively difficult monitoring for the small loan



BLSC-ITC mission for credit to small & micro enterprises

- Draw up a model for dedicated credit line for small & micro enterprises
- Prepare a programme proposal, including:
 - ✓ Details of proposed facility
 - ✓ Sponsoring organizations, their role and structure
 - ✓ The parent ministry
 - ✓ The target beneficiaries
 - ✓ The type of lending
 - ✓ Detailed inventory of pilot groups
- Arrange bank approval to start the pilot projects for:
 - ✓ Small enterprises
 - ✓ Micro enterprises



GRAMEEN MODEL

Grameen micro credit

- is simple
- collateral free

Simple repayment mechanism easily understood by borrowers:

- One year loans
- Equal weekly instalments
- Repayment starts one week after the loan
- Repayment amounts of 2% week for 50 weeks
- Interest amount due (rate of 20%) is paid at the end of every week
- Loan is supervised for 365 days



GRAMEEN EXPERIENCE

- Number of borrowers of Grameen: 6.6 million
- Almost 90% are women
- More than 7 million borrowers of other Micro Finance Institutions (MFI)
- More than 1,500 MFIs operating in Bangladesh
- A micro finance regulatory agency established separate from Central Bank



ITC-BLSC GOALS and PROGRESS

Goals

- Develop Grameen model for micro-credit in leather sector
- Develop small-credit model for leather sector

Progress

- Dutch Bangla Bank (DBB) and Abdel Monem Foundation (AMF) will fund the base-line survey of micro enterprises
- AMF will allow credit line for pilot project on micro enterprises
- DBB will allow credit line for small enterprises under small enterprises refinancing scheme of Bank of Bangladesh
- Credit Development Forum (CDF) is voluntarily extending its services as facilitator to ITC-BLSC project
- CDF is prepared to offer the service to any project anywhere in the world

Access to finance for the Small and Micro Enterprises in the Leather Sector in Bangladesh -- some preliminary observations.

Honorable Chairman,

[]

the Government of Italy, distinguished guests, ladies and gentlemen as well friends from the media.

It is indeed a very great privilege and honour for me to be with you this afternoon. I sincerely believe that this convention will enable the delegates of the individual participating country to share the valuable information and experience that will be of immense benefit and advantage for all of us to identify the common impediments and hurdles and thereby find a way out for devising a long lasting cooperation and understanding in the development projects of leather sector.

Ladies and Gentlemen:

The convention is taking place at a time when diversification has become an urgent criterion for Bangladesh for its progression and economic development and the leather sector has been identified for its potentialities and prospects in playing a vital role in such diversification. The Government of Bangladesh, Dhaka Chamber of Commerce (DCCI) and ITC, with active participation of the Italian Government, have undertaken the BLSC project to reduce its unstable and risky dependence on the export of ready-made garments industry which constitutes 76% of the country's total export.

In order to promote the export of leather and leather-goods from Bangladesh, "Leather Sector Business Promotion Council" has been established on February 2004, under the Ministry of Commerce which is strongly supported by the International Trade Centre (ITC), Geneva. The main operational arm of the Leather Council is the Bangladesh Leather Service Centre.

The overall objective of the project is to increase exports of leather products, thus contributing to sustainable export diversification and consequent employment generation

through trade-related capacity development. The project particularly focuses to assist the Small and Micro Enterprises to gradually become direct exporters.

One of the project components deals with access to finance. Its goals are to develop the capacity of the Centre's financial counselor(s) to

- a) Assess financial requirements of Small and Micro Enterprises of the sector.
- b) Guide them toward the appropriate financial solutions
- c) Coach them up to the stage when financial matters are under control or a partnership has been created with a finance provider

Ladies and Gentlemen:

Before I present you with some preliminary observations on the “**Access to finance for the Small and Micro Enterprises in the Leather Sector in Bangladesh**” I take the liberty to give a snap shot of the leather sector in Bangladesh.

I would now place before you a precise position of the **Large and Medium Enterprises** in the leather sector of Bangladesh.

There are 206 operative and inoperative Large and Medium Enterprises in the leather sector of Bangladesh where a total of 39,000 direct labourers are engaged. In 2004 the Government of Bangladesh (GoB) and GTZ jointly conducted a Census Study in the Leather Sector in Bangladesh on 131 operating firms out of which 96 are leather-processing units, 26 are footwear manufacturing units and 9 are leather goods producing units. In February, 2007 ITC-BLSC prepared a database of 63 firms. The census study and the database cover only the Large and Medium Enterprises.

Out of the total number of units only 1.5% of the leather processing/footwear units are owned by foreign companies and less than 4% are joint venture companies and from financing point of view they enjoy more or less satisfactory position.

The scenario is different in case of most other units. As on March 31, 2006 the total bank finance to 196 companies/firms in the leather sector is Tk. 1752 crore (= US\$ 258 million) out of which an amount of Tk. 867 crore (=US\$ 128 million) is non-performing which accounts for 49% of the total lending. This unusually high percentage of non-performing loans has a negative impact on the availability of bank finance for the sector.

Ladies and Gentlemen:

I would now place before you a snap shot on **Small and Micro Enterprises** of the sector.

There is no census study or database on Small and Micro Enterprises in the leather sector and the limited figures available with the institutions like the Bangladesh Small and Cottage Industries Corporation (BSCIC), Export Promotion Bureau and Bangladesh Bureau of Statistics (BSS) do not meet requirements of the ITC-BLSC project and the targeted banks to develop financing models. Most of the leather goods producing firms/units under these two segments of the sector are under sole ownership or proprietorship. They are mainly self-financed and suffer from shortage of fund due to constraints for access to finance

The major constraints for access to finance for the Small Enterprises in the Leather Sector in Bangladesh as identified by some experts are:

- (i) High default rate and high cost.
- (ii) Finance to smaller firms is mostly considered as “High-risk credits” by the private commercial banks.
- (iii) Absence of the credit & technical information on the target groups.
- (iv) Reluctance of the banks to accept non-real estate as collateral security.
- (v) Relatively difficult monitoring required for the small loan.

There is no official statistics on the number of artisans and craftsmen in the leather sector of the country but as per expert’s guesstimate it is about 200,000. BSCIC is extending loans to the artisans in a very limited scale with funding from different international agencies but their loan default rate is very high. The Export Promotion Bureau also extends loans to a limited scale to the exporters of leather goods. The artisans in Bangladesh like Africa and many other developing countries run the risk of disappearing due to the adverse effects of globalization processes.

Ladies and Gentlemen:

I now present the recent initiatives of ITC-BLSC in arranging bank finance for the Small and Micro Enterprises.

ITC in its mission to draw up a model of arrangements for dedicated credit line for Small and Micro Enterprises held meetings with the targeted four Nationalized Commercial Banks (NCBs) who played supportive role. In line with the discussions in the meetings it was mutually agreed that ITC-BLSC will prepare a complete programme proposal which will include ----

- (i) Details of the proposed facility.
- (i) Sponsoring organizations, their role and structure.
- (ii) The parent ministry.
- (iii) The target beneficiaries.
- (iv) The type of lending etc.
- (v) Programme for a dedicated facility that will include a detailed inventory for the pilot groups

Therefore, the two major issues before the ITC-BLSC for starting the Pilot Projects with bank finance are to:

1. Conduct a detailed inventory to make the credit & technical information available to the banks.
2. Arrange bank approval for credit line to start the pilot projects for:
 - (i) Small Enterprises
 - (ii) Micro Enterprises.

I observe from my recent contacts with the NCBs that the mainstream banking support for this project will not materialize immediately due to certain bureaucratic and institutional rigidities. Changing mindset of the traditional bankers may not be very easy. As such we have been engaged in a number of innovative alternatives to Small and Micro Finance initiatives.

Ladies and Gentlemen:

As you all know Bangladesh is a “Social Laboratory” of micro finance initiatives including the world famous Grameen Model of Professor Dr. Muhammad Yunus, the founder of the Grameen Bank. A number of relevant lessons can be learnt for applying these models even in the leather sector, particularly to provide flexible financial services

to the Medium and Small Enterprises. Accordingly, we have been coining with some creative options involving a number of non-profit actors and as well as some private sector banks. They are:

1. Abdul Monem Khudra Biniog Sangsta (AMKBS), a Micro Finance Institution (MFI) and a project of **Abdul Monem Foundation (AMF)**, a non-profit organization.

(i) AMF has decided to provide micro finance to artisans/craftsmen in the leather sector for a pilot at a location to be jointly selected AMF and ITC-BLSC. They have also agreed to continue such finance in other locations on the basis of experience of the Pilot Project.

2. **Dutch Bangla Bank Limited**, a private sector joint venture commercial bank:

Though a profit making financial institute is willing to offer as a facilitating agency to have access to Small Enterprises Fund refinanced by Bangladesh Bank out of its deep interest in corporate social responsibility at the interest rate of 5% charged by Bangladesh Bank (the Central Bank)

In this context I would bring to your kind notice that the Central Bank (B.Bank) has introduced Small Enterprises Fund (SEF) Scheme with funding from ADB, IDA, and Government of Bangladesh for refinancing the small lending. The scheme entitles the banks to 100% refinance at 5% interest rate against loans allowed to small enterprises under own credit norms. But the banks receiving such refinance usually charge interest @ 14% to 18% from their clients. Moreover, strict adherence to the credit norms of the individual bank restricts access to credit for the target groups.

(ii) AMF and Dutch Bangla Bank Limited (DBBL) agreed on principle to provide fund jointly for the proposed survey of ITC-BLSC project as recommended by Dr. Professor Atiur Rahman subject to completion of the required formalities.

3. **Credit Development Forum (CDF)**, a network of organizations of 1,500 Micro Finance Institutions including Grameen Bank, BRAC and ASA and Professor Dr. Atiur Rahman is the Chairman of CDF. He is also the Chairman of the Department of Development Studies, Dhaka University and a researcher on micro- credit.

- MAREK
- (i) Professor Dr. Atiur Rahman on his own behalf and on behalf and on behalf of CDF made an offered to extend voluntary services to ITC-BLSC Project. He has already started to assist the project and examined our data need for bank finance and recommended for conducting a "Baseline survey on Small and Micro Enterprises in the leather sector"
 - (ii) He has also offered his expertise support to the concerned parties both as researcher on micro-credit and also as the leader of the network, to the interested parties anywhere in the world. CDF as a facilitation institution also agreed to provide technical assistance to the upcoming MFIs anywhere in the world, if needed."

Ladies and Gentlemen:

In conclusion I express my sincere thanks to the Italian "International Cooperation Forum" ASSOMAC and all concerned for arranging this convention. I am very much grateful for inviting me and giving me the opportunity to attend and address the convention and enhance my knowledge by sharing the valuable information and experience of the participating countries and the international organizations. My special thanks for Mr. Mario Pucci of ASSOMAC Mr. Carlo Cattani, Mr. Giovanni Dadaglio of ITC for giving me all out support.

Thanks for all of you for patient hearing.

Success Exceeds Expectations

How to improve access to credit by the African footwear
micro- enterprises

“ A LEATHER BRIDGE WITH AFRICA”

Bologna Fair Ground, Pavilion 36, Sala Sinfonia - 19 April 2006

Microcredit in Africa

- Africa is second in the world for number of Microfinance Institutions, with over 32%. The African microcredit market, dominated by the preponderant role of the NGO (Non-Governmental Organizations), is mainly concentrated on the women (who constitute 61% of the customers).

Microfinance and Informal Economy

- Microfinance may be defined as the concession of small amounts («microcredit») destined to the development of productive activities to persons who, finding themselves in a situation of poverty and marginalization, cannot have access to the traditional bank loans.
- In fact, 20% richer than the world population, it obtains 95% of the total credit issued in the world.
- The inadequacy of the institutional financial system has involved in the Developing Countries the expansion of a heterogeneous informal economy (based on very old traditional forms) characterized by considerable flexibility at organizational level and reduced costs. The informal financial system, linked to personalized social relations, may be considered the forerunner of the modern microcredit, which started to circulate roughly thirty years ago starting from the pioneering experiences in some countries of the south of the world.

The Grameen Bank

- The first microfinance institution, the Grameen Bank, was created in Asia in 1976 by the economist Muhamad Yunus. It is a rural bank (in Bengalese “graamen” means peasant) which grants loans and organizational support to the poorest, united in groups of beneficiaries (Solidarity Group), otherwise excluded from the traditional credit system.
- The methodology of the Grameen Bank is based on the group concept which guarantees for each beneficiary: in fact, the loan is granted by the bank provided that the applicant forms part of a group of five persons (who must reside in the same village) which guarantees the reliability of the single person.

THE TONTINES

- A preponderant role in the field of informal finance is played in Africa by the so-called “tontine” (whose name derives from the Italian financier Tonti who in 1650 studied a new loan formula to raise State funds again).
- The most elementary form of “tontine” consists in a mixed formula of savings and credit in which the participants regularly pay quotas of a fixed amount to a joint fund, then distributed to each of the members who are appointed with the drawing of lots method. While the first member who receives the fund benefits from a loan without interests, the last member saves during the whole cycle without being paid, to collect only at the end the same amount he would have accumulated regularly saving as single person.

The Microcredit Market in Africa

- According to the data surveyed by the Consultative Group to Assist the Poorest (CGAP), at international level, there are at present 2,548 financial organizations at the service of the poorest bracket of the population; the CGAP has classified them in different types, regardless of whether they are specialized or not specialized exclusively in microfinance:
 - Commercial banks;
 - Cooperative credit banks;
 - Non-banking financial institutions;
 - Postal banks;
 - Projects of international cooperation;
 - Non-governmental organizations;
 - Cooperative companies;
 - State banks;
 - Agricultural banks;
 - Village banks;
 - Other.

LA RIPARTIZIONE GEOGRAFICA DEL MICROCREDITO

AREA	PERCENTAGE
Asia	40%
Sub-Saharan Africa	32%
Latin America	17%
Europe, N. America, Near East	17%

Fonte: CGAP (2005)

THE AFRICAN SCENARIO

- The high level of productivity and the quality of their portfolio should enable the African Microfinance Institutions to make further progress and to put themselves at the services of the poorest bracket of the population, in particular the women (who in Africa constitute 61% of the microcredit customers), who continue not to have access to the services of the formal finance.
- However, it is difficult to imagine that the microcredit can aim to rising again autonomously, i.e. without the support of the aids of international donators, Africa's economic situation that was devastated in particular by wars for the control of the natural resources.
- It is probable that the microcredit projects adopted by the Microfinance Institutions present in the African countries will clamorously fail if they are not inserted in wider intervention programs specialized in productive activities, necessary to remove the structural causes that impede the growth of economic activities in Africa.

AFRICAN SCENARIO OF THE SMALL INFORMAL ENTERPRISE OF THE SHOE INDUSTRY

- At world level shoes production and consumption increase by over 4% per year, while the average price of a pair of shoes has dropped 13%.
- The sector of the small African shoe enterprise is growing and develops as a function of a “poor” or archaic market which constantly grows, moving from the rural to the metropolitan zones.
- The informal enterprises may be those of repair and recycling, a sort of “bricolage” around the formal sector and the sector of second-hand shoes, and those which, inserted in a context of decline of the industrial shoe sector, beaten in the competition by the products imported from Asia, identify in the informal channel and in the productive structure reduced to the minimum, which permits very low investment costs and very low circulating capitals, the method which best conjugates effectiveness and modernity.

Characteristics of the Small Family Shoe Business

HUMAN RESOURCES	ABOUT 10 PEOPLE EMPLOYED
Accounting	Informal, not written
Financing	Family, Tontines, Informal
Fixed Asset	Small, House, Open air
Equipment	Mainly by hands
Daily Production	10 – 15 pairs of shoes
Working Days per Year	4 – 6 months per year
Prices	Sandals 2-5 euro, shoes 5- 10 euro .
Trades	Personal Contacts, informal

The Microfinance Proposal for the Small Shoe Factories

- To create Groups of Solidarity Connected with the Service Centres of the Clusters with the following activities and characteristics
 - To carry out programs of financial support to the technological re-qualification integrated with technical assistance and training programs
 - To root the projects inside the artisan environment of reference
 - To find on the spot some methods to be able to include the informal producers, making them at least “semi-formal”
 - To calibrate in each case the appropriate technologies to adapt themselves to the infrastructures and to the work customs of the clusters
 - To select the candidates for the technical and financial assistance in accordance with flexible, open rules shared by the beneficiaries
 - To design training programs of accompaniment, which are equally important to the technologies
 - To organize the collaterals for the required guarantees to the promoters/beneficiaries following the usual management of the loans locally in use.

A Possible Example of a Budget for Microfinance

- To create a supervision and assistance service (tutor) for the management of the microcredit for an ad hoc loan split as follows:
 - 10% charged to the artisan who promotes the project
 - 10% charged to the community of small producers who participated in the project
 - 20% charged to the local financial institutions which support the project with a State contribution
 - 50% as collective risk of all the participants, using an ad hoc external loan.
 - 10% as risk capital charged to the technology suppliers.



A Leather bridge with Africa

UNE TENTATIVE DE REPONSE « RESPONSABLE » sur COMMENT FACILITER L'ACCES AU CREDIT DES PME

COOPERATION ENTRE FINANCE ET ASSISTANCE
TECHNIQUE

BOLOGNA 19 AVRIL 2007

Bologna, Italie 19 avril 2007



A Leather bridge with Africa

PME SECTEURS

**CUIR EN
AFRIQUE**

**GROS ACHETEURS
MARCHES EXPORTS**

COMMERCE

INTERNATIONAL

WTO

TAX
system

TSIs

LAWs

TPOs

INT-FINs

UNSystem

DFIs



International Trade Centre
UNCTAD/WTO

**A Leather bridge
with Africa**

**MONDE
FINANCIER**

**AGENCES TECHNIQUE
ET NATIONS UNIES**

**COMMERCE
INTERNATIONAL**



International Trade Centre
UNCTAD/WTO

**A Leather bridge
with Africa**

OMC

CNUCED

CCI



International Trade Centre
UNCTAD / WTO

**A Leather bridge
with Africa**

CCI-ITC



RELATIONS ENTRE LES AFFAIRES ET OMC



Lois commerciales



PRODUITS ET LEUR AMELIORATION (Packaging, Standards et qualite')



Information sur les marches



Assistance technique FINANCEMENTS



Infrastructure de soutien

Bologna, Italie 19 avril 2007



International Trade Centre
UNCTAD / WTO

**A Leather bridge
with Africa**

ACCEDER AUX FINANCEMENTS implique:

- POLITIQUE MONETAIRE
- POLITIQUE DES CHANGES
- POLITIQUE BANCAIRE
- INFRASTRUCTURE FINANCIERE
DONT ON DISPOSE

Bologna, Italie 19 avril 2007



INFRASTRUCTURE FINANCIERE D'UN PAYS

- BANQUE CENTRALE
- SECTEUR BANCAIRE (COMMERCIAL)
- LES BANQUES DE DEVELOPPEMENT
- LES AUTRES INSTITUTIONS FINANCIERES
- LES ACTEURS EXTERIEURS DONT ON DISPOSE

Bologna, Italie 19 avril 2007



ACCEDER AUX FINANCEMENTS implique:

- POLITIQUE MONETAIRE
- POLITIQUE DES CHANGES
- POLITIQUE BANCAIRE
- INFRASTRUCTURE FINANCIERE DONT ON DISPOSE

Bologna, Italie 19 avril 2007



International Trade Centre
UNCTAD/WTO

**A Leather bridge
with Africa**

**COMMENT ON AMELIORE
L'ACCES AU FINANCEMENT**

***Improving access to finance...
requires a three level approach***

Micro Level:

LA CAPACITE DES
ENTREPRENEURS EN MATIERE
DE FINANCEMENT



Meso Level:

RENFORCEMENT DES
PRODUITS ET SERVICES
BANCAIRES

Macro Level :

ETUDE DES BESOINS AU NIVEAU NATIONAL,
DES CONTRAINTES ET DE L'OFFRE REELLE

Bologna, Italie 19 avril 2007



International Trade Centre
UNCTAD/WTO

**A Leather bridge
with Africa**

Micro finance --- "Le Gap" --- Banques et finance traditionnelle

L'avenir de la Microfinance

**Les contraintes de la Banque
Basle II et Equator Principles**

Le GAP :

L'avenir de la banque PME

Les programmes spéciaux

Bologna, Italie 19 avril 2007



International Trade Centre



UNCTAD/CNUCED WTO/OMC

Un grand Merci!

Thank You !



'Improving Access to Finance'

The CDE Experience in Burkina Faso and Madagascar

Presentation

Bologna, 19 April, 2007
by Klaus Niederländer
CDE Programme Manager



CDE is an Institution of the ACP Group of States and the European Union
Financed by the European Development Fund



Key Themes of Presentation

- A Brief on the role of CDE and its support to the African leather sector
- The Approach taken in the textile artisan sector in 2 African countries
- The Tools and Methods to improve the access to finance





The CDE in a few Words

- An Institution of the ACP Group of States and the EU under the Cotonou Agreement...
- Mainly funded by the EDF
- To promote the private sector in ACP countries
 - Through the provision of non financial business development services to enterprises and intermediary organisations
- Relying on a three-prong strategy
 - Emphasis on sector programmes
 - Close to clients through a regional network
 - Partnership with other institutions



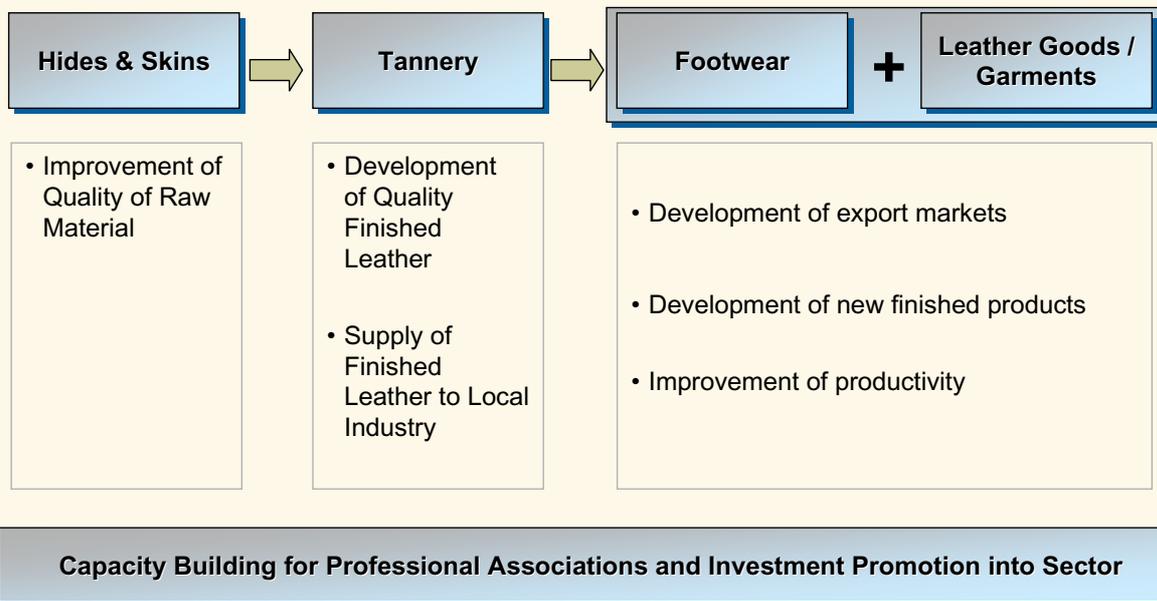
CDE's Leather Strategy in East Africa

- Contribute towards the long-term objective of **Poverty Eradication** by focusing on Private Sector Development
- Promote interventions which are likely to yield **high impact** and **sustainable outputs**
- Interventions are **demand driven** with ownership at enterprise level
- Address and respond to **challenges/constraints in the sector**
- Draw on **synergies** from other support actions in the leather sector
- Focus on those companies, which have the potential to be or to become the **prime movers for the African leather sector**





A Value Chain Approach With Pilot Projects



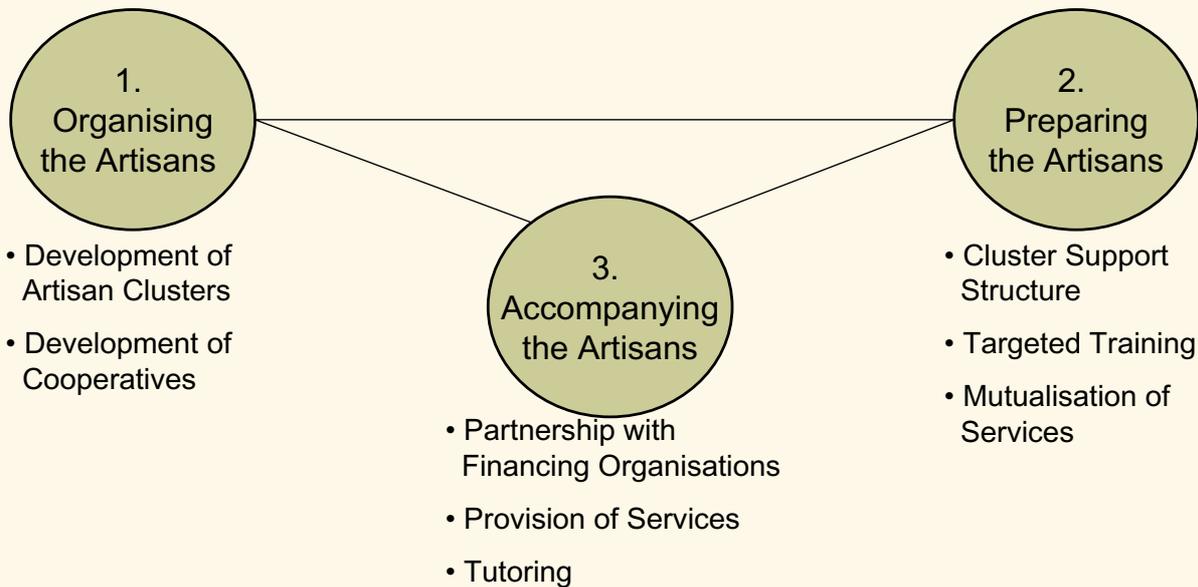
Results – Some Highlights

- Initiation of a number of Export Production Cooperations in Ethiopia and Kenya in the footwear and leather goods sector
- Development of the first industrial footwear export productions in Ethiopia (see Dire-Adelchi cooperation)
- Training of about 40 Technicians, Designers and Managers
- Acquisition of sample orders from EU Firms involving 12 African companies and about 10 interested European Firms

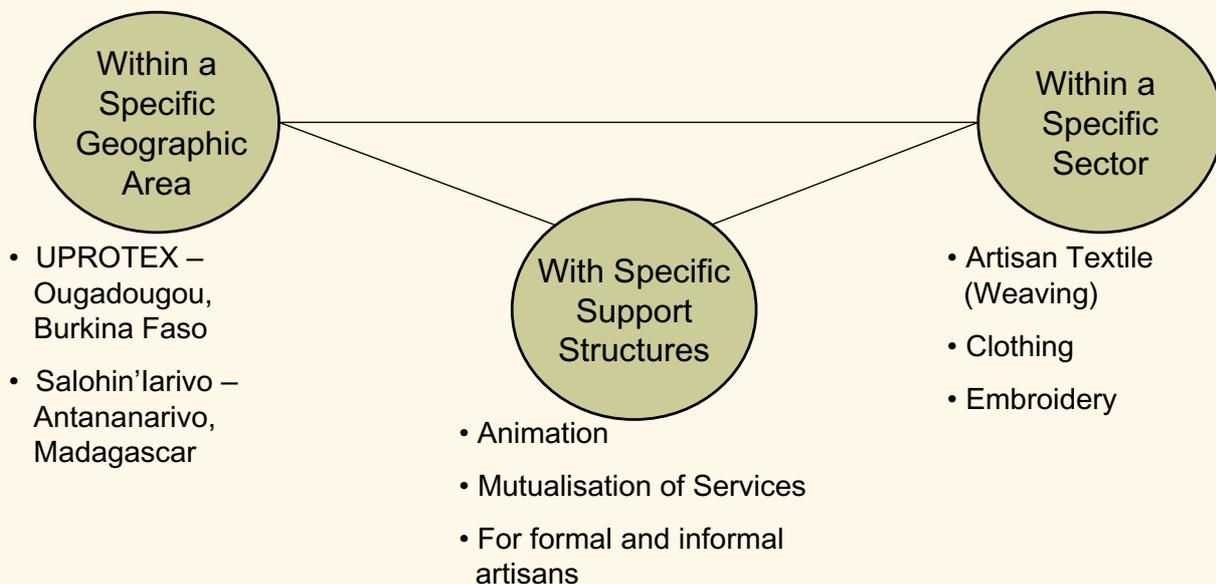




The Approach in Burkina Faso and Madagascar The Case of the Artisan Textile Sector

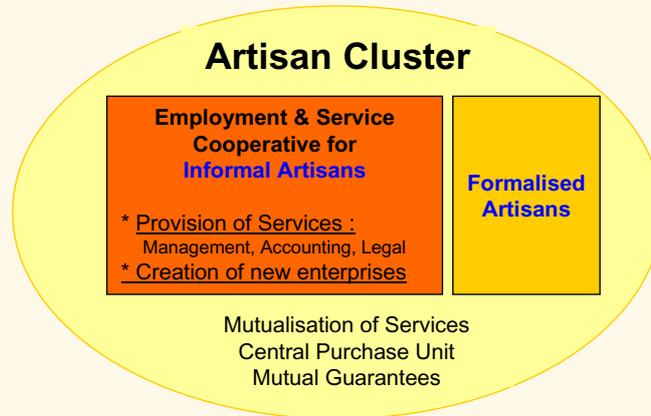


1. The Grouping of Artisan Production Units Cluster Development





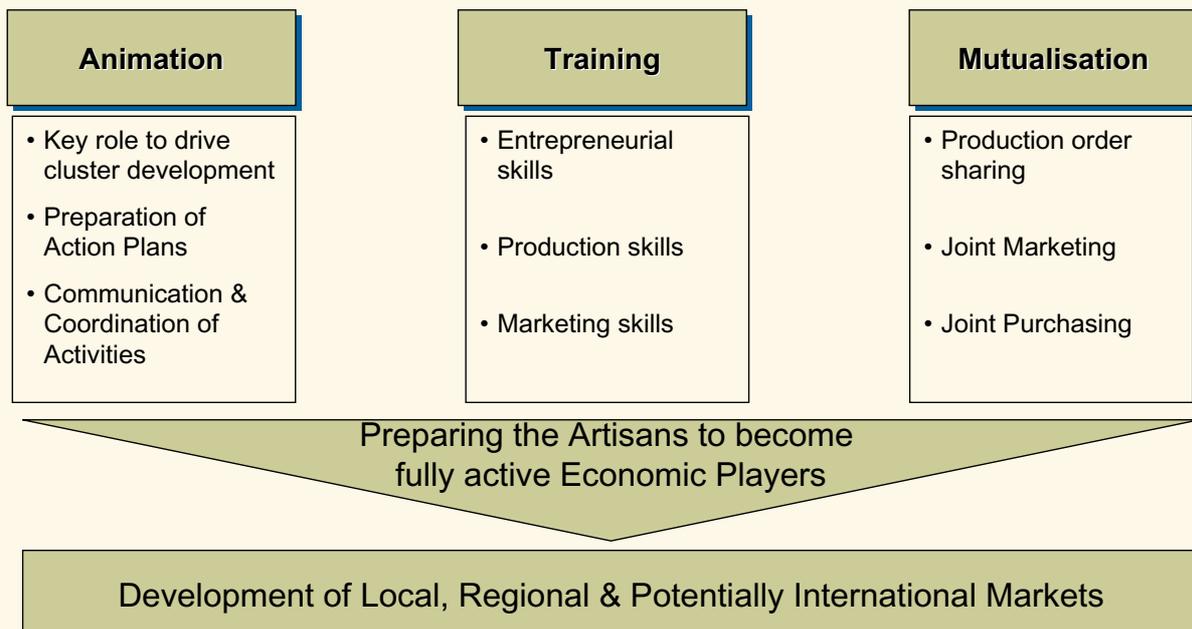
1. The Structuring of the Informal Artisans Development of Employment & Services Cooperatives



- Gives an official status to the informal artisan and his activity: 'entrepreneur salarié' or 'Employment generating activity or revenue'
- Teaches entrepreneurial skills
- Formalises the production units without legal status
- Fulfils all the administrative tasks of a formal company (legal, accounting, judicial,...)

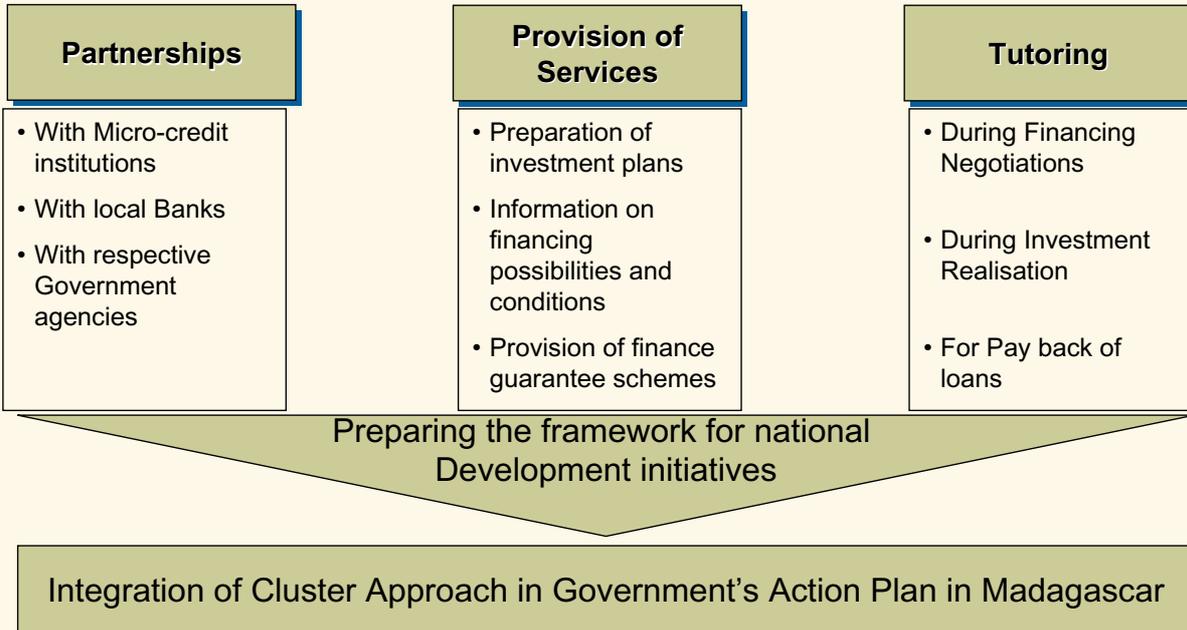


2. The Development Axes of the Artisan Clusters





3. The Implementation of Pilot Projects



Some First Results

- Two clusters created in Ouagadougou and Antananarivo with around 30 structures/enterprises each representing around 500 and 1.500 employees respectively
- Various trainings on improvement of production and commercialisation techniques carried out (direct training and train the trainer approach)
- Creation of first Employment & Service Cooperative in Antananarivo with 80 artisans
- Signing up of first financing partnerships with micro-credit institutions in Antananarivo and Cooperation with industrial textile cluster to use their facilities (e.g. Textile Services Centre)
- Realisation of first small investments





Annex



Partnerships with Financing Institutions

- Il revient à la structure d'animation de Salohin'Iarivo et à la structure CAES-SALOHY, en collaboration avec MICROCRED de :
- informer les artisans membres de Salohin'Iarivo sur les produits financiers et les conditions financières de MICROCRED,
- de former les artisans sur le remplissage des dossiers de demande de crédit,
- encadrer les artisans membres à l'élaboration de leur dossier de demande de financement selon le format MICROCRED,
- proposer les artisans demandeurs de crédit à MICROCRED après une pré-sélection sur la base de certains critères : membres à part entière de Salohin'Iarivo, en règle sur le plan financier avec Salohin'Iarivo, en activité dans le secteur textile/confection et broderie, moralité.

Les engagements de MICROCRED, selon ses critères et ses procédures d'octroi de crédits, sont :

- d'organiser des séances d'information et de formation sur les produits et conditions financières de MICROCRED
- d'accompagner les artisans sur la constitution des dossiers,
- de visiter les artisans demandeurs de crédits,
- de faire connaître à la structure d'animation de Salohin'Iarivo et la CAES-SALOHY la décision d'octroi
- d'établir le contrat d'octroi de crédit au cas où la décision d'octroi est positive
- de procéder au déblocage de crédit aux bénéficiaires de crédits
- d'assurer le suivi de remboursements et de faire connaître à la structure d'animation, et à CAES-SALOHY le règlement des remboursements des artisans bénéficiaires de crédit.





CDE Sectoral Programmes

• Central Africa

- ICT
- Forestry & Wood
- Fruit & Vegetable
- Agro-industry
- Construction / Building Materials
- Tourism
- Transport / Energy / Water

• West Africa

- ICT
- Forestry & Wood
- Fruit & Vegetable
- Agro-industry
- Environment
- Textile and Clothing
- Construction / Building Materials
- Tourism
- Transport / Energy / Water

• East Africa

- Fishing & Aquaculture
- Fruit & Vegetable
- Textile and Clothing
- Leather
- ICT
- Tourism
- Transport / Energy / Water

• Pacific

- Tourism
- Fish
- ICT

• Caribbean

- ICT
- Forestry & Wood
- Environment
- Maintenance
- Tourism

• Southern Africa

- Aquaculture
- Textile and Clothing
- Fruit & Vegetable
- Environment



Iqqub- a traditional informal financial institution

Background on informal and small-scale leather producers sector in Ethiopia

- Leather sector significant to economy of the country as major employment industry, foreign currency earning, appropriate to the context due to labour intensive methods of production and use of low skilled labour, great potential available in large No. of livestock

Background ctd.

- Sector dominated by foot wear enterprises making up 72% of total enterprises in the sector
- Sector dominated by informal cottage and handicraft firms

Background ctd.

- Micro and informal enterprises share characteristics of;
 - Seasonality of production
 - Fluctuation of labour, terms of labour relations not governed by formal regulations, flexible working hours, piece rate payment
 - Lack of formal skill training, skill circulating through labour force mobility from large to smaller enterprises
 - Lack of formal financial and business mgt skills
 -

Characteristics of informal and small scale ctd.

- paternalistic nature of business; enterprises, apprentices, employees and owners bound to business by family, geographic or ethnic ties; kinship ties being bases of cooperation and alliance formation between enterprises to pull resources together.
- Reliance more on informal financial institutions such as Iqqub for finance

Iqqub- traditional financial institution

- Traditional saving and credit institution with a rotating fund. System of saving where by people form groups and pay periodically a fixed amount of money, which will be collected in a common pool, so that, in rotation, each member of the group can receive one large sum, i.e., the sum of money paid by all in one period.

Iqqub ctd.

- Has saving and credit aspect, involves borrowing and lending activity where by all members borrow from each other for varying periods of time
- Formed for various purposes such as; starting or expanding business ventures, consumption purposes that need expending large sum of money at one time or simply for saving
- Membership in Iqqub can be held as collateral to borrow from individuals outside the group

Iqqub ctd.

- Iqqubs vary in size of members and amount of capital contributed but serve people with various socio-economic status
- Bigger Iqqubs- with higher capital- have a more business oriented operation, formalized institutions, written-by-laws, some transaction costs and still maintain cultural appropriateness elements; such as, mutual assistance in times of difficulties

Operations of Iqqubs

- Membership – usually formed based on pre-established social ties, same work place or same trade, neighbourhood, ethnic background etc.
- In Iqqubs involving higher capital (bigger Iqqubs), people wanting to join require testimony of 2-6 of existing members to ensure their credit worthiness and act as guarantors for them

Iqqub operations ctd.

- Membership contribution – fixed amount of money contributed by members into a common pool on regular basis, weekly or monthly. Additional contribution of a very small amount also on regular bases to cover costs such as, short falls caused by defaulters, to cover salary of Iqqub officials like the president and secretary or buy drinks when members come to cast lots and socialize.

Iqqub operations ctd.

- Casting lots and collecting fund – turns in collecting fund from the pool by members is determined by casting lots regularly, weekly or monthly according to regular interval for contributions. The winner of the lottery collects the pool money, but is required to continue contributing the fixed amount of money regularly, until every member in turn had the chance to collect the fund from the pool, i.e. until one life cycle of the Iqqub ends.

Iqqub operations ctd.

- If higher capital is involved, a person winning a lottery before the life cycle of an Iqqub ends, requires to present guarantors from the members of group to make sure that the winner continues to make his/her regular share of contributions until the life cycle ends. If the winner failed to present guarantors, he/she will be forced to collect fund from the pool at the end of the life cycle of the Iqqub. Defaulter can also be taken to court.

Iqqub operations ctd.

- Selling of lots/lottery – Most Iqqubs on regular intervals sell lots to members who want immediate access to the fund instead of waiting 'till they win a lot. Selling price of lots is determined by the length of expected waiting time or the remaining life of the iqqub in one cycle. It takes into account opportunity cost of money and sell at a rate that progressively reduces from the beginning towards the end of the life cycle of the Iqqub. (eg. Selling price of Iqqub can be 10% of total fund at the beginning of the life cycle and reduces to 3% of total fund towards the end of the life cycle of the Iqqub)

Iqqub operations ctd.

- Winners of the lottery can also sell their lot/ turn to another member who is willing to pay and wants the money urgently
- Money collected from selling lots will be used to cover expenses such as short fall caused by defaulters, premium payment. Remaining money from sells of lots dispersed among members at the end of life cycle of the Iqqub.

Iqqub operations ctd.

- Premium payment – members who collect fund at the later cycle of the Iqqub are compensated by premium payments, (so that they won't be net creditors at zero interest rate) in bigger Iqqubs, which amounts to the fixed amount of contribution by a member at one time.

Iqqub operations ctd.

- Social Self help aspect – sometimes Iqqubs provide a rudimentary type of insurance schemes where members raise a special fund to financially assist the family of the a deceased member of the group. Or in case of a crisis situation such as, the burning of a business enterprise, a member is entitled to immediate collection of pool fund free of charge

Summary

- People with varying economic status enter into Iqqubs.
- Small and informal business owners depend on it for access to credit
- Iqqubs where more capital is involved are more formal and institutionalized and still maintain elements of self help and mutual assistance
- High preference for Iqub, because it imposes self discipline to save, has simple and flexible working system adaptable to various situations and needs, gives interest free loans, are easily accessible and helps to strengthen ties of solidarity and friendship

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Anno di fondazione: 1977
 Soggetto senza fini di lucro
 O.N.G. dal 1999
 (DM1999/128/004384/0)
 Personalità giuridica
 (DM Esteri 2000/340/006086/3)



POLITECNICO INTERNAZIONALE PER LO SVILUPPO INDUSTRIALE ED ECONOMICO

PISIE è iscritto presso i seguenti enti:

- UNIDO - ROSTER, Vienna, con n. ITA 000380
- DACON C.E., Bruxelles, con n. 1858
- PHARE-TACIS – Bruxelles, con n. 21848

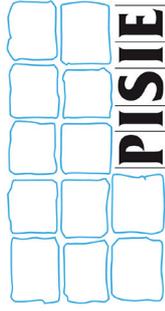
PISIE, soggetto senza fini di lucro, è attivo da sempre nel campo della cooperazione allo sviluppo occupandosi di formazione, assistenza tecnica, identificazione e progettazione di interventi.

PISIE ha operato principalmente nei settori del cuoio/conceria, pelletteria, calzature e nei comparti ad essi collegati (allevamento, agro-industria, alimentare). In queste aree ha organizzato e gestito corsi di formazione per formatori di Centri, direttori di produzione, tecnici di processo, imprenditori, coinvolgendo almeno 4500 persone in 98 paesi del mondo.



PISIE agisce su incarico della Cooperazione Italiana allo Sviluppo - Ministero Affari Esteri -, di agenzie delle Nazioni Unite, della Commissione Europea, delle Istituzioni e Ministeri di diversi Paesi stranieri, dell'ICE.

“ PISIE si è anche occupato di assistenza tecnica e capacity building nei paesi più diversi. In Colombia ha lavorato per le industrie della conceria e della calzatura, in Bolivia nel settore agro-alimentare con la progettazione esecutiva di un centro per le tecnologie di questo comparto. Molte piccole e medie imprese di Polonia, Brasile, Marocco, Africa sub-sahariana (dalla Costa d'Avorio, alla Tanzania, al Kenya, al Sudan, all'Etiopia, all'Uganda), Venezuela, Uruguay, Paraguay, Palestina, Giordania, Albania ed Egitto hanno goduto dei suoi progetti, dei suoi studi, degli interventi diretti in azienda secondo una metodologia che si è sempre caratterizzata per un approccio dal basso, dalla realtà economica e sociale dell'azienda e dei suoi fabbisogni, nell'ottica della promozione di uno sviluppo sostenibile. ”



POLITECNICO INTERNAZIONALE PER LO SVILUPPO INDUSTRIALE ED ECONOMICO

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 Italy

A LEATHER BRIDGE WITH AFRICA

17-19 April 2007
 Bologna - Italy



UN PROGETTO PER ARTIGIANI E LABORATORI FAMILIARI



UNA INIZIATIVA PISIE
 ONG ITALIANA

Dal 2005 Assomac è promotrice, con il supporto del Ministero del Commercio Internazionale dell'Istituto per il Commercio Estero, di un progetto, realizzato in collaborazione con il Pisie, nel settore della pelle e della calzatura, per l'Africa ed alcuni Paesi del Medio Oriente.

Il progetto è scaturito da un attento studio delle capacità professionali e produttive degli operatori del sistema artigianale ed informale della calzatura che riesce a coprire oltre il 60% della domanda del mercato locale. Un settore produttivo che occupa centinaia di migliaia di persone in tutto il Continente africano.



Concretamente l'iniziativa socio economica orientata alle logiche della cooperazione italiana allo sviluppo si propone di aiutare le micro-imprese ed i laboratori familiari a:

- adeguare le competenze culturali e tecniche richieste a tutte le professioni dalla globalizzazione;
- allargare la gamma dei prodotti;
- produrre più rapidamente e a costi inferiori;
- ottimizzare la qualità del prodotto pur mantenendo l'impronta del "fatto a mano".

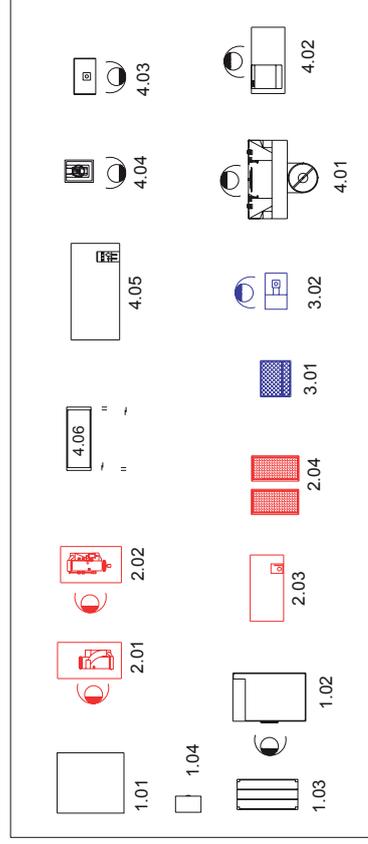


OBIETTIVI

- Creare Laboratori Scuola Pilora all'interno di Centri Servizi dove gli artigiani calzaturieri possano ottenere formazione, assistenza tecnica, gestionale e commerciale e supporto finanziario necessari al superamento dello stato di debolezza nel proprio lavoro unica fonte di sostentamento per la famiglia.
- Migliorare la qualità e la capacità produttiva diffondendo un modello di riferimento per le migliaia di laboratori artigianali esistenti in Africa.
- Installazione di un impianto meccanizzato, con macchinari semplici e poco costosi, per la produzione artigianale di calzature con una capacità produttiva da 15 a 50 paia giornaliera.



INSTALLAZIONE PILOTA PER L'ARTIGIANO DELLA CALZATURA



- 1.01 Tavolo preparazione lavoro
- 1.02 Tavolo da lavoro per tagliatore a mano
- 1.03 Carrello portapelle
- 1.04 Cassettiera a 10 cassetti
- 2.01 Sarnitrice
- 2.02 Macchina da cucire piana
- 2.03 Tavolo controllo con attrezzatura per applicare occhiali e rivetti, applica rinf. segnare, incollare, altro
- 2.04 Carrelli a 2 bacinelle plastificate / Sgabelli girevoli e regolabili
- 3.01 Formiera a 1 apertura con divisorio
- 3.02 Piantone su colonna per scarpe e per stivali
- 4.01 Banco multifunzione con aspiratore, 2 mole smerigliatrici, 1 fresa, 1 pomicino e 2 spazole
- 4.02 Tavolo con Fornetto riattivazione scarpa montata e suola
- 4.03 Piantone su colonna con applic. suola e levatorme
- 4.04 Inchiodatacci manuale
- 4.05 Carrelli porta scarpe a totale copertura area
- 4.06 Tavolo di lavoro per guarnitura con applicazione di tallonette, di pulitura macchie colla, stiratura con ferretti caldi, ritocchi e messa in scatola.

Esempio di Lay-out per una produzione fino a 15 paia di calzature in 8 ore

- Creazione di un modello per il finanziamento delle micro-imprese; un modello che veda la partecipazione delle Istituzioni del Credito solidale per la costituzione di un Fondo di Garanzia per superare l'ostracolo dell'accesso al Credito.



Istituto Nazionale per il Commercio
Estero

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with the patronage of the Italian Ministry of International Trade



A LEATHER BRIDGE WITH AFRICA

28/05/2007

Archivio del Convegno del 19 Aprile 2007 svoltosi a Bologna nell'ambito degli eventi fieristici LINEAPELLE, TANNING TECH-SIMAC

Introduzione

Il Progetto

“A Leather Bridge with Africa” è un progetto di laboratorio sperimentale per l'artigianato della calzatura conclusosi con una Convention Internazionale incentrata sullo sviluppo del settore conciario e calzaturiero in Africa.

All'interno del Quartiere Fiera di Bologna e in occasione di LINEAPELLE- SIMAC-TANNING TECH (17-20 Aprile 2007) È stata allestita un' apposita area dimostrativa dedicata ai piccoli artigiani della calzatura con un impianto pilota per la produzione di scarpe.

Il 19 Aprile 2007 si è svolta una Convention Internazionale in Fiera sull'industria della pelle e della calzatura in Africa con la presentazione dei risultati delle ricerche sviluppate dal P.I.S.I.E. sul settore informale della piccola impresa calzaturiera nei paesi africani e con la presentazione da parte dell'UNIC (Associazione Nazionale Italiana dei Conciatori) dei dati relativi al commercio delle pelli tra l'Italia ed i paesi africani.

All'evento hanno partecipato delegazioni composte da rappresentanti appartenenti al settore pubblico e privato provenienti dai Paesi africani, oltre a rappresentanti delle agenzie intermedie internazionali.

I promotori

I promotori del progetto sono l'**ICE**, Istituto per il Commercio Estero (Italian Trade Commission), **Bologna Fiere Spa**, **Assomac**, organizzatrice di **Simac** e **Tanning Tech**, le manifestazioni delle macchine e della tecnologia per l'area pelle, e **Lineapelle Spa**, società organizzatrice della manifestazione **LINEAPELLE**, fiera internazionale di pelli, accessori, componenti, sintetici, modelli per calzatura, pelletteria, abbigliamento e arredamento, con il contributo della **Regione Emilia Romagna** ed il patrocinio del **Ministero del Commercio Internazionale dell'Italia**, in partnership con **ESALIA**, Eastern and Southern Africa Leather Industries Association – l'organizzatore della fiera annuale "Int'l Leather & Footwear Export" di Nairobi (L'Esalia è l'Associazione del settore pelle-calzature che rappresenta i Paesi dell'Est e del Sud dell'Africa quali: Etiopia,, Eritrea, Kenya, Malawi, Namibia, Sudan, Tanzania, Uganda, Zambia e Zimbabwe), e **ASOAC**, Association Sous Régional de l'Afrique de l'Ouest du Cuir (Asoac rappresenta i seguenti paesi : Burkina Faso, Mali, Niger, Senegal)

I partecipanti

Alla conferenza hanno partecipato rappresentanti di 16 paesi africani, (Burkina Faso, Egitto, Eritrea, Etiopia, Kenya, Malawi, Mali, Marocco, Niger, Randa, Senegal, Sudan, Tanzania, Tunisia, Uganda), oltre ad alcune agenzie intermedie con i seguenti ruoli:

- N° 8 tra centri di formazione e agenzie di supporto alla piccola impresa, pubbliche e statali:
 1. Egitto; Leather Technology Centre – LTC
 2. Kenya, Training and Production Centre for the Shoe Industry, TPCSI
 3. Marocco, Chambre Commerce et Industrie de la Région de Fes-Boulamane
 4. Marocco, Institut Supérieur de Tannerie et de Transformation du Cuir - OFPPT
 5. Senegal, Agence de Développement et d'Encadrement des Petites et Moyennes Entreprises - ADEPME.
 6. Sudan, National Leather Technology Center – NLTC
 7. Tunisia, Centre National du Cuir et de la Chaussure - CNCC
 8. Uganda, Training & Common Facility Centre / Crane Shoes
- N° 1 cooperativa di piccoli calzaturifici:
 1. Ethiopia, Ethio-International Footwear Cluster Cooperative Society - EIFCCOS
- N° 11 imprenditori, con caratteristiche di imprenditoria sociale, della calzatura:
 1. Eritrea, Ms. Ellen Tesfaghiorgis
 2. Etiopia, Mr Paulos Endashaw
 3. Kenya, Mr. Bedan Muraya
 4. Kenya, Mr. Francis Wainaina
 5. Malawi, Mr. Crispin Amasi
 6. Mali, Mr. Mamadou Soumbounou
 7. Marocco, Mr. Abdelkadir Hajjoubi
 8. Niger, Mr Ali Bassitalo Ouedrago
 9. Ruanda, Mr. Dan Ntambara
 10. Senegal, Mr. Malik Tundé

11. Tanzania, Mr Elibariki Mmari

- N° 3 imprenditori, con caratteristiche di imprenditoria sociale, della concia:
 1. Burkina Faso, Mr Mahanmadou Ouedraogo
 2. Etiopia, Elias Bedada
 3. Marocco, Mohamed Berrada

- N° 5 agenzie intermedie:
 1. FAO, Roma
 2. CDE, Bruxelles
 3. ITC, Ginevra
 4. UNIDO; Addis Ababa
 5. UNIDO-ITPO, Roma

N° 2 NGO specializzate nei programmi di riduzione della povertà (IGA- Income Generation Activities):

1. Grameen Bank, Bangladesh
2. CISP, Comitato Internazionale per lo Sviluppo dei Popoli, Malawi

Il Laboratorio e la Conferenza internazionale: obiettivi del progetto

La conferenza internazionale è stata coordinata dal PISIE. Il PISIE ha sviluppato sin dal 2005 uno studio nel settore della calzatura, per l'Africa ed alcuni Paesi del Medio Oriente promosso dalla **ASSOMAC** con il supporto del **Ministero del Commercio Internazionale e dell'Istituto nazionale per il Commercio Estero**.

Il progetto "A Leather Bridge with Africa" quindi è scaturito da un attento studio della situazione produttiva nelle aree prese in esame, dal quale è emersa una presenza attiva del sistema artigianale ed informale della calzatura che riesce a coprire, con la sua produzione, oltre il 60% della domanda del mercato locale. Un vero e proprio sistema produttivo che occupa centinaia di migliaia di persone in tutto il Continente africano e che rischia di scomparire a causa di alcuni effetti negativi dei processi di globalizzazione.

Obiettivo primario dell'iniziativa è il miglioramento tecnologico e produttivo delle micro-imprese e dei piccoli laboratori a carattere familiare, attraverso l'introduzione di sistemi di meccanizzazione-base per permettere lavorazioni di qualità omogenee e la diversificazione produttiva.

Obiettivo collaterale, favorire l'integrazione verticale a livello regionale delle diverse specializzazioni produttive dei beni intermedi e delle materie prime reperibili localmente.

Gli obiettivi specifici del progetto sono:

- creare impianti pilota all'interno di Centri Servizi nei diversi Paesi, in particolare quelli dell'Africa sub-sahariana, dove si possa ottenere assistenza tecnica e forme di supporto finanziario adatte al miglioramento della produttività nell'ambito delle piccole e piccolissime imprese del settore. L'impianto è stato progettato dal PISIE, Politecnico Internazionale per lo Sviluppo Industriale ed Economico, una ONG italiana.

- migliorare le capacità produttive delle migliaia di laboratori artigiani già esistenti.

Per realizzare il progetto è stato evidenziato - anche alla luce dei seminari e dimostrazioni pratiche già svoltisi in Tunisia, Kenya, Mali e Senegal, Egitto, Marocco e Siria- che si rendono necessarie alcune attività complementari quali:

- l'installazione di un impianto meccanizzato, con macchinari semplici e poco costosi, per la produzione artigianale di calzature con una media capacità produttiva di circa 50 paia giornaliere;
- la creazione di un modello, anche informale, per il finanziamento delle micro-imprese; un modello che veda la partecipazione delle Istituzioni del Credito solidale per la costituzione di un Fondo di Garanzia per superare l'ostacolo dell'accesso al Credito

L'idea è quella di promuovere un tavolo di confronto tra Istituzioni che gestiscono il credito, per la formazione di collateralità di garanzia: l'Aiuto Internazionale può partecipare allo sviluppo della micro-impresa, a condizione che sia programmatico, centrato sulla formazione e che i fondi stanziati raggiungano effettivamente le micro-imprese artigiane africane invece di disperdersi tra "filtri" istituzionali e organizzativi.

I fondi eventualmente stanziati potranno essere utilizzati da Agenzie in prossimità dei distretti africani che raggruppano le micro-imprese, per poi raggiungere anche i laboratori familiari delle zone rurali. Inoltre questi fondi dovranno essere utilizzati come unica fonte di finanziamento istituzionale solo dove non sarà possibile attivare altre forme di finanziamento, quali il sistema bancario convenzionale. Altrimenti i fondi dovranno essere utilizzati per coadiuvare il sistema bancario e per indirizzare l'orientamento dei progetti. In ogni caso dovranno essere coordinati con i sistemi di finanziamento solidale attualmente già in uso.

Le due attività potranno essere integrate, grazie anche ad un programma di assistenza per la formazione tecnica, con installazioni moderne a prezzo ridotto e facili da utilizzare, eventualmente anche secondo modelli tecnologici adatti alla produzione conto terzi da attivarsi presso i Centri Servizi.

Tra l'altro in alcuni Paesi dell'Africa e del Medio Oriente sono in corso contatti per il raggiungimento di accordi di collaborazione con le Agenzie intermedie rappresentative del settore che potranno collaborare anche alla formazione dei Centri di Servizi ed alla gestione di crediti indirizzati al miglioramento della produttività.

Concretamente il programma di cooperazione si propone di aiutare le micro-imprese ed i laboratori familiari ad allargare la gamma dei prodotti, produrre più rapidamente e a costi inferiori, ottimizzare la qualità del prodotto pur mantenendo l'impronta del "fatto a mano".



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A LEATHER BRIDGE WITH AFRICA

28/05/2007

*Dossier de la Conférence tenue à Bologna le 19 avril 2007 au cours des expositions
LINEAPELLE, TANNING TECH-SIMAC*

Introduction

Le Projet

“A Leather Bridge with Africa” est le projet d’un laboratoire expérimental pour l’artisanat du secteur de la chaussure qui est terminé avec une Convention Internationale qui avait pour son thème le développement du secteur de la tannerie et de la chaussure en Afrique.

A l’intérieur du Quartier Fiera de Bologna et en même temps de LINEAPELLE- SIMAC- TANNING TECH (17-20 avril 2007) on a organisé un espace spécial démonstratif dédié aux petits artisans de la chaussure et fourni d’une installation pilote pour la production de chaussures.

Le 19 avril 2007 a eu lieu une Convention Internationale, dans les locaux de la Foire, qui avait pour sujet l’industrie du cuir et de la chaussure en Afrique. A ce moment on a présenté les résultats des recherches que P.I.S.I.E. avait réalisé à propos du secteur informel de la petite entreprise de la chaussure en Afrique, tandis que UNIC (Associazione Nazionale Italiana dei Conciatori) présentait les données concernant le commerce des peaux entre l’Italie et les pays africains.

Au séminaire ont participé des délégations de pays africains, formé de représentants du secteur public et du secteur privé, et représentants des agences intermédiaires internationales.

Les promoteurs

Les promoteurs du projet sont **ICE**, Istituto per il Commercio Estero (Italian Trade Commission), **Bologna Fiere Spa**, **Assomac**, qui organise **Simac** et **Tanning Tech**, les manifestations dédiées à la technologie et aux machineries pour le secteur du cuir, et **Lineapelle Spa**, la société qui organise **LINEAPELLE**, la foire internationale du cuir, accessoires, composants, synthétiques, modèles pour la chaussure, maroquinerie, vêtements et ameublement, avec la contribution de la **Région Emilia Romagna** et le patronage du **Ministero del Commercio Intenazionale dell'Italia**, en partenariat avec **ESALIA**, Eastern and Southern Africa Leather Industries Association – qui organise chaque année la foire “Int’l Leather & Footwear Export” à Nairobi. (Esalia est une Association du secteur cuir-chaussure qui représente les pays de l’Est et du Sud de l’Afrique, c’est à dire Ethiopie, Erythrée, Kenya, Malawi, Namibie, Soudan, Tanzanie, Uganda, Zambie et Zimbabwe), et **ASOAC**, Association Sous Régional de l’Afrique de l’Ouest du Cuir (Asoac représente les pays suivants: Burkina Faso, Mali, Niger, Sénégal)

Les participants

Au séminaire ont participé représentants de 16 pays africains (Burkina Faso, Egypte, Erythrée, Ethiopie, Kenya, Malawi, Mali, Maroc, Niger, Rwanda, Sénégal, Sudan, Tanzanie, Tunisie, Uganda), et encore des agences intermédiaires qui ont les fonctions suivantes:

- N° 8 parmi les centres de formation et les agences de support aux petites entreprises, soit publiques soit privées:
 1. Egitto; Leather Technology Centre – LTC
 2. Kenya, Training and Production Centre for the Shoe Industry, TPCSI
 3. Maroc, Chambre Commerce et Industrie de la Région de Fes-Boulamane
 4. Maroc, Institut Supérieur de Tannerie et de Transformation du Cuir - OFPPT
 5. Sénégal, Agence de Développement et d'Encadrement des Petites et Moyennes Entreprises - ADEPME.
 6. Sudan, National Leather Technology Center – NLTC
 7. Tunisie, Centre National du Cuir et de la Chaussure - CNCC
 8. Uganda, Training & Common Facility Centre / Crane Shoes
- N° 1 coopérative formée de petits artisans de la chaussure:
 1. Ethiopia, Ethio-International Footwear Cluster Cooperative Society - EIFCCOS
- N° 11 entrepreneurs, avec les caractéristiques de l'entreprise sociale, du secteur de la chaussure:
 1. Eritrea, Ms. Ellen Tesfaghiorgis
 2. Ethiopia, Mr Paulos Endashaw
 3. Kenya, Mr. Bedan Muraya
 4. Kenya, Mr. Francis Wainaina
 5. Malawi, Mr. Crispin Amasi
 6. Mali, Mr. Mamadou Soumbounou
 7. Maroc, Mr. Abdelkadir Hajjoubi
 8. Niger, Mr Ali Bassitalo Ouedrago

9. Ruanda, Mr. Dan Ntambara
 10. Sénégal, Mr. Malik Tundé
 11. Tanzania, Mr Elibariki Mmari
- N° 3 entrepreneurs, avec les caractéristiques de l'entreprise sociale, du secteur de la tannerie:
 1. Burkina Faso, Mr Mahanmadou Ouedraogo
 2. Ethiopie, Elias Bedada
 3. Maroc, Mohamed Berrada
 - N° 5 agences intermédiaires:
 1. FAO, Roma
 2. CDE, Bruxelles
 3. ITC, Ginevra
 4. UNIDO, Addis Ababa
 5. UNIDO-ITPO, Roma

N° 2 NGO spécialisées dans les programmes de réduction de la pauvreté (IGA- Income Generation Activities):

1. Grameen Bank, Bangladesh
2. CISP, Comitato Internazionale per lo Sviluppo dei Popoli, Malawi

Le laboratoire et la Conférence internationale: buts du projet

La conférence internationale a été organisée et coordonnée par le PISIE. A partir de 2005 PISIE a développé une recherche sur le secteur de la chaussure concernant l'Afrique et certains pays du Moyen-Orient, étude encouragée par **ASSOMAC** avec le support du **Ministero del Commercio Internazionale** et de l'**Istituto nazionale per il Commercio Estero**.

Depuis 2005, **PASSOMAC** soutient, en collaboration avec le **Ministère du Commerce International e par l'Institut Italien pour le Commerce avec l'étranger**, un projet réalisé en collaboration avec le **PISIE** dans le secteur du cuir et de la chaussure pour l'Afrique et certains Pays du Moyen-Orient.

Le projet a pris naissance en partant de la situation productive des zones examinées, dans lesquelles on a remarqué une présence active du système de la chaussure artisanal et informel qui arrive à couvrir, par sa production, plus du 60% de la demande du marché local. Un véritable système productif qui emploie des centaines de milliers de personnes dans tout le Continent africain et qui risque de disparaître à cause de certains effets néfastes des processus de globalisation.

Objectif primaire de l'initiative sera l'amélioration technologique et productive des micro - entreprises et des petits laboratoires à caractère familial, en introduisant des systèmes de mécanisation de base pour permettre un type de fabrication de qualité homogène et une diversification productive.

L'objectif collatéral, sera de favoriser l'intégration verticale au niveau régional des différentes spécialisations productives, des biens intermédiaires et des matières premières que l'on peut trouver localement.

Les objectifs spécifiques du projet sont:

- La création d'installations pilotes à l'intérieur des Centres de Services dans divers Pays, en particulier pour l'Afrique sub-saharienne, dans lesquels on puisse trouver une assistance technique et des formes de support financier adaptés à l'amélioration de la productivité dans le cadre des petites et des micro entreprises du secteur. La conception a été réalisé par le PISIE, le Polytechnique International pour le Développement Industriel et Economique, une ONG italienne
- Améliorer les capacités productives des milliers de laboratoires artisanaux déjà existants.

Pour réaliser ce projet, on a souligné - à partir de séminaires et de démonstrations pratiques qui se sont déjà déroulées en Tunisie, Kenya, Mali, Sénégal, Egypte et Maroc et Syrie – que certaines activités complémentaires seront nécessaires:

- La mise en place d'une installation mécanisée, à l'aide de machines simples et peu coûteuses, pour la production artisanale de chaussures ayant une capacité productive moyenne de 50 paires par jour.
- la création d'un modèle, même informel, pour le financement des micro entreprises; un modèle qui puisse voir la participation des Institutions du Crédit solidaire pour la création d'un Fond de Garantie pour sauter l'obstacle de l'accès au Crédit.

L'idée sera de promouvoir une table de confrontation entre les Institutions qui gèrent le crédit pour la création de collatéralités de garantie. L'Aide International pourra participer au développement de la micro - entreprise, à condition qu'il soit programmé, centré sur la formation et que les fonds débloqués atteignent effectivement les micro entreprises artisanales africaines plutôt que les voir dispersés entre les "filtres" institutionnels et organisationnels.

Les fonds éventuellement débloqués pourront être utilisés par des Agences qui se trouvent en proximité des districts africains qui regroupent les micro entreprises, pour ensuite atteindre les laboratoires de dimensions familiales des zones rurales. En outre, ces fonds devront être utilisés comme unique source de financement institutionnel, dans les cas où il sera presque impossible de pouvoir activer d'autres formes de financement, comme le système bancaire conventionnel. Autrement, les fonds devront être utilisés pour aider le système bancaire et pour diriger l'orientation des projets. Dans tous les cas ils devront être coordonnés par des systèmes de financement solidaire déjà utilisés actuellement.

Les deux activités pourront être intégrées, grâce à un programme d'assistance pour la formation technique, avec des installations modernes à pris réduit et de simple utilisation, éventuellement aussi, à partir de modèles technologiques adaptés à la production pour le compte de tiers, qu'il faudra mettre en place auprès des Centres de Services.

De plus, dans certains Pays d'Afrique et du Moyen Orient des contacts sont en cours aujourd'hui, pour arriver à des accords de collaboration avec les Agences intermédiaires représentatives du secteur qui pourront collaborer ainsi à la formation de Centres de Services et à la gestion des crédits qui s'adressent à l'amélioration de la productivité.

Concrètement le programme de coopération se propose d'aider les micro - entreprises et les laboratoires de dimension familiale à diversifier la gamme des produits; produire plus rapidement et à des coûts inférieurs; optimiser la qualité du produit mais toujours en maintenant l'aspect d'un « travail manuel ».



Istituto Nazionale per il Commercio
Estero

LINEAPELLE



AS.O.A.C.
Association Ouzou Artisanale
des Cuirs et Peaux



with the patronage of the Italian Ministry of International Trade



A LEATHER BRIDGE WITH AFRICA

28/05/2007

*File of the Conference of April 19 th 2007 in Bologna during the following fair events:
LINEAPELLE, TANNING TECH-SIMAC*

Introduction

The Project

“A Leather Bridge with Africa” is a project of experimental laboratory for the footwear’ craftsmanship that was completed with an International Conference focused on the development of the leather sector, including tanneries and footwear fields.

Inside the Bologna District Fair and during the LINEAPELLE - SIMAC-TANNING TECH (April 17-20 th 2007), a special laboratory area has been prepared committed to the small artisans of the footwear with a pilot plant for the production of shoes.

April 19 th 2007 was dedicated to the International Conference about the leather and leather products sector in Africa with the presentation of the results of the searches developed by P.I.S.I.E. on the informal sector of the small family cottage enterprises in the African countries, and with the presentation by UNIC (Italian National Association of the Tanners) of the relevant data and matters of the leather trades between Italy-Europe and Africa.

Several delegates of the public and private sector from the African Countries have participated to the event, besides representatives of the international intermediary agencies.

The promoters

The promoters of the project are ICE, the Italian Trade Commission, Bologna Fairs Spa, Assomac, organizer of Simac and Tanning Tech, that are the two exhibitions for leather products and leather tanning machines and technology, and Lineapelle Spa, the organizer of the LINEAPELLE, international fair of intermediate goods, like leather, accessories, components, footwear and leather products fashion trend and tools. The project has been implemented also with the contribution of the “Regione Emilia Romagna, and the patronage of the “Ministero del Commercio Intenazionale” of Italy. The event has been designed in partnership with ESALIA, (Eastern and Southern Africa Leather Industries Association), the organizer of the international yearly fair “Leather & Footwear Export of Nairobi” (The Esalia is the sector association that represents the Countries of the east and the South of Africa, like Ethiopia, Eritrea, Kenya, Malawi, Namibia, Sudan, Tanzania, Uganda, Zambia and Zimbabwe), and ASOAC, “Association Sous Régional de the Afrique de the Ouest du Cuir” (Asoac represents the following countries: Burkina Fasu, Bad, Niger, Senegal)

The Particiopants

At least delegates from 16 African countries attended to the Conference, (Burkina Faso, Egypt, Eritrea, Ethiopia, Kenya, Malawi, Mali, Morocco, Niger, Rwanda, Senegal, Sudan, Tanzania, Tunisia, Uganda), and between the delegates there were some intermediate agencies with the following roles:

- N° 8 Training and Technical Centres for the SMEs:
 1. Egypt; Leather Technology Centre – LTC
 2. Kenya, Training and Production Centre for the Shoe Industry, TPCSI
 3. Morocco, Chambre Commerce et Industrie de la Région de Fes-Boulamane
 4. Morocco, Institut Supérieur de Tannerie et de Transformation du Cuir - OFPPT
 5. Senegal, Agence de Développement et d'Encadrement des Petites et Moyennes Entreprises - ADEPME.
 6. Sudan, National Leather Technology Center – NLTC
 7. Tunisia, Centre National du Cuir et de la Chaussure - CNCC
 8. Uganda, Training & Common Facility Centre / Crane Shoes
- N° 1 Cooperative of small footwear producers:
 1. Ethiopia, Ethio-International Footwear Cluster Cooperative Society - EIFCCOS
- N° 11 entrepreneurs, mainly social entrepreneurs of the footwear sector:
 1. Eritrea, Ms. Ellen Tesfaghiorgis
 2. Ethiopia, Mr Paulos Endashaw
 3. Kenya, Mr. Bedan Muraya
 4. Kenya, Mr. Francis Wainaina
 5. Malawi, Mr. Crispin Amasi
 6. Mali, Mr. Mamadou Soumbounou
 7. Morocco, Mr. Abdelkadir Hajjoubi
 8. Niger, Mr Ali Bassitalo Ouedrago
 9. Rwanda, Mr. Dan Ntambara

10. Senegal, Mr. Malik Tundé
 11. Tanzania, Mr Elibariki Mmari
- N° 3 entrepreneurs, mainly social entrepreneurs, of the tanning sector:
 1. Burkina Faso, Mr Mahanmadou Ouedraogo
 2. Ethiopia, Elias Bedada
 3. Morocco, Mohamed Berrada
 - N° 5 intermediate agencies:
 1. FAO, Roma
 2. CDE, Bruxelles
 3. ITC, Ginevra
 4. UNIDO; Addis Ababa
 5. UNIDO-ITPO, Roma
- N° 2 ONG specialised with the IGA- Income Generation Activities:
1. Grameen Bank, Bangladesh
 2. CISP, Comitato Internazionale per lo Sviluppo dei Popoli, Malawi (Italy)

Il Laboratorio e la Conferenza internazionale: obiettivi del progetto

La conferenza internazionale è stata coordinata dal PISIE. Il PISIE ha sviluppato sin dal 2005 uno studio nel settore della calzatura, per l’Africa ed alcuni Paesi del Medio Oriente promosso dalla **ASSOMAC** con il supporto del **Ministero del Commercio Internazionale e dell’Istituto nazionale per il Commercio Estero**.

The international lecture has been coordinated by PISIE. The PISIE has developed since 2005 a study in the sector of the footwear, for Africa and some Countries of the Middle East. The study was promoted by ASSOMAC with the support of the Italian Ministry of International Trade (**Ministero del Commercio Internazionale**) and the National Trade Commission (**ICE**).

Since 2005, with the support of the **Italian Ministry of International Trade** and the **Italian Trade Commission**, **ASSOMAC** has been promoting a project realized in collaboration with **PISIE** within the leather and footwear sector for Africa and some countries in the Middle-East.

The project is the result of careful study into the current state of production in those countries concerned and has revealed the active presence of artisan and informal footwear production capable of satisfying more than 60% of local market demand. A production system true and proper, employing hundreds of thousands of people all over the African continent, but one which faces extinction as a result of some negative effects of globalization.

The main aim of the initiative is the improvement, in technological and productivity terms, of the micro-enterprises and small family-run cottage units, to be achieved through the introduction of basic systems of mechanization allowing for the standardisation of product quality in addition to product diversification.

Its secondary aim is the fostering, on a regional level, of vertical integration between various specialized production processes involving intermediary commodities and raw materials available locally.

The specific aims of the project are:

- the creation of pilot plants within Service Centres situated in the various countries, in particular those in Sub-Saharan areas, supplying technical assistance and financial support procedures for the purposes of improving productivity in the field of small and very small enterprises within the sector. The plant has been designed by **PISIE**, International Polytechnic Institution for Industrial and Economic Development, an Italian non-profit organization.
- the improvement of the production capabilities of the thousands of already existing artisan workshops.

In order to realize this project, also in view of the seminars and practical demonstrations which have already been held in **Tunisia, Kenya, Mali, Senegal, Egypt, Morocco** and **Syria**, it has become clear that certain complementary activities are also required, such as:

- the installation of a mechanized plant, with simple and inexpensive machinery, for the artisan production of footwear with an average production capacity of about 50 pairs per day;
- the creation of a model, even informal, for the funding of micro-enterprises; a model supported by jointly liable credit institutions for the establishment of a Guaranty Fund in order to overcome difficulties encountered in gaining access to credit

The idea is that of promoting comparisons between those institutes managing credit, for the formation of guaranty collaterals: International Aid may participate in the development of such micro-enterprise, provided that it is programmatic, training-oriented and that allocated funds actually reach the African artisan micro-enterprises, instead of disappearing through institutional and organizational “filters”.

Allocated funds should be used by Agencies situated in proximity of the African clusters where such micro-enterprises are located, in order to then be passed on to the family-run cottage units located in rural areas.

Furthermore, these funds must be used as the sole source of institutional funding only in those cases where other forms of financial support, such as conventional bank systems, are not possible. Otherwise, funds must be used to support the bank system and to encourage the orientation of projects. In any case, they must be coordinated with the jointly liable financing systems currently in use.

The two activities may be integrated, also by means of a technical training aid programme, using modern, inexpensive and easily operated equipment, if necessary also following technological models suited to subcontractor production to be activated by the Service Centres.

Amongst other things, in some African countries negotiations are underway in order to reach agreements for collaboration with intermediary Agencies, representative of the sector, which could even collaborate in developing the Service Centres and in managing credit aimed at improving productivity.

In real terms, the cooperation programme sets out to help micro-enterprises and family-run cottage units to widen their range of production, produce faster and at a lower cost, optimize product quality whilst retaining its distinctive “hand-made” characteristic.

Leather Technology centre	http://mti.gov.eg/english/affiliates/tc/tc.html	Egypt
UNIDO	http://www.unido.org/doc/4778	Austria
Grameen Bank	http://www.grameenfoundation.org/	Bangladesh
CDE	http://www.cde.int/	Belgium
COTANCE	http://www.euroleather.com/	Belgium
FAO	http://www.fao.org/	Italy
UNIDO ITPO	http://www.unido.it/	Italy
ASSOMAC	http://www.assomac.it/	Italy
UNIC	http://www.unic.it/	Italy
LINEAPELLE	http://www.lineapelle-fair.it/	Italy
PISIE	http://www.pisie.it/	Italy
CISP	http://www.cisp-ngo.org/	Italy
Comune Bologna	http://www.comune.bologna.it/	Italy
Bologna Fiere	http://www.bolognafiere.it/	Italy
Regione Emilia Romagna	http://www.regione.emilia-romagna.it/	Italy
ICE	http://www.ice.gov.it/	Italy
Ministero del Commercio Internazionale	http://www.mincomes.it/	Italy
ESALIA	http://www.africaleather.com/	Kenya
Institut Supérieur de Tannerie et de Transformation du Cuir - OFPPT	http://www.ofppt.org.ma/	Morocco
FEDIC	http://www.fedic.org.ma/	Morocco
Agence de Développement et d'Encadrement des Petites et Moyennes Entreprises - ADEPME	http://www.adepme.sn/	Senegal
ITC	http://www.intracen.org/dbms/Leather/Index.asp	Swiss
Tunisia, Centre National du Cuir et de la Chaussure - CNCC	http://www.cnccleather.nat.tn/	Tunisia

“ A LEATHER BRIDGE WITH AFRICA”

Bologna Fair Ground, Pavilion 36, Sala Sinfonia - 19 April 2006

18/04 -12.00 – Welcome to the participants:

- Letter of participation of UNIDO, Aurelia Calabrò, addressed by Mr. Negussie Erketa, Ethiopia

19/04 Conference

9.30 **Welcome addresses**

1. **Mr. Ermanno Marini (P.I.S.I.E.) chairman of the meeting**
2. Mr. Message of the Ministry of Foreign Trade Emma Bonino)
3. Mr. Giovanni Gaia, President of Assomac
4. Mr. Michele Porcelli, Managing Director of Bologna Fiere
5. Ms. Maria Cristina Santandrea, Alderman for Trades and Cooperation of the “Comune di Bologna”
6. Mr. Andrea Mattiello, ICE
7. Mr. Ruben Sacerdoti, Director of the One Stop Shop for the Internationalisation of enterprises of the “Regione Emilia Romagna”
8. Mr. Samuel Kiruthu, Director of Esalia
9. Mr. Ibrahimia Diane, General Secretary of Asoac

PART I: Market opportunities for African footwear micro-enterprises and leather sector

10.15 **10. Opening: Mr. Ermanno Marini**

11. “How to compete in the globalized world”, Mr. Carlo Milone.

Contributions by :

12. *Le rôle de l'artisanat du cuir dans le développement de la filière en Afrique de l'ouest*, Mr. Ibrahimia Diané, ASOAC, Mali -
13. *Evolution of the small and micro enterprises the Leather Sector in Eastern and Southern Africa with specific focus to clustering*, Mr. Sam Kiruthu, ESALIA, Kenya
14. *Salutation de la Chambre de Commerce de Féz*, Mr. Mohammed Berrada, President de l'Association de l'Industrie du cuir de Féz (FEDIC), Maroc
15. *Communication sur les opportunités de marché pour les micro-entreprises du secteur de la chaussure*, Ms. Marie Thérèse Diediou, Pdg de ADEPME, Sénégal
16. *The Ethio-International Footwear Cluster Cooperative Society (EIFCCOS) is a cluster Cooperative company formed by 1000 Micro and Small enterprises.*, Mr. Paulos Endeshaw, Director of Ethio-International Footwear Cluster Cooperative Society, Ethiopia
17. *Coopération Sud-Sud avec la Tunisie et l'atelier pilote pour les artisans de la chaussure*, Mr. Malek Kelil, Directeur du CNCC, Tunisie
18. *The Relationship Between Africa and Italy in the Leather Area, Opportunities, Development and Perspectives*, Luca Boltri, Expert of UNIC, (Unione Nazionale Italian dei Conciatori)
19. *Proposal of Cooperation to Reduce Trades Barriers Regarding Taxes and Restrictions to Exports of Raw Hides and Skins, and Wet-Blue*, Mr. Gustavo Gonzalez-Quijano, General Secretary of COTANCE, Belgium.

PART II: Finance support to facilitate socio-economic development

“Microfinance: Success exceeds expectations”

- 14.30 20. *Access to Finance for Small and Micro Enterprises in Leather Sector in Bangladesh*, Mr. Mohammed Hussein, Bangladesh

“Leather sector and bank finance”

- 15.15 21. “How to improve access to credit by the African footwear micro-enterprises” Mr. Carlo Milone

Contributions by :

22. *Les Petites fabricants de chaussure artisanal*, Mr. Abdelkader Hayoubi, Association de la Chaussure de Féz, Morocco
23. *Une Tentative De Reponse « Responsable » Sur Comment Faciliter L'accès Au Credit Des Pme*, Mr. Carlo Cattani, ITC, Switzerland
24. *'Improving Access to Finance', The CDE Experience in Burkina Faso and Madagascar*, Mr. Klaus Niederlander, CDE, Belgium
25. *Iqub- A Traditional Informal Financial Institution*, Mrs. Bethel Terefe, University of Addis Abeba, Ethiopia

Other Contributions:

26. Ms. Samia El Amin, NLTC – Sudan
27. Mr. Dan Tambara, Rwanda

28. Conclusion:

A LEATHER BRIDGE WITH AFRICA
International Forum in Bologna-April 19th 2007

Dear friends from the 16 African countries, present authorities and representatives of International Organisms that operate in industrial Development and Cooperation, dear sirs and madames,

I am honored, this morning, to be able to give the opening statement for this International Forum and it gives me the opportunity to thank all the partners, that have shown great enthusiasm together with Assomac, towards the fulfillment of this project: Ice, Lineapelle, Bologna Fiere, the Region Emilia Romagna and the two African Associations, Asoac and Esalia.

A special thanks goes to the Ministry of International Trade, today represented by Dr Leopoldo Franza, that has believed in this initiative for the past two years. Another special mention goes to the Minister Emma Bonino that has given the support of the Ministry she represents for this International Forum.

We've called this initiative "A leather bridge with Africa", because we want to continue cooperating together and because we believe there are all the assumption to improve the industrial and commercial relations between Italy, Europe, and may a say... the immense African Continent. A path, traced by Assomac in its many years of experience, through the promotion of a dialogue that has given many benefits, not only to African countries that face the Mediterranean but also to the farther ones of Sub Saharan Africa.

Today we'll deal with many important things. From the more general problem in the condition of the relations between Europe and Africa in the field of leather, that brings us to analyze the opportunities, the development and the prospectives; to the more specific one that aims at a project of first mechanization, with simple and inexpensive machines for micro enterprises and small African family based footwear laboratories, with the primary objective of their technological and productive improvement. These producers cover over 60% of the African market demands, but risk to disappear due to various negative effects of globalization processes.

In order to give concrete proof of this project's potentials – which has already been presented with great success in Egypt, Tunisia, Kenya, Mali, Senegal, Morocco and more recently in a Middle Eastern country, Syria - we decided to set up here in the Fair, in Pavilion 35 bis, a pilot laboratory capable of producing quality shoes and an area for discussions on how to create a model, even informal, for promoting financial support to the micro enterprise sector. A model that considers the participation of Solidarity Credit Institutions for the constitution of a Grant Fund in order to offer access to Credit to these enterprises

In order to help us understand how to create a financial model, we've invited from Bangladesh, to bring his testimony, as we are honored of his presence, Mr. Mohammed Hossain, who has greatly dealt with these problems as he has with ICT development. It is widely acknowledged how Bangladesh, in the field of micro credit represents the most advanced experiences in the international context, recognized also by the assignment of the Nobel Peace Prize to Prof. Mohammad Yunus and to Grameen Bank.

Africa is placed second at a global level in terms of number of Micro Finance Institutions, but the main obstacle that conditions the operativeness of African micro-credit is given by the scarce financial promotion of African Micro Finance Institutions which have the lowest rate of performance, also due to

the extreme technological underdevelopment and the rural setting. We believe that micro-credit projects will improve if adequately introduced within wider specialized programs in the field of basic production activities, needed in order to remove the structural constraints that impede the growth of the industrial economy in the African continent.

I end here, my brief introduction and leave the word to the greeting messages from the other partners of the project..

A LEATHER BRIDGE WITH AFRICA
Forum internazionale a Bologna- 19 aprile 2007

Cari amici provenienti da 16 Paesi dell'Africa, Autorità presenti, rappresentanti degli Organismi Internazionali che si occupano di Cooperazione e Sviluppo industriale, signore e signori,

Sono onorato di aprire, questa mattina, i lavori di questo Forum Internazionale e mi preme ringraziare, da subito, tutti i partners che hanno dato vita con molto entusiasmo, assieme ad Assomac, a questo progetto: l'Ice, Lineapelle, Bologna Fiere, la Regione Emilia Romagna e le due Associazioni africane Asoac ed Esalia.

Un ringraziamento particolare va riconosciuto al Ministero del Commercio Internazionale, oggi qui rappresentato dal Dr. Leopoldo Franza, che ha creduto in questa iniziativa a partire da due anni a questa parte. E un grazie di cuore, a livello personale, al Ministro Emma Bonino che ha concesso il Patrocinio del Suo Ministero a questo Forum Internazionale.

Abbiamo chiamato questa iniziativa "A leather bridge with Africa" perché vogliamo cooperare insieme sempre di più e perché pensiamo esistano tutti i presupposti per migliorare le relazioni industriali e commerciali tra l'Italia, l'Europa mi si lasci dire, e l'immenso Continente africano. Un solco, questo, tracciato da Assomac da vari anni ormai attraverso l'avvio di un dialogo molto proficuo non solo con i Paesi africani che si affacciano sul Mediterraneo ma anche con quelli più lontani dell'Africa sub-sahariana.

Qui oggi parleremo di molte cose importanti. Dal problema più generale dello stato delle relazioni tra Europa ed Africa nell'area pelle, con lo scopo di analizzare le opportunità, gli sviluppi e le prospettive; a quello più particolare di un progetto di prima meccanizzazione, con macchine semplici e poco costose, delle micro-imprese e dei piccoli laboratori calzaturieri familiari africani con l'obiettivo primario del loro miglioramento tecnologico e produttivo. Queste realtà infatti coprono oltre il 60% della domanda del mercato locale del Continente africano ma rischiano di scomparire a causa di alcuni effetti negativi dei processi di globalizzazione.

Per dare la prova concreta delle potenzialità di questo progetto - già presentato con molto successo in Egitto, Tunisia, Kenya, Mali, Senegal, Marocco e più recentemente anche in un Paese del medio oriente, la Siria - abbiamo voluto inoltre allestire qui in fiera, al padiglione 35 bis, un laboratorio pilota in grado di produrre scarpe di qualità e discutere, in questa sala, di come creare un modello, anche informale, per il finanziamento delle micro-imprese. Un modello che veda la partecipazione delle Istituzioni del Credito solidale per la costituzione di un Fondo di Garanzia per superare l'ostacolo dell'accesso al Credito da parte di queste micro-imprese.

Per aiutarci a capire meglio come costruire questo modello finanziario abbiamo invitato dal Bangladesh a portare la sua testimonianza, e siamo onorati della sua presenza, il sig. Mohammed Hossain, che da tempo lavora su queste problematiche assieme all'ITC. Del resto il Bangladesh sui temi del micro-credito rappresenta la punta più avanzata a livello internazionale, riconosciuta anche con l'assegnazione del Premio Nobel per la Pace al Prof. Mohammad Yunus ed alla Grameen Bank.

L'Africa occupa il secondo posto a livello mondiale per numero di Istituzioni di Micro Finanza, ma il problema principale che condiziona l'operatività del microcredito africano è dovuto alla scarsa performance finanziaria delle Istituzioni della Micro Finanza africane, che presentano il tasso di rendimento più basso a livello mondiale, a causa dell'estrema arretratezza tecnologica e del contesto prevalentemente rurale. Noi pensiamo che i progetti di microcredito miglioreranno se saranno inseriti all'interno di più ampi programmi specializzati nell'ambito delle attività produttive di base, necessarie al fine di rimuovere le cause strutturali che impediscono la crescita dell'economia industriale nel continente africano.

Chiudo qui questa mia breve introduzione e la scio la parola ai messaggi di saluto degli altri partner del progetto. Comincia....



Il Ministro del Commercio Internazionale

“A LEATHER BRIDGE WITH AFRICA”

Bologna, 19 aprile

Saluto della Ministro del Commercio Internazionale Emma Bonino

Nel ringraziare ASSOMAC e la Fiera di Bologna per l'invito e per l'organizzazione di questo incontro, desidero dare il mio personale benvenuto alle delegazioni estere presenti a questo Forum.

Purtroppo, la mia agenda non mi ha permesso di essere con voi oggi. Tuttavia, mi è gradito esprimere il mio più vivo compiacimento per l'iniziativa volta a individuare le iniziative più opportune per permettere al settore artigiano della pelle e dei prodotti in pelle dell'Africa, di acquisire le competenze necessarie e, quindi, cogliere le opportunità offerte dal mercato internazionale.

Bisogna rendere questi Paesi più partecipi dei ritmi e dei meccanismi dell'economia globale. Oggi, infatti, l'Africa soffre di rimanere ai margini di quasi tutti i processi globalizzanti, che si tratti dell'economia, della tecnologia, della diffusione delle conoscenze e della ricerca.

E' fondamentale, dunque, operare perché si riesca nel futuro a garantire una reale possibilità di competere ai prodotti africani, in particolare ai prodotti agricoli e artigiani, incrementando le possibilità di accesso ai mercati di Europa e USA.

E' con questo spirito che il Ministero del Commercio Internazionale ha deciso, a partire dal 2005, con la collaborazione dell'Istituto Nazionale per il Commercio Estero - ICE, di sostenere l'iniziativa promossa da Assomac per il settore della pelle e della calzatura, per l'Africa e alcuni paesi del Medio Oriente.

Obiettivo primario del progetto è, infatti, il miglioramento tecnologico e produttivo delle micro-imprese e dei piccoli laboratori a carattere familiare – dato di vitale importanza per l'innalzamento del livello qualitativo dei prodotti di questi paesi.

Auguro quindi alla manifestazione e al Forum di riuscire nel perseguimento degli obiettivi che si sono e che ci siamo proposti.

Buon lavoro a tutti!

Emma Bonino



The Minister of International Trade

**“A LEATHER BRIDGE WITH AFRICA”
Bologna, April 19th**

Greeting by the Minister of International Trade Emma Bonino

In thanking ASSOMAC and “Fiera di Bologna” for the invitation and for the organization of this meeting, I’d like to give my personal welcome to all the foreign delegations here today in this Forum.

Unfortunately, due to my agenda I was not able to be here today with you. Nevertheless, I’d like to express my deepest satisfaction for today’s initiative, aimed at identifying the most promising opportunities, that offer a new chance to the artisan sector of African leather goods, for the acquisition of the necessary skills and therefore take advantage of the opportunities offered by the international markets.

We must improve the involvement of these countries in the mechanisms of the global economy. Furthermore, Africa today suffers the marginalization of almost all the globalizing processes, may it be economy, technology or spreading of know how and research.

It is therefore essential to operate in order to guarantee for the future of African products, a concrete opportunity to compete on international markets; in particular for agricultural and artisan products, by improving the access possibilities to European and US markets.

It is with this intent that the Italian Ministry for Trade has decided, since 2005 and with the collaboration of the National Institute for Commercial Trade – ICE, to sustain the initiative promoted by ASSOMAC for the footwear and leather sector, in Africa and in a number of the Middle Eastern countries.

The main objective of the project is the technological and productive improvement of micro enterprises and of small family based laboratories – an essential aspect for the qualitative development of these country’s products.

Ultimately, I wish for this manifestation and Forum to succeed in the fulfillment of the scheduled programs and objectives.

Thank you,

Emma Bonino



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REPRESENTATIVE OF THE DIRECTOR GENERAL TO THE AU AND UNECA AND HEAD OF THE REGIONAL OFFICE
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16 April 2007

Subject: *Leather Bridge with Africa -April 17-18-19, 2007 - Bologna - Italy*

Dear Organizers,

I have the honour to refer to the forthcoming event "Leather Bridge with Africa" from 17-19 April 2007, Bologna, Italy organized by ASSOMAC, ICE, Regione Emilia Romagna, Bologna Fiere, ASOAC and ESALIA, where UNIDO is kindly invited to attend as one of the major development partners for the leather and leather products industry in the Africa region.

I wish to thank you for your kind invitation, but due to other commitments, I will not be able to personally take part in this important event.

I am pleased to inform you that UNIDO will be represented by participants from Ethiopia, particularly from our MSMEs programme and Footwear Cluster in *Merkato* as well from Kenya and from our Regional West Africa Programme covering four countries (Burkina Faso, Mali, Niger and Senegal) linked to the newly-established Association, ASOAC. In this respect I wish to thank the organizers for having facilitated and sponsored their participation.

During the seminar on 19 April 2007, these participants will make an intervention on the activities UNIDO is implementing in assistance to MSMEs and leather craft artisans in the Africa region.

.../...

Organizers of the event "Leather Bridge with Africa"
marketing@assomac.it

Vigevano,
Italy

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I strongly believe that this area of technical assistance, MSMEs and artisans, is very much required to be supported as development partners sometimes overlook it as it relates more to the informal sector. However, in certain cases, it represents a major income generation activity for the poorest of the poorest. In this context, UNIDO is looking forward to cooperating in this endeavour with all development partners.

I would like to take this opportunity to wish you a very successful event and especially fruitful deliberations with concrete follow-up actions.

With my Kindest Regards,



Aurelia Patrizia Calabrò in Bellamoli
Senior Industrial Development Officer &
Deputy UNIDO Representative for Ethiopia, Burundi, Rwanda
and Uganda, AU and UNECA and Deputy Head of the Regional Office

cc: Mr. Mario Pucci
Mr. Carlo Milone

17-19 April 2007
Bologna - Italy

A Leather bridge with Africa

LINEAPELLE



Istituto nazionale per il Commercio Estero



Ministero del Commercio Internazionale

with the Patronage of the Italian Ministry of International Trade



HOW TO COMPETE IN THE GLOBALIZED WORLD

Even if the problem of the liberalization of the market has dominated the last summits of the WTO, nevertheless a greater access to international markets doesn't constitute an universal remedy for the development of African Countries economies.

African economies have a volume of exchanges with foreign countries proportioned to their structural characteristics:

- 1 - scarcely differentiated economies depending on few raw materials
- 2 - high transport costs due to the lack of infrastructures
- 3 - a chronic lack of capitals

CONSEQUENCE: A VERY LOW LEVEL OF EXPORT VOLUMES FROM AFRICA: ABOUT 2% OF THE WORLD TRADE.

WHAT ARE THE CONSEQUENCES OF MARKET LIBERALIZATION IN THE FOOTWEAR SECTOR ?

- For the consumers' a wider range of models at relatively low cost

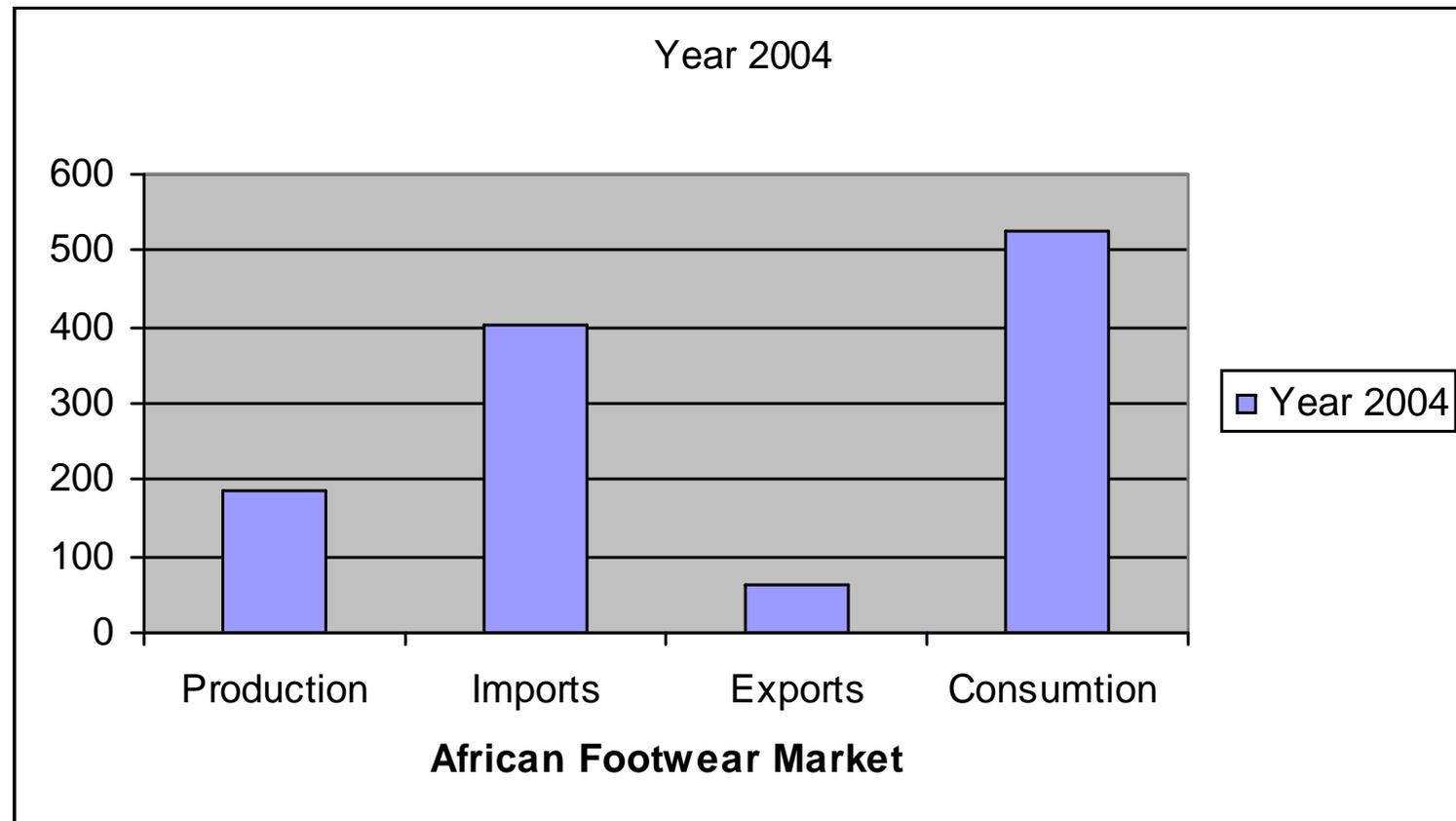


- But the large footwear enterprises are dropped out of the market: these enterprises, suffering from gigantism and rigidity, find it hard to renew themselves.



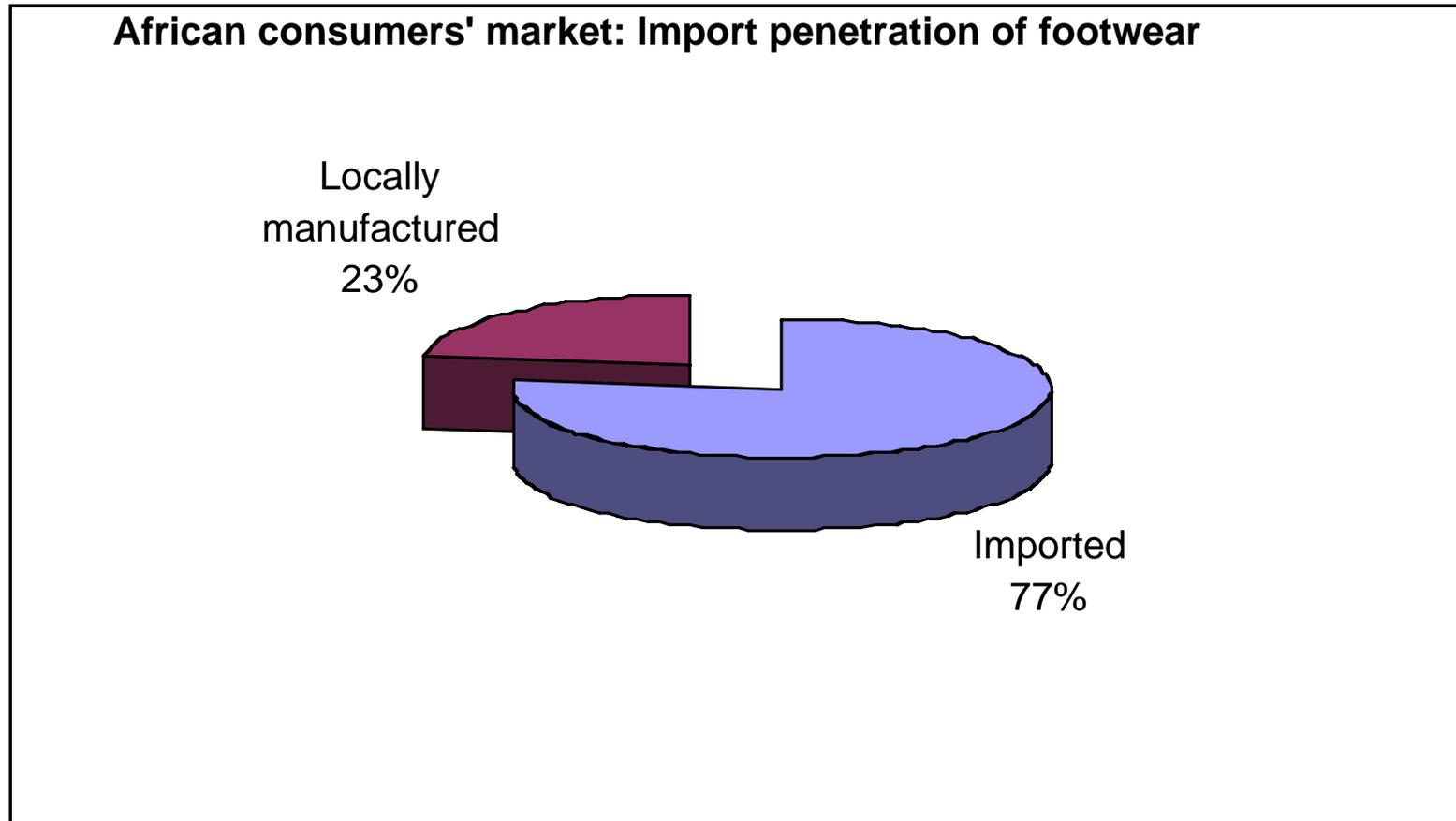
- Apparently the African consumers' market for footwear is of 600 mln/pairs per year

Figure 1 African Footwear Market and African Consumers' Market



Source: SATRA

- 77% imported



Source: SATRA

- This happens while in Africa there is a large availability of raw material



THE PRODUCTION IS NOW MORE DEPENDENT FROM THE CONSUMER MARKET, THAN TO THE ESTABLISHED PRODUCTION CAPACITY.

- The new actors of the market are the consumers, the traders and the small producers of the informal footwear sector. In this context, the leading role in the market is now played by the consumer, and no longer by the availability of raw skins.
- This new dimension, purchase market (consumers) instead of sales market (availability of raw hides and skins in a national area), is now easier to manage for the retailers of the sector. Leathers are still part of the footwear but no longer the main and only material for the production of classic shoes.

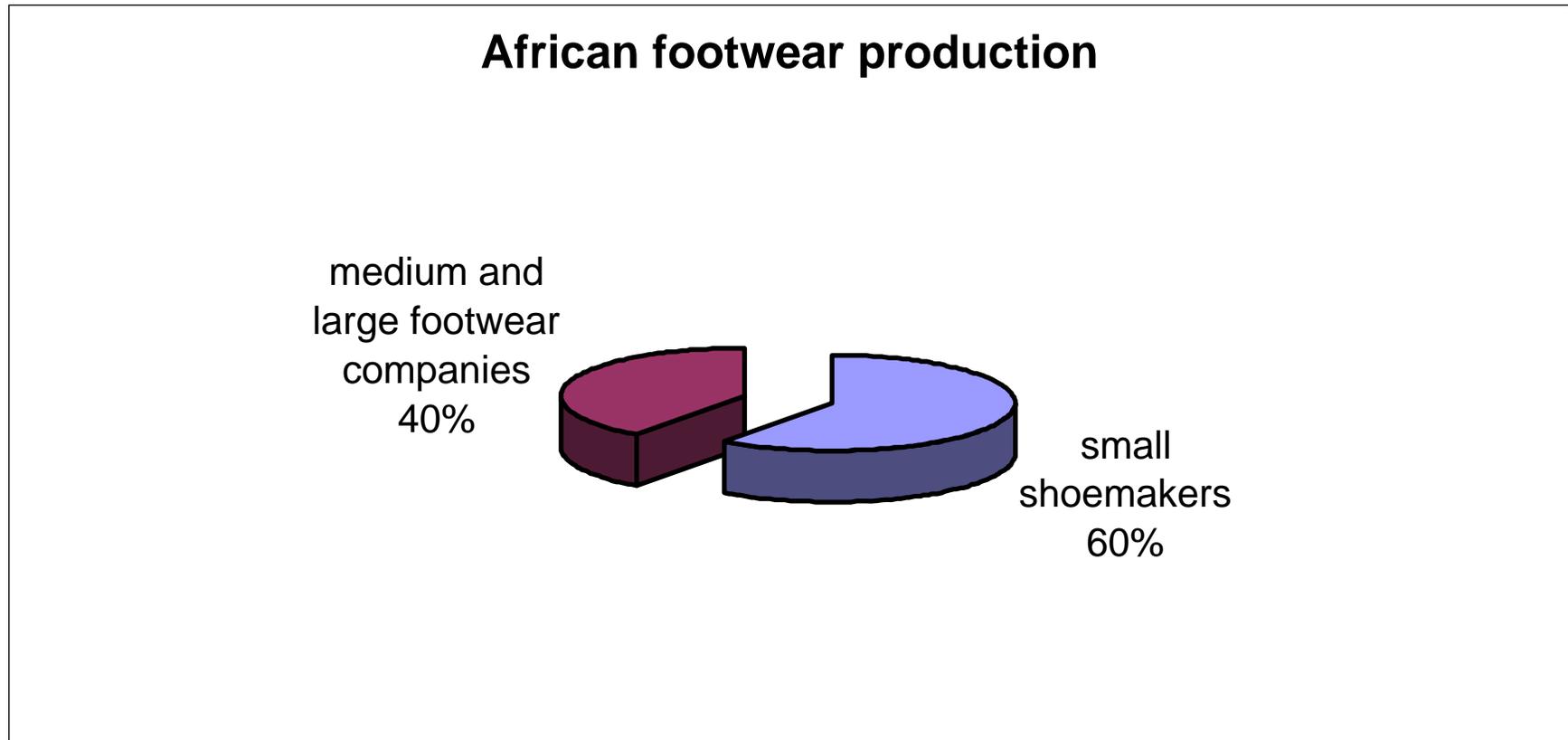
THE SMALL PRODUCERS OF THE INFORMAL SECTOR HAVE GAINED A LEADING ROLE:

By expanding and combining themselves with medium and large footwear companies and chains of distribution the small producers contribute to give them more flexibility

- The sector of small enterprises is estimated to represent within the African continent over 85% of the global number of segment's productive units



- And the small enterprises produces 60% of the African footweares



KEY OF SUCCESS

- the keys to success of informal entrepreneurs belonging to small familiar enterprises are:
- capability of accumulation starting from very small sums,
- capability of manage their daily business according to criteria of capitalistic economic rationality:
 - they reinvest profits in company expansion, to later assume the life style of the middle classes trying to reproduce themselves as a social group,
 - investing in hereditary commodities
 - Investing in the education of their children
 - Consumers are now used to diversify the products they buy and this has opened the way to new and more flexible local productions

WEAKNESS

- **Compared to the global market trend the small marginal artisan business** is the survival activity of the poorest people, an archaic and rural world where customers delegate one person, who will later be assisted by helpers, to supply their family with shoes, by purchasing them not according emotional criteria but by the actual daily necessity.

WHAT ARE THE SMALL ENTERPRISES?



- *Human resources* are trained mainly by more or less enlarged family
- *Financing* comes from informal channel
- *Technology* comes from foreign countries. Italy plays an important role in supplying machineries for the traditional sectors
- *Management* is centred upon the figure of entrepreneur/owner and has an endogenous and spontaneous character;
- *Production* is by hands and enterprises, in spite of their belonging to an articulated segment, don't recur to other manufacturers.
- *Markets* are mainly local ones and traders have the capacity to understand consumer needs according to **common sense**.

THE ARTISANS CLUSTERS LACK OF VERTICAL INTEGRATION:

No intermediate goods and few raw materials

- How to transform the instable assembly of the small enterprises into stables, well integrated clusters able to produce good quality products in a sufficient number and standardized range of models to impact the market ?
- How to upgrade?



implementing the endogenous characteristics

NETWORKING THE CLUSTERS TO CREATE COMMON FACILITY CENTERS:

- Training



- Enhance productivity upgrading from mainly handycraft to partly mechanized enterprises



- Supplying intermediate goods and components



- Assistance to Design



- Marketing



- To set up collaterals to manage budgets for micro credits for ***financing of investments***, and ***financing of circulating capital***

PRIORITIES

- Mechanisation
- Access to Credit

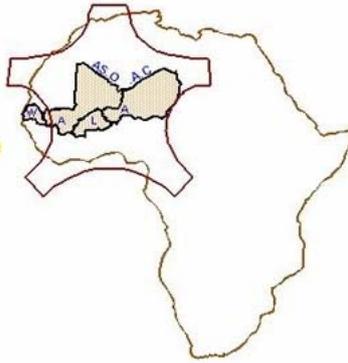
Mechanization respecting endogenous factors is very important:

- Large mechanized factories don't need artisans' skills
- Semi mechanized units do
- Large mechanized factories may not be managed by clusters of artisans:
 - Low flexibility
 - High investment costs
- Common semi mechanized units may be managed:
 - High flexibility, personalized and on demand production
 - Low capital investment
 - Low working capital

Bank Hostility is a most important point:

- Currently, the lack of solid communication between banks and small entrepreneurs prevails; this is one of the reasons why entrepreneurs choose informal activities.
- Small enterprises need capitals to develop and to start new activities. In two-thirds of the cases this happens exclusively thanks to owners or owners' family resources.

AS.O.A.C
Association Ouest Africaine
des Cuirs et Peaux



ROLE DE L'ARTISANT DANS LE DEVELOPPEMENT DE LA FILIERE CUIR DANS LES PAYS DE L'ASOAC

Ibrahima DIANE

SOMMAIRE

- 1. Généralités**
- 2. Analyse de la situation**
- 3. Stratégie de développement de l'artisanat du cuir**

1. Généralités :

Malgré ce riche potentiel en cuirs et peaux les pays de l'ASOAC continuent d'importer à coup de devises des articles en cuir, tant que les cuirs et peaux sont exportés brut ou semi tanné. Les exportations de cuirs et peaux non transformés sont à l'origine des pertes économiques en termes de :

- Valeur ajoutée,
- Création d'emplois,
- Equilibre de balance commerciale.

Si la compétitivité des articles produits industriellement n'est pas prouvée, cependant la production (artisanale) d'articles destinés à la consommation locale et sous régionale s'avère une opportunité d'affaires et une source de revenu pour les artisans.

L'artisanat du cuir est une activité séculaire en Afrique de l'Ouest, elle continue d'occuper une place de choix dans le secteur informel et constitue une source de revenu pour les couches à faible revenu. Cette activité lucrative et promotrice d'emplois est demeurée sous exploitée et n'a pas pu répondre à l'attente des consommateurs. L'artisanat du cuir produit des articles ornemental et touristique mais pas à consommation courante qui, aurait certainement contribué à son essor et à son développement.

Les articles artisanaux sont caractérisés par leur mauvaise finition, leur précarité et le médiocre rapport qualité/prix.

L'artisanat du cuir ne fait plus vivre son homme malgré la dextérité inouïe et le talent des artisans, qui malheureusement ont du mal à s'adapter à un environnement de plus en plus exigeant et aux besoins pressants des consommateurs.

2. Analyse de la situation

- Dans les quatre pays de l'ASOAC : Burkina Faso, Mali Niger, Sénégal l'artisanat du cuir est un des secteurs informels les plus lucratifs et pourvoyeurs d'emploi. Le développement varie selon le pays : au Sénégal si la chaussure connaît un réel essor, au Niger la maroquinerie est la plus ciblée, tandis qu'au Mali et au Burkina Faso c'est la prédominance des ceintures, des sacs et de la gainerie.

Toutefois, nonobstant les appuis sporadiques et très ponctuels, nos pays doivent continuer à accorder une assistance quasi permanente pour assurer le développement durable de ce créneau économique.

- Une bonne partie des productions nationales de cuirs et peaux (tannés industriellement ou traditionnellement), si elle ne répond pas aux exigences de qualité de l'Europe et du Marché International, peut être valorisée à travers leur transformation artisanale.

- La nécessité de mécaniser la production artisanale des articles en cuir répond aux double souci de standardiser la production pour mieux répondre à la demande des consommateurs (qualité améliorée) et d'ériger les ateliers artisanaux traditionnels en petites et moyennes entreprises (PME) capables de produire mieux et plus pour assurer la survie des artisans.

- Malgré l'absence de statistiques fiables sur les production artisanales, il paraît évident que l'artisanat en Afrique de l'Ouest peut jouer un rôle prépondérant dans le développement de la filière cuir.

3. Stratégie de développement de l'artisanat du cuir

Le développement de l'artisanat du cuir visant à améliorer le revenu des artisans qui vivent au jour le jour, des bouchers, des collecteurs, des éleveurs, des tanneuses traditionnelles, s'inscrit en parfaite harmonie avec le Cadre Stratégique de la Lutte Contre la Pauvreté (CSLP) que les Gouvernements ont décidé d'en faire l'unique cadre de référence en matière de politique macro économique et sectorielle.

Pour augmenter la part de marché des pays africains et leur permettre de jouer un rôle plus important dans la chaîne des valeurs, des efforts seront consentis dans certains domaines à savoir :

- Créer une image vendable des articles en cuir,
- Faire connaître les articles artisanaux à travers les foires exposition,
- Créer un site Internet pour les articles.

Une stratégie de développement de l'artisanat sera axée sur :

- La production des chaussures de qualité acceptable pour approvisionner le marché local et sous régional ;
 - La production des articles exportables avec l'identité nationale des pays ;
 - La couverture des besoins nationaux en produits standardisés.
- ❖ Dans la mal nutrition et les épizooties.
- ❖ la mal nutrition et les épizooties.

Pour la production des chaussures de qualité acceptable et exportable, l'ASSOMAC, le PISIE et le Gouvernement Italien entretiennent des relations particulières avec les pays de l'ASOAC. Un atelier relatif à la mécanisation de la production artisanale de chaussures en cuir a été organisé à Dakar et à Bamako en Août 2006.

AS.O.A.C
Association Ouest Africaine
des Cuirs et Peaux



**L'AMELIORATION DE LA QUALITE, UN PASSAGE OBLIGE
POUR LA COMPETIVITE DES CUIRS ET PEAUX EN AFRIQUE
DE L'OUEST DANS LES PAYS DE L ASOAC : BURKINA
FASO, MALI, NIGER, SENSGAL**

SOMMAIRE

- 1. Généralités**
- 2. L'origine des défauts des cuirs et Peaux**
- 3. L'Amélioration de la Qualité des Cuirs et Peaux**
 - a) Mesures en cours**
 - b) Mesures à envisager**
- 4. Analyse de la situation**
- 5. Conclusion Recommandation**
- 6. Annexes**

1. GENERALITE

L'Elevage constitue pour l'Afrique de l'Ouest une ressource économique très importante et un facteur intégrateur pour les pays de la CEDEAO (voir effectifs du bétail en annexe).

Le bétail constitue pour cette région ce que le charbon a été pour l'Europe. Il est à l'origine d'échanges fructueux entre les pays d'élevage et les pays consommateurs de viande qui couvrent une part importante de leurs besoins en produits carnés à partir de ces échanges. Toutefois les prix élevés des produits qui ne sont compétitifs à cause des produits d'importation subventionnés et à cause de la non récupération et non valorisation des différents sous produits qui grèvent les coûts de production.

L'exploitation du cheptel demeure encore peu rationnel les pertes importantes liées à la non valorisation des produits issus de la transformation du bétail constituent un manque à gagner.

Les cuirs et peaux (voir production des cuirs et peaux en annexe) sont parmi les sous produits les plus recherchés dont la valorisation connaît d'énormes difficultés liées à la qualité tant du vivant de l'animal qu'au cours du processus de production et de conservation.

Les défauts des cuirs et peaux du vivant de l'animal demeurent une contrainte majeure à la valorisation des cuirs et peaux en Afrique en général et en Afrique de l'Ouest en particulier, de la naissance à l'abattage de l'animal sa peau est sujette à des nombreux défauts occasionnés par la conduite des animaux, le système d'élevage, les maladies, le marquage au fer rouge etc.

Si des efforts en aval de l'élevage ont permis d'avoir des impacts significatifs sur la qualité des cuirs et peaux bruts, les défauts du vivant de l'animal sont encore à l'origine des pertes économiques énormes qui dépassent 35 % au Burkina Faso et 40 % au Mali de la valeur du cuir Bovin, ce qui du reste met en péril les efforts consentis pour améliorer la qualité après abattage des animaux.

L'apport des cuirs et peaux à l'économie de la sous région se trouve considérablement amenuisé au détriment : des éleveurs, des bouchers, des collecteurs, des négociants et des tanneurs. En Afrique de l'Ouest, ne dit-on pas que quand la filière cuirs et peaux s'enrhume la filière bétail viande éternue.

En effet les cuirs et peaux constituent l'une des principales sources de financement de la filière de élevage, qui génèrent des fonds pour le pré financement les bouchers qui, achètent les animaux à abattre avec les marchands de bétail qui à leur tour s'approvisionnent auprès des éleveurs. Autrement dit quand la filière cuirs et peaux marche la chaîne de l'éleveur, à l'industriel s'en réjouit.

Pour que les cuirs et peaux des pays de l'Afrique de l'Ouest puissent continuer à être présents et compétitifs sur le marché international et pour qu'ils continuent à jouer leur rôle de promoteur d'emplois, source de devises, facteurs d'industrialisation, des efforts soutenus en matière d'amélioration de la qualité du vivant de l'animal à la tannerie sont impératifs.

2. L'origine des défauts des cuirs et Peaux

Parmi ces défauts nous avons des défauts du vivant de l'animal des défauts d'abattage et des défauts de conservation.

- ❖ Les défauts du vivant de l'animal sont souvent liés au mode d'élevage extensif de la région. En effet, le mode d'élevage transhumance est le mode le plus dominant. La conduite des animaux à travers les brousses épineuses, le marquage des animaux au fer rouge pour leur identification, les parasites externes les tiques, la mal nutrition et les épizooties sont à l'origine de la dégradation de la qualité,
- ❖ Les défauts post mortem ou après l'abattage des animaux sont dus aux mauvaises techniques de dépouillement avec des équipements inappropriés. L'insuffisance des infrastructures d'abattage et surtout le manque de motivation des dépouilleurs dont les efforts ne sont pas souvent récompensés.
- ❖ Les défauts de conservation sont dus aux conditions de conservation qui ne respectent pas les règles du travail bien fait. Le salage se fait à des conditions de températures extrêmes et le séchage en dehors des séchoirs
- ❖ L'origine des défauts est due au manque d'intérêt des producteurs, des bouchers et des apprentis bouchers qui ne trouvent pas de réelle motivation (bien fait ou mal fait) on a le même prix.

3. L'Amélioration de la Qualité des Cuirs et Peaux

a. Mesures en cours

Le Projet régional d'Amélioration de la Qualité des cuirs et peaux dans certains pays de l'Afrique de l'Ouest : Burkina Faso, Mali, Niger, Sénégal financé par le Fonds Commun pour les Produits de Base (CFC) dont la mise en oeuvre est assurée par l'ONUDI vise à minimiser l'impact de dépouillement et de conditionnement des cuirs et peaux et à, promouvoir un système de prix à la qualité. Cependant es efforts risquent d'être annihilés si des mesures visant à améliorer la qualité du vivant de l'animal ne sont pas envisagées.

b. mesures à envisager

- organiser un atelier régional des cuirs et peaux des pays de l'Afrique de l'Ouest sur l'Amélioration de la Qualité des Cuirs et Peaux du vivant de l'animal
- la transformation des cuirs et peaux pour le développement durable de la qualité ; la transformation des cuirs et peaux en semi tanné et en tanné permet de s'enquérir du niveau de la qualité mais aussi de donner de l'importance à la qualité qui sera le leitmotiv de vente.
- Le système prix à la qualité ne connaîtra de véritable champ d'application que quand la transformation se fera sur place de manière à rémunérer les efforts et à sanctionner les mauvais résultats.

4. Analyse de la situation

"L'amélioration de la Qualité passage obligé pour la compétitivité des cuirs et peaux de l'Afrique de l'Ouest" n'est pas un vain mot. De toute évidence pour tirer un meilleur parti du riche potentiel de cuirs et peaux, la qualité est une exigence incontournable.

La qualité des cuirs et peaux est à l'origine des pertes économiques considérables. Tandis que l'Europe, le principal partenaire de l'Afrique de l'Ouest dans le domaine des cuirs et peaux tire la qualité vers le haut, l'Afrique de l'Ouest garde le même niveau de basse qualité si la qualité n'est pas d'avantage tirée plus bas à cause de la dégradation des conditions de production, du manque de motivation des Professionnels et de la non transformation des cuirs et peaux.

Pour mieux répondre à l'exigence du marché international et rendre accessible tous les marchés de cuirs et peaux la qualité est impérative.

5. Conclusion Recommandation

L'amélioration de la Qualité des cuirs et peaux est une œuvre de longue haleine et aucun effort ne doit être épargné pour y parvenir.

Il est vivement recommandé que toutes les mesures en faveur du développement de la filière doivent être assorties de l'amélioration de la Qualité.

ANNEXES

Annexes 1

Tableau n° 1 : Effectif de bovins par pays (en millier de têtes)

Source : Recueil statistiques mondiales de la FAO

Pays	A N N E E S									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	4346	4433	4522	4612	4704	4798	4894	4992	5092	5200
Mali	5780	5882	6058	6240	6428	6620	6692	6893	7312	7500
Niger	2008	2048	2089	2131	2174	2217	2260	2260	2260	2260
Sénégal	2800	2870	2898	2912	2927	2986	3061	2997	3018	3100

Tableau n° 2 : Effectif des ovins par pays (en millier de têtes)

Source : Recueil statistiques mondiales de la FAO

Pays	A N N E E S									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	5851	6027	6207	6393	6585	6782	6800	6800	6900	7000
Mali	5431	5707	5993	6292	6607	6200	6882	7226	7967	8364
Niger	3789	3849	4151	4140	4266	4392	4500	4500	4500	4500
Sénégal	3890	4045	4239	4344	4497	4542	4678	4540	4614	47001

Tableau n° 3 : Effectif des caprins par pays (en millier de têtes)

Source : Recueil statistiques mondiales de la FAO

Pays	A N N E E S									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	7459	7683	7914	8151	8395	8647	9190	9570	10065	10586
Mali	7748	8102	8507	8932	9379	9849	9903	10398	11464	12036
Niger	5716	5870	6025	6307	6560	6724	6900	6900	6900	6900
Sénégal	3293	3440	3572	3703	3833	3879	3995	3900	3969	4000

Annexes 2

Tableau n° 4 : Production de cuirs bovins par pays (en million de pièce)

Source : Recueil statistiques mondiales de la FAO

Pays	ANNEES									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	0,4	0,4	0,5	0,5	0,5	0,5	0,4	0,5	0,5	0,5
Mali	0,7	0,7	0,7	0,7	0,7	0,6	0,7	0,8	0,9	0,8
Niger	0,2	0,3	0,3	0,3	0,3	0,3	0,3	0,3	0,3	0,3
Sénégal	0,4	0,4	0,4	0,4	0,4	0,4	0,4	0,4	0,3	0,4

Tableau n° 5 : Production de peaux d'ovin par pays (en million de pièce)

Source : Recueil statistiques mondiales de la FAO

Pays	ANNEES									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	1,3	1,4	1,4	1,5	1,5	1,5	1,5	1,6	1,6	1,6
Mali	1,5	1,6	1,9	2,1	2,0	2,1	2,3	2,5	2,7	2,9
Niger	0,8	0,9	0,9	0,9	0,9	0,9	1,0	0,8	1,0	1,0
Sénégal	0,9	1,0	1,0	1,0	1,1	1,1	1,1	1,1	1,1	1,1

Tableau n° 6 : Production de peaux de caprin par pays (en million de pièce)

Source : Recueil statistiques mondiales de la FAO

Pays	ANNEES									
	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Burkina Faso	2,5	2,6	2,7	2,7	2,8	2,9	2,9	3,1	3,2	3,4
Mali	2,1	2,2	2,3	2,3	2,5	2,6	2,8	3,0	3,3	3,5
Niger	1,8	1,9	1,9	2,0	2,1	2,1	2,1	1,8	2,1	2,1
Sénégal	1,2	1,2	1,3	1,3	1,3	1,4	1,4	1,4	1,4	1,4

Evolution of the small and micro enterprises in the Leather Sector in Eastern and Southern Africa

Dr. S. M. Kiruthu
Head, ESALIA Secretariat

Commodity Profile - Eastern and Southern Africa Region

- The potential of the leather industry in the region is based on its livestock wealth, generally dominated by domestic herds kept for traditional purposes rather than for effective production of meat, milk or other products.
- Eastern African and Southern African countries have more than 60% of livestock population in Africa.

The region like many other African regions has been unable to fully exploit hides and skins as a locally renewable resource to achieve productivity gains in the leather sector needed for employment creation and foreign exchange earning..

- The development of leather industry in most of the countries after trade liberalisation has been characterised by a rapidly declining formal sector as many tanneries and shoe factories either closed down or reduced operations while in contrast the informal sector has shown marked growth.

- Dominance of weak and in many cases under developed footwear and leather products MSMEs experiencing several constraints inhibit industrial development.

- Most of these enterprises are severely disadvantaged by the following:
 - - their ownership structure,
 - market niche and target group for their products
 - lack of access to formal financing sources
 - low level technology.
 - Lack of entrepreneurship skills.

- However Governments have taken steps to change the Macro-economic policies impeding the growth of the sector mostly through export incentives for processed leather and products.
- This is meant to give a level playing field with all players in the sector

The following weaknesses have to be addressed to achieve the foreseen goals of Leather Bridge;

- Inadequate ownership structure – one man shows, sole proprietorships in which the business and the owner are one.
- Lack of market awareness - Inability to produce niche products targeting specific consumer groups.
- Lack of access to formal financing sources
- Low level technology leading to poor quality products.
- Lack of entrepreneurship skills.
- Lack of necessary technical skills

Proposed Interventions

The interventions should be focused on the following three components;

- Creation of Viable Clusters
- Technical Training and Entrepreneurship skills development.
- Technical assistance through establishment of Mini Service centres and utilization of established units as Common Facility service center.

- Under the Leather Bridge, the proposed interventions will focus on the Small and Micro-enterprises due to their contribution to the development of the leather sector and the multiplier effect that it will have on the economic development of the countries through;
 - job creation
 - increase in foreign exchange earnings
 - development of forward and backward linkages through subcontracting by the formal footwear and leather goods companies

A l'attention de Madame Marie Thérèse DIEDHIOU

8601363



COMMUNICATION SUR LES OPPORTUNITES DE MARCHE POUR LES MICRO-ENTREPRISES DU SECTEUR DE LA CHAUSSURE

18 Avril 2007, Rumin

Mesdames, Messieurs,

Au SENEGAL, l'Agence de Développement et d'Encadrement des Petites et Moyennes Entreprises a pour mission de promouvoir le développement des secteurs et filières à fort potentiel.

C'est ainsi qu'un programme de promotion des Cuirs et Peaux a été initié en partenariat avec l'ensemble des professionnels du secteur.

Le problème majeur identifié demeure les contraintes liées à l'approvisionnement en matières premières de qualité. En effet, au SENEGAL, comme partout ailleurs en Afrique, l'essentiel de la production de cuir se réalise dans des tanneries qui utilisent des techniques modernes plutôt que traditionnelles. Cependant, la plupart des tanneries ont été établies initialement à l'aide de matériel importé remis à neuf, et rares ont été les investissements effectués, par la suite, dans l'équipement et la technologie modernes.

Quelques activités de tannage traditionnel sont entreprises à l'aide de tanins végétaux afin de produire des objets artisanaux mais le volume de ces articles est si faible qu'il n'a guère d'importance économique.

L'industrie du cuir a été établie comme une industrie fondée sur l'exportation de cuirs et peaux bruts semi-transformés sans chercher à la relier à une industrie du cuir et des produits dérivés finis. Aucune incitation ne vise donc à stimuler la formation technique des travailleurs ou l'accès à de nouvelles technologies.

Le manque de compétences est, en outre, accentué par:

- Les faibles taux d'alphabétisation et l'absence d'une culture industrielle chez les travailleurs ;
- Le manque fréquent de personnel formé aux niveaux de la gestion, de la transformation et de la supervision ;
- Le manque de savoir-faire technique ;
- Des connaissances limitées sur la tendance des marchés des cuirs finis.

L'équipement surexploité, les bas niveaux de formation, une mauvaise organisation des flux des travaux et le manque fréquent de pièces détachées et de produits chimiques sont autant de facteurs qui contribuent à la mauvaise qualité des produits et à la faiblesse de la productivité.

Par ailleurs, plusieurs facteurs influencent négativement l'investissement: à savoir les taux d'intérêt élevés sur le capital et le manque de coordination entre les institutions d'investissement qui devraient faciliter les opérations.

S'il est certain qu'il faut résoudre les questions citées ci-dessus pour améliorer la compétitivité globale de la filière cuir, des efforts particuliers doivent être consentis en faveur de l'industrie de la Chaussure.

En effet, l'industrie de la chaussure constitue une niche d'activités dynamique car, en dehors du fait qu'elle est pourvoyeuse d'emplois, elle tire d'autres secteurs de l'économie tels que l'artisanat et le tourisme ; voire la filière agropastorale.

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Dès lors, comment être compétitif dans un monde globalisé du secteur de la chaussure et lever les financements nécessaires au développement du secteur ?

Les éléments qui fondent la compétitivité sur le marché de la chaussure peuvent se résumer par la maîtrise des coûts de facteurs de production et des normes de qualité mais aussi et surtout par les capacités d'anticipation sur les tendances et goûts.

Dans une économie globalisée, il s'agira d'être dans une dynamique constante d'innovation pour avoir une avance sur les préférences du marché et réaliser des gains de compétitivité importants.

L'originalité et la création de produits ethniques constituent également des atouts non négligeables dans la recherche de compétitivité.

Si ces fondamentaux sont suffisants dans une économie développée, pour des pays africains comme SENEGAL, il faudra prendre en considération d'autres questions à savoir :

1. Assurer des disponibilités en matières premières. Le secteur privé devrait établir des alliances stratégiques avec les fournisseurs de cuirs et peaux bruts et les compenser de façon appropriée pour leurs fournitures ;

2. Promouvoir le réinvestissement des bénéficiaires dans l'achat de nouvelles machines et dans les nouvelles technologies. Les secteurs public et privé devraient aborder cette question de concert afin de diminuer les coûts de production et améliorer la qualité des produits et la compétitivité.

Dans ce domaine, une initiative importante est le déroulement du programme de mise à niveau des entreprises logée à l'ADEPME ;

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3. Promouvoir l'amélioration de la productivité : le secteur privé, avec le soutien du secteur public, devrait mettre en oeuvre des programmes visant à hausser le niveau des normes de gestion et de supervision, les compétences techniques et les aptitudes à la gestion afin d'améliorer l'organisation au niveau des ateliers,

4. Accroître la disponibilité de fonds d'investissement et réduire le coût du capital ;

a. Les entreprises devraient établir des documents financiers et être capables de fournir la contrepartie financière et les garanties nécessaires pour améliorer leur crédibilité auprès des institutions financières ;

b. Les petites unités devront approfondir leurs capacités à négocier de nouvelles lignes de financement pour soutenir leur développement ;

c. Le gouvernement pourrait promouvoir des coentreprises et l'investissement direct étranger pour attirer du capital meilleur marché

Ce dernier point est un clin d'œil à la manifestation qui nous réunis ce jour et qui vise à créer un « pont de cuir entre l'Italie et l'Afrique » ; donc promouvoir le partenariat inter-entreprise.

Ce partenariat entre l'Europe et l'Afrique est devenu vital pour contrer la concurrence asiatique qui hypothèque l'avenir de nos industries de chaussures. C'est un mariage de raison.

Je vous remercie

Madame Marie Thérèse DIEDHIOU

Directeur Général ADEPME

Paulos Endeshaw

ETHIO-INTERNATIONAL FOOTWEAR CLUSTER
COOPERATIVE
SOCIETY

SUBJECT: PORTFOLIO FOR BOLOGNA MEET "A LEATHER
BRIDGE
WITH AFRICA"

1.BACKGROUND

The Ethio-International Footwear Cluster Cooperative Society (EIFCCOS) is a cluster Cooperative company formed by 1000 Micro, Small and Medium Scale Enterprises (MSME), Retailers, Traders and other related commercial merchandisers to have a strong centralized establishment for total manufacturing and trade in Footwear Sub-Sector of Ethiopia. The aim of the Cluster Company is to overcome the problems of MSME's and direct their efforts towards a meaningful development and participation in Domestic and Exports markets in this Sub-Sector. The endeavors of the cluster is well recognized by the government for the development in the national economy endorsing capacity building in quality footwear manufacturing at par with international standards, as well as giving leading edge in marketing of footwear both in Domestic and Export markets.

The Cluster EIFCCOS, has acquired land and building to create a centralized production unit, which will provide the intermediate Stages of shoe upper, bottom cutting and preparation; and shoe assembly, lasting, making and finishing operations involving latest machineries applications for the manufacturing members

of the cluster. The Cluster will further provide other infrastructural facilities for the manufacturing members to cover their other production needs which include complete sewing of the shoe upper of variant styles and features. The Cluster will further facilitate a modern pilot plant and training centre for the entire MSME's to upgrade their skill for quality footwear Production, which is the urgent need for both domestic and export market.

2. THE CURRENT PLAN OF THE CLUSTER.

The Cluster EIFCCOS plans its entire operation phase wise. In the first phase, it plans to procure a modernized pilot plant, to be named as PROTOTYPE PRODUCTION- cum – TRAINING CENTRE, which will have dual function, such as:

- Provide practical training in the production environment to equip the artisans to meet the challenges of quality needs of the production.
- Provide a base capacity of producing 900-1000 pairs Shoes and Boots per day for the Cluster Members, which will act as platform for future multiplication of plant capacity to meet the target plan of the Cluster in subsequent phases i.e., 12000 pairs per day. The Prototype Production –cum –Training Centre will also impart necessary managerial and technical training needed for the total capacity development of The MSME's in functioning as successful commercial ventures. The first phase duration is planned for one and half year, where in the first six month, the procurement, installation and commissioning of the machineries and their supplementary requirements will be communicated. Next one year, will be completely devoted for successful operation of pilot plant

(Prototype Production Centre).

3. Need To Attend Bologna Fair And "A Leather Bridge With Africa" Meet.

The Cluster EIFCCOS feels that it is a very important opportunity to attend this Fair and the ensuing meeting for its successful operations. The reasons are given below:

3.1 Technical Requirements

(a) Since the Cluster is in process of selecting the correct machineries for its pilot plant, which has a very serious implications in the success of its entire operational plan; and since Italy is one of the major supplier of such machineries to world footwear market, this timing of the Fair seems to be very ideal for the Cluster to capitalize the opportunity.

(b) Like wise, in footwear industry, there are many usages of various Sub-Components such as lasts, soles, heels, insoles, toe puffs, stiffeners, threads, glues etc, where modern developments influences the product characteristics, where the Bologna Fair can be ideal to capitalize.

(c) There are also modern upper and lining materials and other accessories, the selection and procurement intelligence of which should be ideal through this participation

(d) The Cluster Master Production Planning and their decisions could be very importantly guided through this visit.

3.2 Financial and Corporate Requirements

The Cluster project of EIFCCOS is drawn by the association members, who are micro companies in majority have very small financial means. One of the major problems of these members is the funds to meet

their specific objectives to upgrade their technical skill to operate modern machines, hire experts for technology transfers, proper machineries procurement, develop infrastructural facilities to derive the desired end results, which all costs dearly. Since this meeting "A LEATHER BRIDGE WITH AFRICA" is ideally hosted to solve the problems of these small and micro scale manufacturers, the meeting must and should be attended by the Cluster representative, to take part in the forum debate and seek credit assistance to seek solutions to their problems. Therefore, the meeting attendance will have three broad based objectives namely.

(a) Outlining specific objectives in carrying out some complimentary activities, which goes with the production activities directly and seek solutions to them.

(b) To activate cooperation agreements in an international forum for the benefit of the Cluster Members.

(c) To obtain suitable credits available for the Small and Micro enterprises (MSMES) of the Cluster Members.

4. Representation

With the above stated background and requirements, the Cluster solicits approval for the participation of two members, of which one should be the key decision making member to secure financial and corporate requirements and the other member should be technically competent to address the technical requirements for the Cluster Project.

Paulos Endeshaw
Chairman

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**A LEATHER BRIDGE WITH AFRICA
FORUM INTERNATIONAL – BOLOGNE (ITALIE)**

17 – 19 AVRIL 2007

**ALLOCUTION DE MONSIEUR MALEK KHELIL
DIRECTEUR GENERAL**

DU CENTRE NATIONAL DU CUIR ET DE LA CHAUSSURE

MESDAMES ET MESSIEURS,

C'EST AVEC UN GRAND PLAISIR QUE JE VOUDRAIS TOUT D'ABORD ADRESSER MES VIFS REMERCIEMENTS A L'ASSOCIATION DES CONSTRUCTEURS ITALIENS DE MACHINES ET ACCESSOIRES POUR LE SECTEUR DE LA CHAUSSURE (ASSOMAC) ET L'INSTITUT ITALIEN POUR LE COMMERCE EXTERIEUR (ICE), AINSI QUE TOUS LES PARTENAIRES CONCERNES, POUR L'ORGANISATION DE CETTE RENCONTRE QUI VISE A JETER LES PONTS AVEC L'AFRIQUE POUR DEVELOPPER LES ACTIVITES DU CUIR.

IL N'ECHAPPE A PERSONNE, MESDAMES ET MESSIEURS, QUE LE CONTINENT AFRICAIN EST RICHE EN MATIERES PREMIERES, ET RICHE EGALEMENT EN OPPORTUNITES DE DEVELOPPEMENT.

CETTE RENCONTRE EST DONC UNE EXCELLENTE OCCASION POUR EXPLORER CES OPPORTUNITES TANT DANS LE SENS NORD-SUD, QUE DANS LEUR DIMENSION INTRA-AFRICAINE.

ET PERMETTEZ-MOI A CETTE OCCASION DE SOULIGNER QUE LA TUNISIE EST BIEN OUTILLEE POUR SERVIR DE TRAIT D'UNION ENTRE LES DEUX RIVES DE LA MEDITERRANEE.

PAR LE BIAIS DU CENTRE TECHNIQUE DU CUIR ET DE LA CHAUSSURE, LA TUNISIE A EN EFFET MENE DE NOMBREUSES MISSIONS D'ASSISTANCE ET DE COOPERATION AVEC DES PAYS AFRICAINS TELS QUE LE RWANDA, LE CAMEROUN, L'ETHIOPIE, LE BURUNDI, LE NIGER, LE

SENEGAL, LE BURKINA FASSO, OU ENCORE AVEC LES PAYS ARABES : SYRIE, JORDANIE ET LE SULTANAT D'OMAN.

CES MISSIONS ONT CONCERNE AUSSI BIEN LE TRAVAIL DE TANNAGE ET LES PROBLEMES ENVIRONNEMENTAUX QUE LA FABRICATION DE LA CHAUSSURE ET LE STYLISME MODELISME.

NOUS SOMMES DONC EN TUNISIE TOUT A FAIT DISPOSE A DEVELOPPER CES AXES D'INTERVENTION ET DE RENFORCER LES RELATIONS DE COOPERATION INTER-CONTINENTALES.

LA MISE EN PLACE D'UN ATELIER DE FABRICATION DE CHAUSSURES EN TANT QUE PROJET SOUPLE ET FACILEMENT REALISABLE, QUI CONSTITUE L'OBJET DE CETTE RENCONTRE, S'INSCRIT OPPORTUNEMENT DANS CETTE PERSPECTIVE DE COOPERATION.

LA TUNISIE AURA L'HONNEUR DE REALISER LES PREMIERES DEMONSTRATIONS DE CET ATELIER PILOTE. NOUS TENONS A RENOUVELER A CETTE OCCASION NOS SINCERES SALUTATIONS AUX REPRESENTANTS DE L'ASSOMAC AVEC LAQUELLE NOUS ENTRETENONS, AINSI D'AILLEURS QUE L'INSTITUT DE PISIE ET D'AUTRES ORGANISMES ITALIENS, D'ETROITES RELATIONS DE COOPERATION DEPUIS BIEN LONGTEMPS.

MAIS AVANT D'ABORDER CE SUJET, PERMETTEZ, MESDAMES ET MESSIEURS, DE VOUS DONNER UN BREF APERÇU SUR LE SECTEUR DES CUIRS EN TUNISIE.

LES ACTIVITES DU CUIR EN TUNISIE SONT ANCESTRALES ET SOLIDEMENT ANCREES. ELLES PRENNENT LEURS RACINES BIEN LOIN

DANS LE TEMPS ET LES SOUKS DE TUNIS EXHALENT TOUJOURS LA FORTE ODEUR DU CUIR.

DE TRES NOMBREUX ARTISANS SONT ENCORE INSTALLES DANS LES MEDINAS A TRAVERS LE PAYS (PRINCIPALEMENT TUNIS ET SFAX). ILS FOURNISSENT LES ECHOPPES ET LES BOUTIQUES EN CHAUSSURES DE VILLE ET ARTICLES EN CUIR, ET POUR CERTAINS DES ARTICLES CHAUSSANTS TRADITIONNELS ET DE MAROQUINERIE DESTINES ESSENTIELLEMENT AU MARCHE TOURISTIQUE.

ON COMPTE AINSI AUJOURD'HUI PRES DE ONZE MILLES PERSONNES TRAVAILLANT DANS LE SECTEUR ARTISANAL DU CUIR.

C'EST EN FAIT LE DYNAMISME ET LA VIVACITE DE CET ARTISANAT QUI A DONNE NAISSANCE AUX PREMIERES UNITES INDUSTRIELLES DE FABRICATION DE CHAUSSURES, POUR REpondre A DES BESOINS CROISSANTS ET UNE DEMANDE DE PLUS EN PLUS IMPORTANTE. ET C'EST DURANT LES ANNEES 70 QUE CES ACTIVITES INDUSTRIELLES ONT CONNU UN VERITABLE ESSOR CONFORTE NOTAMMENT PAR LA LOI 72 QUI ENCOURAGEAIT LES INVESTISSEMENTS ETRANGERS. CETTE DYNAMIQUE N'A PAS CEsSE DEPUIS DE S'AMPLIFIER ET A ENGENDRE L'EXISTENCE AUJOURD'HUI DE 440 ENTREPRISES INDUSTRIELLES QUI PRODUISENT ET TRANSFORMENT LE CUIR. 225 D'ENTR'ELLES, A CAPITAL MIXTE OU ETRANGER, SONT TOTALEMENT ORIENTEES VERS L'EXPORTATION ; 215 ENTREPRISES TRAVAILLENT POUR LE MARCHE LOCAL. SUR CES 440 ENTREPRISES INDUSTRIELLES, 265 FABRIQUENT DES CHAUSSURES ET TIGES DE CHAUSSURES (103 MARCHES LOCAUX ET 162 OFF-SHORES).

90 ENTREPRISES PRODUISENT DES ARTICLES DE MAROQUINERIE (40 MARCHES LOCAUX, 50 OFF-SHORES), 47 ENTREPRISES FABRIQUENT

DES ACCESSOIRES (44 MARCHES LOCAUX, 03 OFF-SHORES), 20 ENTREPRISES DE CONFECTION DE VETEMENTS EN CUIR (10 MARCHES LOCAUX, 10 OFF-SHORES), ET 18 UNITES DE TANNERIE (TOUTES LOCALES)...

LA PLUS GRANDE PARTIE DE CES ENTREPRISES SOIT 336, EMPLOIENT ENTRE 10 ET 100 PERSONNES, TANDIS QUE 20 D'ENTR'ELLES EMPLOIENT PLUS DE 200 PERSONNES.

LES ACTIVITES INDUSTRIELLES DU CUIR, TOUTES BRANCHES CONFONDUES EMPLOIENT AINSI PRES 31.500 PERSONNES DONT 23.000 RIEN QUE POUR LES ENTREPRISES OFF-SHORES.

LA PRODUCTION GLOBALE DES ENTREPRISES DU SECTEUR EST EVALUEE A 1.200 MILLIONS DE DINARS TUNISIENS SOIT 706 MILLIONS D'EUROS EN 2005, CE QUI CORRESPOND A 3,9% DU PIB GLOBAL DU PAYS ET 19% DU PIB DES INDUSTRIES MANUFACTURIERES. ENTRE L'ANNEE 2000 - 2005 CETTE VALEUR A PROGRESSE DE 9,10%.

AU NIVEAU DU COMMERCE EXTERIEUR, LE SECTEUR DES INDUSTRIES DU CUIR A EXPORTE POUR UNE VALEUR DE ⁴⁰²395 MILLIONS D'EUROS EN 2005 TANDIS QUE SES IMPORTATIONS ETAIENT EVALUEES A ¹⁹²189 MILLIONS D'EUROS LE TAUX DE COUVERTURE DU COMMERCE EXTERIEUR A ETE AINSI DE L'ORDRE DE 209%.

CE SONT LES CHAUSSURES (226 MILLIONS D'EUROS) ET LES TIGES DE CHAUSSURES (109 MILLIONS D'EUROS) QUI OCCUPENT LES PREMIERS POSTES DANS LES EXPORTATIONS DU SECTEUR POUR UNE VALEUR DE 329 MILLIONS D'EUROS, SOIT 83% DES EXPORTATIONS GLOBALES. LES

ARTICLES DE MAROQUINERIE SE SITUENT EN SECOND LIEU AVEC 42 MILLIONS D'EUROS A L'EXPORTATION.

IL EST A SIGNALER A CE PROPOS QUE LA QUASI-TOTALITE DE CES EXPORTATIONS EST REALISEE PAR LES ENTREPRISES TOURNEES TOTALEMENT VERS L'EXPORTATION.

► **OPPORTUNITES DU SECTEUR**

ENTRE 2001 ET 2004, LES EXPORTATIONS ONT PROGRESSE DE 17% A PRIX COURANT.

EN 2005 LES EXPORTATIONS SE SONT ACCRUES DE 10,2% ET CE MALGRE LE PHENOMENE SUD EST ASIATIQUE ET NOTAMMENT LA CHINE QUI PESE DE TOUT SON POIDS SUR LE COMMERCE INTERNATIONAL DU TEXTILE/HABILLEMENT ET DE LA CHAUSSURE.

CETTE SITUATION DE RUDE CONCURRENCE, DU RESTE PREVISIBLE, N'A PAS DECOURAGE LES PROFESSIONNELS DU SECTEUR QUI RESTENT CONFIANTS QUANT A L'AVENIR DE LEURS ACTIVITES, AIDES EN CELA PAR UN ENVIRONNEMENT PROPICE POUR LEUR PROMOTION, PANOPLIE DE MESURES QUE NE CESSE DE PRENDRE EN LEUR FAVEUR LES AUTORITES PUBLIQUES.

POUR ILLUSTRATION, IL Y A QUINZE ANS (1990) LES EXPORTATIONS DU SECTEUR TUNISIEN ICC ETAIENT CONSTITUEES ESSENTIELLEMENT DE TIGES DE CHAUSSURES (49%) ET DE CHAUSSURES FINIS (23%).

AUJOURD'HUI LES PRODUITS EXPORTES RESTENT LES MEMES, MAIS LA TENDANCE S'EST INVERSEE AU PROFIT DES CHAUSSURES FINIS QUI REPRESENTENT DESORMAIS 55% DU CHIFFRE D'AFFAIRES GLOBAL DES

EXPORTATIONS DU SECTEUR CONTRE UNIQUEMENT 27% POUR LES TIGES ET 4,7% POUR LES CUIRS.

CETTE EVOLUTION N'AURAIT PU SE REALISER SANS L'EFFORT CONSIDERABLE CONSENTI PAR LES PROFESSIONNELS DU SECTEUR POUR MODERNISER LEUR OUTIL DE PRODUCTION, NIVELER VERS LE HAUT LES COMPETENCES DE LEUR PERSONNEL ET INVESTIR EN MATIERE D'OPTIMISATION DE LA GESTION DE LA PRODUCTION ET DE CONTROLE DE QUALITE.

DESORMAIS, L'INDUSTRIE TUNISIENNE DU CUIR SE TROUVE PROPULSEE AU DEVANT DE LA SCENE EURO-MEDITERRANEENNE AVEC COMME OBJECTIF PRINCIPAL DE MOBILISER DE PLUS EN PLUS D'INVESTISSEURS ETRANGERS EN QUETE DE NOUVEAUX SITES DE PRODUCTION, CAPABLES D'ASSURER QUALITE, PRIX CONCURRENTIELS ET SURTOUT REACTIVITE.

A CE TITRE, DE PAR SA PROXIMITE GEOGRAPHIQUE DE L'EUROPE, DU RESTE PRINCIPAL PARTENAIRE COMMERCIAL DE NOTRE PAYS, LA TUNISIE PROFITE PLEINEMENT DES MUTATIONS QUI S'OPERENT AU NIVEAU DU COMMERCE MONDIAL DE LA CHAUSSURE DONT LA SAISONNALITE EST DE MOINS EN MOINS DE RIGUEUR. EN FAIT LES TRADITIONNELLES DEUX COLLECTIONS (PRINTEMPS/ETE ET AUTOMNE/HIVER) LAISSENT DE PLUS EN PLUS DE LA PLACE AUX COMMANDES DE REASSORTS QUI PRENNENT DE L'AMPLEUR.

LES NOUVELLES TECHNOLOGIES DE COMMUNICATION AIDANT, LE SECTEUR DES INDUSTRIES DU CUIR EN TUNISIE S'EST ADAPTE A CETTE SITUATION, ET DESORMAIS UNE FABRIQUE TUNISIENNE DE

CHAUSSURES EST EN MESURE DE LIVRER DANS DE TRES COURTS DELAIS.

CET AVANTAGE COMPARATIF EST D'AUTANT PLUS IMPORTANT QUE LES QUANTITES COMMANDEES PEUVENT ETRE ASSEZ REDUITES EN FONCTION DE BESOINS IMMEDIATS VOIR CONJONCTURELS.

AUJOURD'HUI, EN PLUS DES INSTITUTIONS GOUVERNEMENTALES D'APPUI A CARACTERE HORIZONTAL (API, FIPA, INORPI, PMN...), LE SECTEUR DU CUIR EST ENCADRE DANS SA DYNAMIQUE DE DEVELOPPEMENT PAR UNE FEDERATION PROFESSIONNELLE, UN CENTRE TECHNIQUE SPECIALISE ET TOUT UN SYSTEME DE FORMATION PROFESSIONNELLE ADAPTE A SES BESOINS.

LE SYSTEME DE FORMATION PROFESSIONNELLE QUI BENEFICIE DE L'APPUI D'UNE COOPERATION INTERNATIONALE DE BONNE FACTURE, S'ARTICULE AUTOUR D'UNE DIZAINE D'INSTITUTIONS QUI FOURNISSENT LE SECTEUR EN OUVRIERS SPECIALISES ET TECHNICIENS SUPERIEURS DE PROFILS TRES RESPECTABLES.

► **LES ORIENTATIONS STRATEGIQUES DU SECTEUR DU CUIR EN TUNISIE**

LE SECTEUR DES INDUSTRIES DU CUIR EN TUNISIE, EPOUSANT LES MUTATIONS INTERNATIONALES IMPOSEES PAR LA MONDIALISATION, A DEVELOPPE DE NOUVEAUX FACTEURS DE COMPETITIVITE DONT NOTAMMENT :

- LE PASSAGE DE LA SOUS TRAITANCE A LA CONTRAITANCE, VOIR AUX PRODUITS FINIS,

- LA MONTEE EN PUISSANCE EN MATIERE DE QUALITE PRODUITS ET L'ADOPTION DE SYSTEMES DE LABELLISATION
- LA MISE EN PLACE DE SYSTEMES D'ASSURANCE QUALITE SELON LES REFERENTIELS ISO 9000,
- L'AMELIORATION DE LA PRODUCTIVITE,
- L'ADAPTATION DE SON SYSTEME DE PRODUCTION AUX DEMANDES URGENTES AVEC DELAIS DE LIVRAISON TRES COURTS,
- L'ADOPTION DE SYSTEMES DE MANAGEMENT DE L'ENVIRONNEMENT SELON LES REFERENTIELS ISO 14.000.

MESDAMES ET MESSIEURS,

APRES CET EXPOSE SOMMAIRE SUR LA SITUATION ET LES PERSPECTIFS DE DEVELOPPEMENT DU SECTEUR DU CUIR EN TUNISIE, JE VOUDRAIS, SI VOUS LE PERMETTEZ, METTRE L'ACCENT SUR L'IMPORTANCE DES ECHANGES ET DES RELATIONS DE COOPERATION ENTRE LA TUNISIE ET L'ITALIE DANS CE DOMAINE. L'ITALIE SE SITUE EN EFFET AU TOUT PREMIER RANG DES PARTENAIRES DE LA TUNISIE DANS LE SECTEUR DU CUIR.

PRES DE LA MOITIE DES ECHANGES COMMERCIAUX Y EST REALISEE AVEC L'ITALIE. EN 2006 43% DES EXPORTATIONS TUNISIENNES D'ARTICLES EN CUIR ETAIENT DESTINEES A L'ITALIE ALORS QUE PARALLELEMENT, L'ITALIE A ASSURE PRES DE 55% DE NOS IMPORTATIONS QUI CONCERNENT PRINCIPALEMENT LES CUIRS ET PEAUX.

L'EVOLUTION DE CES ECHANGES COMMERCIAUX SUIT UNE COURBE NETTEMENT ASCENDANTE. ENTRE 2002 ET 2006 LES EXPORTATIONS TUNISIENNES D'ARTICLES EN CUIR VERS L'ITALIE ONT PROGRESSE DE

PRES DE 14% ALORS QUE LES IMPORTATIONS A PARTIR DE L'ITALIE ONT ELLES EVOLUE PLUS NETTEMENT AVEC UN TAUX DE 58%.

D'AUTRE PART, ON NE MANQUERA PAS A CETTE OCCASION DE SIGNALER QUE LES EQUIPEMENTS ET MACHINES DES ENTREPRISES TUNISIENNES DE FABRICATION DE CUIR ET ARTICLES EN CUIR SONT EN GRANDE PARTIE EN PROVENANCE DE L'ITALIE, CE QUI N'EST PAS SURPRENANT OUTRE MESURE.

PAR AILLEURS, ET AU NIVEAU DES IMPLANTATIONS INDUSTRIELLES, CINQUANTE ENTREPRISES ITALIENNES AVEC QUELQUE FOIS UNE PARTICIPATION TUNISIENNE, TRAVAILLENT SUR LE SOL TUNISIEN DANS LE SECTEUR DU CUIR. LEUR PRODUCTION EST DESTINEE PRESQU'EN TOTALITE A L'EXPORTATION.

EN DEHORS DE CES DEUX VOILETS COMMERCIAL ET INDUSTRIEL, LA TUNISIE ENTRETIENT AVEC L'ITALIE D'ETROITES ET SOLIDES RELATIONS DE COOPERATION DANS DIVERS DOMAINES LIES AUX ACTIVITES DU CUIR. NOUS CITERONS A TITRE D'EXEMPLE LES NOMBREUX PROGRAMMES DE FORMATION, NOTAMMENT EN STYLISME MODELISME, QUI ONT ETE REALISES DANS DES INSTITUTS SPECIALISES EN ITALIE COMME PAR EXEMPLE CELUI DE PISIE.

NOUS EVOQUERONS EGALEMENT LES NOMBREUSES ET DIVERSES MISSIONS D'ASSISTANCE QUI SONT EFFECTUEES REGULIEREMENT PAR DES EXPERTS ITALIENS EN TUNISIE.

TOUT CECI, MESDAMES ET MESSIEURS, MONTRE L'AMPLEUR DES RELATIONS DE COOPERATION ENTRE LA TUNISIE ET L'ITALIE DANS LE SECTEUR DU CUIR.

ET LE PROJET ACTUEL POUR LA MISE EN PLACE ET LA DEMONSTRATION D'UN ATELIER ARTISANAL PILOTE POUR LA FABRICATION DE CHAUSSURES FINIES CONSTITUE UN NOUVEAU MAILLON DANS CETTE CHAINE DE COOPERATION.

NOUS TENONS A CETTE OCCASION A REMERCIER L'ASSOCIATION DES CONSTRUCTEURS ITALIENS DE MACHINES ET ACCESSOIRES POUR CHAUSSURES (L'ASSOMAC) ET L'INSTITUT ITALIEN POUR LE COMMERCE EXTERIEUR (L'ICE) AINSI QUE TOUTES LES PARTIES PRENANTES POUR CETTE INTERESSANTE ET LOUABLE INITIATIVE.

CELLE CI EST POUR LA TUNISIE INTERESSANTE A DOUBLE TITRE.

ELLE PERMET EN PREMIER LIEUX D'EPAULER ET DE DEVELOPPER UN ARTISANAT DU CUIR QUI EST LARGEMENT IMPLANTE DEPUIS LONGUE DATE EN TUNISIE.

CELA PERMET EN EFFET UNE APPROCHE PLUS MODERNE ET UNE AMELIORATION TECHNOLOGIQUE ET PRODUCTIVE DES PETITS ATELIERS ARTISANAUX AVEC DES EQUIPEMENTS APPROPRIES.

CELA PERMETTRA EGALEMENT DE RENDRE PLUS FACILE, MIEUX ACCESSIBLE ET PLUS SIMPLE LA CREATION DE MICRO-PROJETS, NOTAMMENT POUR LES JEUNES DIPLOMES DE L'ENSEIGNEMENT SUPERIEUR QUI SONT EN QUETE D'IDEES FRAICHES COMME CELLE-CI, ET QUI SONT ENTOURES D'UNE SOLLICITUDE TOUTE PARTICULIERE EN TUNISIE.

LE CENTRE NATIONAL DU CUIR ET DE LA CHAUSSURE AURA DONC L'HEUREUSE OPPORTUNITE DE PRESENTER ET D'EFFECTUER DES

DEMONSTRATIONS PRATIQUES SUR LA VIABILITE ET L'EFFICIENCE DE
CES PETITS ATELIERS ARTISANAUX DANS LE SECTEUR DE LA
CHAUSSURE.

CELA SERA LA PREMIERE DEMONSTRATION QUI SERA REALISEE A CE
SUJET. NOUS ESPERONS VIVEMENT QU'ELLE PORTERA SES FRUITS ET
QUE CE PROJET RENCONTRERA BEAUCOUP DE REUSSITE EN TUNISIE ET
PARTOUT EN AFRIQUE.

JE VOUS REMERCIE DE VOTRE ATTENTION.



COTANCE – Confederation of National Associations of Tanners and Dressers of the European Community
 ASOAC - Sub Regional Association of Hides and Skins Professionals in Western Africa

COTANCE - ASOAC^[1]

Common Position Statement

(Original French – unofficial translation)

Regarding taxes and restrictions to exports of raw hides and skins, and wet-blue, as well as customs duties on leather imports

The Leather industries of Europe and Western Africa, represented by their respective umbrella associations COTANCE and ASOAC, jointly declare their disapproval regarding the implementation of taxes and other restrictions on the export of hides and skins, and wet-blue leather, by an increasing number of countries where the tanning industry has already sufficiently developed so as to conquer an important part of the international leather trade.

COTANCE and ASOAC contend that taxes/restrictions on the export of raw materials must only be conceded to countries that have an infant leather industry and a weak share in global leather trade. Their implementation by other countries hinders infant leather industries to take full advantage of this development tool. Their proliferation causes a substantial decline of operators' competitiveness in less developed countries with a lower export rate. They strongly distort the leather trade, hamper the inclusion of least developed countries in the international leather trade, and preclude the sound development of global trade in the sector.

COTANCE and ASOAC also declare that it is in the interest of their leather industries to see the removal, at a global scale, of tariff peaks and high custom duties for leather. Their trade deviating effect is detrimental to the sustainable development of the leather trade and industry. This should be obtained by a harmonisation and eventual removal of barriers on leather imports in all countries with a leather market, both in developed and developing countries.

COTANCE and ASOAC call on their respective governments to continue their efforts aiming at the removal of trade barriers affecting both imports and exports in the leather trade, as applied by countries that do not belong to least developed countries or countries with a weak and vulnerable economy. They would like this objective to be included in all bilateral and multilateral negotiations, and notably the Doha Round.

The signatories of this common position statement understand that the time has come for the international community to lay down appropriate rules in the leather trade ensuring the principle of free and fair trade.

For COTANCE

ASOAC

For

.....

.....

^[1]

COTANCE gathers the national associations of tanners and dressers of Belgium, Finland, France, Germany, Greece, Hungary, Italy, the Netherlands, Portugal, Slovenia, Spain, Sweden, the UK, Norway and Switzerland.

ASOAC gathers the leather sectors in Burkina Faso, Mali, Niger and Senegal.



**COTANCE – Confédération des Associations Nationales de Tanneurs et
Mégissiers de la Communauté Européenne
ASOAC - Association Sous Régionale des Professionnels des Cuirs et
Peaux de l'Afrique de l'Ouest**

COTANCE - ASOAC¹

Prise de Position Commune

Concernant les taxes et restrictions à l'exportation des cuirs et peaux bruts et du wet-blue ainsi que les droits de douane à l'importation du cuir

L'industrie du cuir de l'Europe et de l'Afrique de l'Ouest, représentées par leurs associations respectives COTANCE et ASOAC, déclarent conjointement leur désapprobation au sujet de l'utilisation de taxes et autres restrictions à l'exportation de cuirs et peaux bruts et cuirs en wet-blue par un nombre croissant de pays jouissant déjà d'une industrie de la tannerie suffisamment développée pour avoir conquis une part importante des échanges internationaux du cuir.

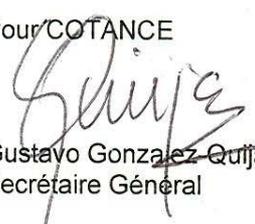
COTANCE et ASOAC affirment que les taxes/restrictions à l'exportation des matières premières doivent être réservées uniquement aux pays qui ont une industrie du cuir naissante et une participation faible au commerce international du cuir. Leur utilisation par d'autres pays empêche aux industries du cuir naissantes de tirer pleinement profit de cet instrument de développement. Leur prolifération provoque une érosion substantielle de la compétitivité des opérateurs dans des pays moins avancés et aux exportations moins développées. Elles causent de fortes distorsions au commerce de la filière et portent un grave préjudice à l'inclusion dans le commerce global du cuir des pays moins développés et au développement harmonieux des échanges internationaux du secteur.

COTANCE et ASOAC déclarent également qu'il est dans l'intérêt de leur industrie du cuir de voir l'élimination à l'échelle globale des pics tarifaires et des droits de douane élevés pour le cuir qui ont un effet de déviation du commerce au détriment du développement durable de l'industrie et du commerce du secteur. Ceci devrait être réalisé par une harmonisation et éventuelle élimination des barrières à l'importation du cuir par tous les pays qui détiennent un marché pour le cuir tant dans les pays développés que dans ceux en voie de développement.

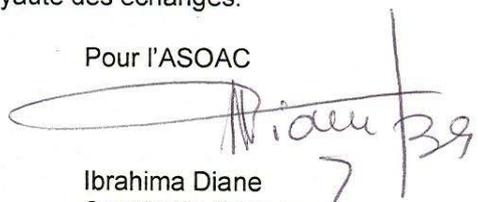
COTANCE et ASOAC appellent à leurs gouvernements respectifs de poursuivre leurs efforts visant l'élimination de ces barrières au commerce du cuir tant à l'importation qu'à l'exportation qui sont appliquées par des pays qui ne font pas partie du groupe des pays les moins avancés ou qui ont une économie faible et vulnérable. Ils souhaitent que cet objectif soit inscrit dans toutes les négociations bilatérales et multilatérales et notamment le Cycle de Doha.

Les signataires de cette déclaration commune estiment que le temps est venu pour que la communauté internationale établisse des règles plus justes gouvernant le commerce des produits de la filière cuir assurant la liberté et la loyauté des échanges.

Pour COTANCE


Gustavo Gonzalez Quijano
Secrétaire Général

Pour l'ASOAC


Ibrahima Diane
Secrétaire Permanent

¹
COTANCE regroupe les industries de l'Allemagne, la Belgique, l'Espagne, la Finlande, la France, la Grèce, la Hongrie, l'Italie, la Norvège, les Pays Bas, le Portugal, le Royaume Uni, la Suède, la Suisse et la Slovénie.
L'ASOAC regroupe le secteur cuir du Burkina Faso, du Mali, du Niger et du Sénégal.



International Trade Centre
UNCTAD/WTO

**A Leather bridge
with Africa**

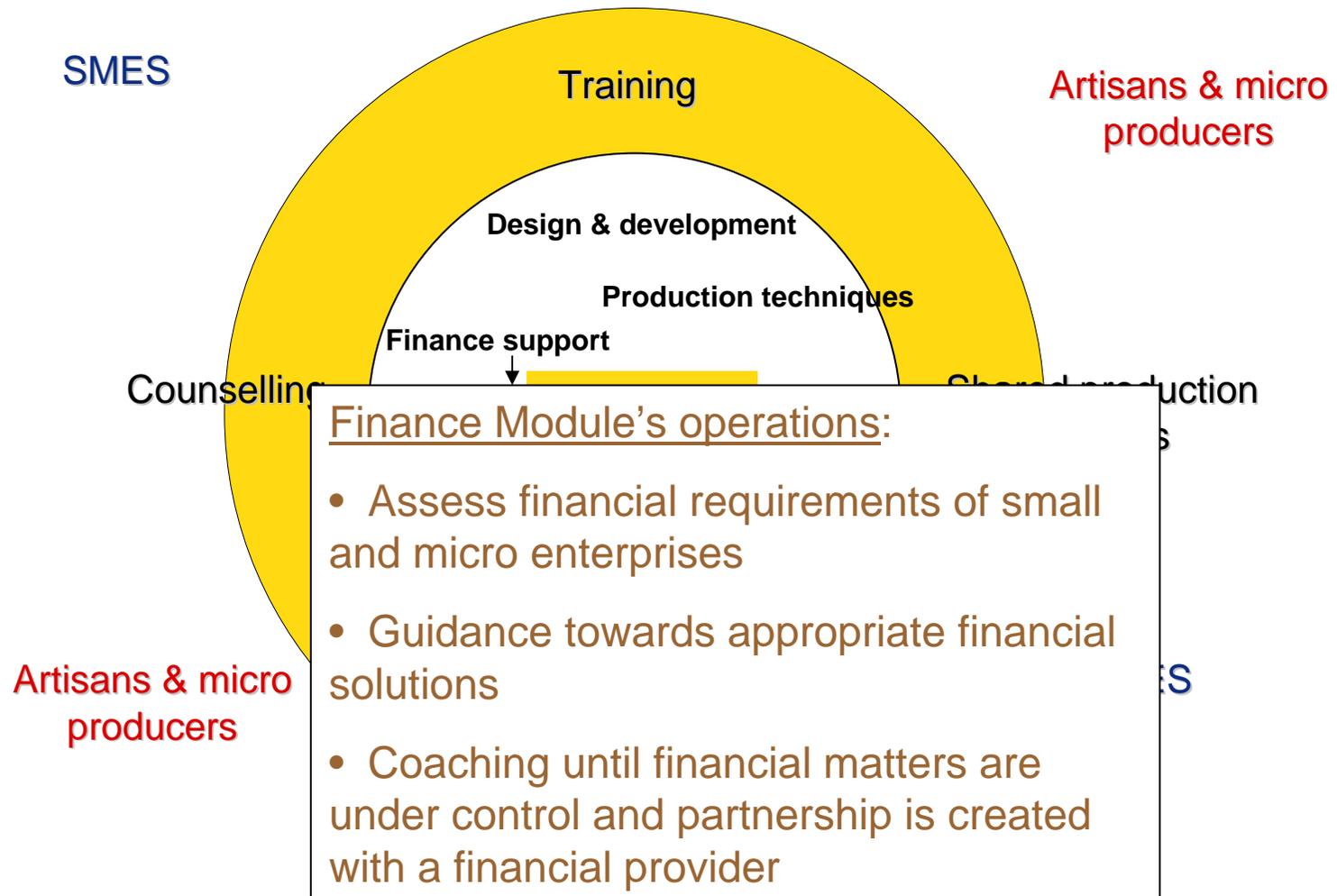
19 April 2007 - Bologna, Italy

ACCESS TO FINANCE
FOR SMALL AND MICRO ENTERPRISES IN LEATHER
SECTOR OF BANGLADESH

SOME PRELIMINARY OBSERVATIONS



BANGLADESH LEATHER SERVICE CENTRE





The Bangladesh leather sector
Large & medium enterprises

131 operating enterprises, employing 39,000 people, of which

- 96 tanneries
- 26 footwear producers
- 9 leather goods producers

Census 2004

Total bank finance to March 2006:

- US\$ 258 million
- 49% (US\$ 128 million) non-performing
- Hence, negative impact on availability of bank finance to sector



International Trade Centre
UNCTAD/WTO



19 April 2007 - Bologna, Italy

The Bangladesh leather sector Small & micro enterprises

No census or database available

Guessestimate is about 200,000 artisans and craftsmen

Major constraints for access to finance:

- **High default rate and high costs**
- **Private commercial banks consider it « high-risk credit »**
- **Absence of credit and technical information of target group**
- **Reluctance of banks to accept non-real estate as collateral**
- **Relatively difficult monitoring for the small loan**



BLSC-ITC mission for credit to small & micro enterprises

- Draw up a model for dedicated credit line for small & micro enterprises
- Prepare a programme proposal, including:
 - ✓ Details of proposed facility
 - ✓ Sponsoring organizations, their role and structure
 - ✓ The parent ministry
 - ✓ The target beneficiaries
 - ✓ The type of lending
 - ✓ Detailed inventory of pilot groups
- Arrange bank approval to start the pilot projects for:
 - ✓ Small enterprises
 - ✓ Micro enterprises



GRAMEEN MODEL

Grameen micro credit

- is simple
- collateral free

Simple repayment mechanism easily understood by borrowers:

- One year loans
- Equal weekly instalments
- Repayment starts one week after the loan
- Repayment amounts of 2% week for 50 weeks
- Interest amount due (rate of 20%) is paid at the end of every week
- Loan is supervised for 365 days



GRAMEEN EXPERIENCE

- Number of borrowers of Grameen: 6.6 million
- Almost 90% are women
- More than 7 million borrowers of other Micro Finance Institutions (MFI)
- More than 1,500 MFIs operating in Bangladesh
- A micro finance regulatory agency established separate from Central Bank



ITC-BLSC GOALS and PROGRESS

Goals

- Develop Grameen model for micro-credit in leather sector
- Develop small-credit model for leather sector

Progress

- Dutch Bangla Bank (DBB) and Abdel Monem Foundation (AMF) will fund the base-line survey of micro enterprises
- AMF will allow credit line for pilot project on micro enterprises
- DBB will allow credit line for small enterprises under small enterprises refinancing scheme of Bank of Bangladesh
- Credit Development Forum (CDF) is voluntarily extending its services as facilitator to ITC-BLSC project
- CDF is prepared to offer the service to any project anywhere in the world

Access to finance for the Small and Micro Enterprises in the Leather Sector in Bangladesh -- some preliminary observations.

Honorable Chairman,

[]

the Government of Italy, distinguished guests, ladies and gentlemen as well friends from the media.

It is indeed a very great privilege and honour for me to be with you this afternoon. I sincerely believe that this convention will enable the delegates of the individual participating country to share the valuable information and experience that will be of immense benefit and advantage for all of us to identify the common impediments and hurdles and thereby find a way out for devising a long lasting cooperation and understanding in the development projects of leather sector.

Ladies and Gentlemen:

The convention is taking place at a time when diversification has become an urgent criterion for Bangladesh for its progression and economic development and the leather sector has been identified for its potentialities and prospects in playing a vital role in such diversification. The Government of Bangladesh, Dhaka Chamber of Commerce (DCCI) and ITC, with active participation of the Italian Government, have undertaken the BLSC project to reduce its unstable and risky dependence on the export of ready-made garments industry which constitutes 76% of the country's total export.

In order to promote the export of leather and leather-goods from Bangladesh, "Leather Sector Business Promotion Council" has been established on February 2004, under the Ministry of Commerce which is strongly supported by the International Trade Centre (ITC), Geneva. The main operational arm of the Leather Council is the Bangladesh Leather Service Centre.

The overall objective of the project is to increase exports of leather products, thus contributing to sustainable export diversification and consequent employment generation

through trade-related capacity development. The project particularly focuses to assist the Small and Micro Enterprises to gradually become direct exporters.

One of the project components deals with access to finance. Its goals are to develop the capacity of the Centre's financial counselor(s) to

- a) Assess financial requirements of Small and Micro Enterprises of the sector.
- b) Guide them toward the appropriate financial solutions
- c) Coach them up to the stage when financial matters are under control or a partnership has been created with a finance provider

Ladies and Gentlemen:

Before I present you with some preliminary observations on the “**Access to finance for the Small and Micro Enterprises in the Leather Sector in Bangladesh**” I take the liberty to give a snap shot of the leather sector in Bangladesh.

I would now place before you a precise position of the **Large and Medium Enterprises** in the leather sector of Bangladesh.

There are 206 operative and inoperative Large and Medium Enterprises in the leather sector of Bangladesh where a total of 39,000 direct labourers are engaged. In 2004 the Government of Bangladesh (GoB) and GTZ jointly conducted a Census Study in the Leather Sector in Bangladesh on 131 operating firms out of which 96 are leather-processing units, 26 are footwear manufacturing units and 9 are leather goods producing units. In February, 2007 ITC-BLSC prepared a database of 63 firms. The census study and the database cover only the Large and Medium Enterprises.

Out of the total number of units only 1.5% of the leather processing/footwear units are owned by foreign companies and less than 4% are joint venture companies and from financing point of view they enjoy more or less satisfactory position.

The scenario is different in case of most other units. As on March 31, 2006 the total bank finance to 196 companies/firms in the leather sector is Tk. 1752 crore (= US\$ 258 million) out of which an amount of Tk. 867 crore (=US\$ 128 million) is non-performing which accounts for 49% of the total lending. This unusually high percentage of non-performing loans has a negative impact on the availability of bank finance for the sector.

Ladies and Gentlemen:

I would now place before you a snap shot on **Small and Micro Enterprises** of the sector.

There is no census study or database on Small and Micro Enterprises in the leather sector and the limited figures available with the institutions like the Bangladesh Small and Cottage Industries Corporation (BSCIC), Export Promotion Bureau and Bangladesh Bureau of Statistics (BSS) do not meet requirements of the ITC-BLSC project and the targeted banks to develop financing models. Most of the leather goods producing firms/units under these two segments of the sector are under sole ownership or proprietorship. They are mainly self-financed and suffer from shortage of fund due to constraints for access to finance

The major constraints for access to finance for the Small Enterprises in the Leather Sector in Bangladesh as identified by some experts are:

- (i) High default rate and high cost.
- (ii) Finance to smaller firms is mostly considered as “High-risk credits” by the private commercial banks.
- (iii) Absence of the credit & technical information on the target groups.
- (iv) Reluctance of the banks to accept non-real estate as collateral security.
- (v) Relatively difficult monitoring required for the small loan.

There is no official statistics on the number of artisans and craftsmen in the leather sector of the country but as per expert’s guesstimate it is about 200,000. BSCIC is extending loans to the artisans in a very limited scale with funding from different international agencies but their loan default rate is very high. The Export Promotion Bureau also extends loans to a limited scale to the exporters of leather goods. The artisans in Bangladesh like Africa and many other developing countries run the risk of disappearing due to the adverse effects of globalization processes.

Ladies and Gentlemen:

I now present the recent initiatives of ITC-BLSC in arranging bank finance for the Small and Micro Enterprises.

ITC in its mission to draw up a model of arrangements for dedicated credit line for Small and Micro Enterprises held meetings with the targeted four Nationalized Commercial Banks (NCBs) who played supportive role. In line with the discussions in the meetings it was mutually agreed that ITC-BLSC will prepare a complete programme proposal which will include ----

- (i) Details of the proposed facility.
- (i) Sponsoring organizations, their role and structure.
- (ii) The parent ministry.
- (iii) The target beneficiaries.
- (iv) The type of lending etc.
- (v) Programme for a dedicated facility that will include a detailed inventory for the pilot groups

Therefore, the two major issues before the ITC-BLSC for starting the Pilot Projects with bank finance are to:

1. Conduct a detailed inventory to make the credit & technical information available to the banks.
2. Arrange bank approval for credit line to start the pilot projects for:
 - (i) Small Enterprises
 - (ii) Micro Enterprises.

I observe from my recent contacts with the NCBs that the mainstream banking support for this project will not materialize immediately due to certain bureaucratic and institutional rigidities. Changing mindset of the traditional bankers may not be very easy. As such we have been engaged in a number of innovative alternatives to Small and Micro Finance initiatives.

Ladies and Gentlemen:

As you all know Bangladesh is a “Social Laboratory” of micro finance initiatives including the world famous Grameen Model of Professor Dr. Muhammad Yunus, the founder of the Grameen Bank. A number of relevant lessons can be learnt for applying these models even in the leather sector, particularly to provide flexible financial services

to the Medium and Small Enterprises. Accordingly, we have been coining with some creative options involving a number of non-profit actors and as well as some private sector banks. They are:

1. Abdul Monem Khudra Biniog Sangsta (AMKBS), a Micro Finance Institution (MFI) and a project of **Abdul Monem Foundation (AMF)**, a non-profit organization.

(i) AMF has decided to provide micro finance to artisans/craftsmen in the leather sector for a pilot at a location to be jointly selected AMF and ITC-BLSC. They have also agreed to continue such finance in other locations on the basis of experience of the Pilot Project.

2. **Dutch Bangla Bank Limited**, a private sector joint venture commercial bank:

Though a profit making financial institute is willing to offer as a facilitating agency to have access to Small Enterprises Fund refinanced by Bangladesh Bank out of its deep interest in corporate social responsibility at the interest rate of 5% charged by Bangladesh Bank (the Central Bank)

In this context I would bring to your kind notice that the Central Bank (B.Bank) has introduced Small Enterprises Fund (SEF) Scheme with funding from ADB, IDA, and Government of Bangladesh for refinancing the small lending. The scheme entitles the banks to 100% refinance at 5% interest rate against loans allowed to small enterprises under own credit norms. But the banks receiving such refinance usually charge interest @ 14% to 18% from their clients. Moreover, strict adherence to the credit norms of the individual bank restricts access to credit for the target groups.

(ii) AMF and Dutch Bangla Bank Limited (DBBL) agreed on principle to provide fund jointly for the proposed survey of ITC-BLSC project as recommended by Dr. Professor Atiur Rahman subject to completion of the required formalities.

3. **Credit Development Forum (CDF)**, a network of organizations of 1,500 Micro Finance Institutions including Grameen Bank, BRAC and ASA and Professor Dr. Atiur Rahman is the Chairman of CDF. He is also the Chairman of the Department of Development Studies, Dhaka University and a researcher on micro- credit.

- MAREK
- (i) Professor Dr. Atiur Rahman on his own behalf and on behalf and on behalf of CDF made an offered to extend voluntary services to ITC-BLSC Project. He has already started to assist the project and examined our data need for bank finance and recommended for conducting a "Baseline survey on Small and Micro Enterprises in the leather sector"
 - (ii) He has also offered his expertise support to the concerned parties both as researcher on micro-credit and also as the leader of the network, to the interested parties anywhere in the world. CDF as a facilitation institution also agreed to provide technical assistance to the upcoming MFIs anywhere in the world, if needed."

Ladies and Gentlemen:

In conclusion I express my sincere thanks to the Italian "International Cooperation Forum" ASSOMAC and all concerned for arranging this convention. I am very much grateful for inviting me and giving me the opportunity to attend and address the convention and enhance my knowledge by sharing the valuable information and experience of the participating countries and the international organizations. My special thanks for Mr. Mario Pucci of ASSOMAC Mr. Carlo Cattani, Mr. Giovanni Dadaglio of ITC for giving me all out support.

Thanks for all of you for patient hearing.

Success Exceeds Expectations

How to improve access to credit by the African footwear
micro- enterprises

“ A LEATHER BRIDGE WITH AFRICA ”

Bologna Fair Ground, Pavilion 36, Sala Sinfonia - 19 April 2006

Microcredit in Africa

- Africa is second in the world for number of Microfinance Institutions, with over 32%. The African microcredit market, dominated by the preponderant role of the NGO (Non-Governmental Organizations), is mainly concentrated on the women (who constitute 61% of the customers).

Microfinance and Informal Economy

- Microfinance may be defined as the concession of small amounts («microcredit») destined to the development of productive activities to persons who, finding themselves in a situation of poverty and marginalization, cannot have access to the traditional bank loans.
- In fact, 20% richer than the world population, it obtains 95% of the total credit issued in the world.
- The inadequacy of the institutional financial system has involved in the Developing Countries the expansion of a heterogeneous informal economy (based on very old traditional forms) characterized by considerable flexibility at organizational level and reduced costs. The informal financial system, linked to personalized social relations, may be considered the forerunner of the modern microcredit, which started to circulate roughly thirty years ago starting from the pioneering experiences in some countries of the south of the world.

The Grameen Bank

- The first microfinance institution, the Grameen Bank, was created in Asia in 1976 by the economist Muhamad Yunus. It is a rural bank (in Bengalese “graamen” means peasant) which grants loans and organizational support to the poorest, united in groups of beneficiaries (Solidarity Group), otherwise excluded from the traditional credit system.
- The methodology of the Grameen Bank is based on the group concept which guarantees for each beneficiary: in fact, the loan is granted by the bank provided that the applicant forms part of a group of five persons (who must reside in the same village) which guarantees the reliability of the single person.

THE TONTINES

- A preponderant role in the field of informal finance is played in Africa by the so-called “tontine” (whose name derives from the Italian financier Tonti who in 1650 studied a new loan formula to raise State funds again).
- The most elementary form of “tontine” consists in a mixed formula of savings and credit in which the participants regularly pay quotas of a fixed amount to a joint fund, then distributed to each of the members who are appointed with the drawing of lots method. While the first member who receives the fund benefits from a loan without interests, the last member saves during the whole cycle without being paid, to collect only at the end the same amount he would have accumulated regularly saving as single person.

The Microcredit Market in Africa

- According to the data surveyed by the Consultative Group to Assist the Poorest (CGAP), at international level, there are at present 2,548 financial organizations at the service of the poorest bracket of the population; the CGAP has classified them in different types, regardless of whether they are specialized or not specialized exclusively in microfinance:
 - Commercial banks;
 - Cooperative credit banks;
 - Non-banking financial institutions;
 - Postal banks;
 - Projects of international cooperation;
 - Non-governmental organizations;
 - Cooperative companies;
 - State banks;
 - Agricultural banks;
 - Village banks;
 - Other.

LA RIPARTIZIONE GEOGRAFICA DEL MICROCREDITO

AREA	PERCENTAGE
Asia	40%
Sub-Saharan Africa	32%
Latin America	17%
Europe, N. America, Near East	17%

Fonte: CGAP (2005)

THE AFRICAN SCENARIO

- The high level of productivity and the quality of their portfolio should enable the African Microfinance Institutions to make further progress and to put themselves at the services of the poorest bracket of the population, in particular the women (who in Africa constitute 61% of the microcredit customers), who continue not to have access to the services of the formal finance.
- However, it is difficult to imagine that the microcredit can aim to rising again autonomously, i.e. without the support of the aids of international donators, Africa's economic situation that was devastated in particular by wars for the control of the natural resources.
- It is probable that the microcredit projects adopted by the Microfinance Institutions present in the African countries will clamorously fail if they are not inserted in wider intervention programs specialized in productive activities, necessary to remove the structural causes that impede the growth of economic activities in Africa.

AFRICAN SCENARIO OF THE SMALL INFORMAL ENTERPRISE OF THE SHOE INDUSTRY

- At world level shoes production and consumption increase by over 4% per year, while the average price of a pair of shoes has dropped 13%.
- The sector of the small African shoe enterprise is growing and develops as a function of a “poor” or archaic market which constantly grows, moving from the rural to the metropolitan zones.
- The informal enterprises may be those of repair and recycling, a sort of “bricolage” around the formal sector and the sector of second-hand shoes, and those which, inserted in a context of decline of the industrial shoe sector, beaten in the competition by the products imported from Asia, identify in the informal channel and in the productive structure reduced to the minimum, which permits very low investment costs and very low circulating capitals, the method which best conjugates effectiveness and modernity.

Characteristics of the Small Family Shoe Business

HUMAN RESOURCES	ABOUT 10 PEOPLE EMPLOYED
Accounting	Informal, not written
Financing	Family, Tontines, Informal
Fixed Asset	Small, House, Open air
Equipment	Mainly by hands
Daily Production	10 – 15 pairs of shoes
Working Days per Year	4 – 6 months per year
Prices	Sandals 2-5 euro, shoes 5- 10 euro .
Trades	Personal Contacts, informal

The Microfinance Proposal for the Small Shoe Factories

- To create Groups of Solidarity Connected with the Service Centres of the Clusters with the following activities and characteristics
 - To carry out programs of financial support to the technological re-qualification integrated with technical assistance and training programs
 - To root the projects inside the artisan environment of reference
 - To find on the spot some methods to be able to include the informal producers, making them at least “semi-formal”
 - To calibrate in each case the appropriate technologies to adapt themselves to the infrastructures and to the work customs of the clusters
 - To select the candidates for the technical and financial assistance in accordance with flexible, open rules shared by the beneficiaries
 - To design training programs of accompaniment, which are equally important to the technologies
 - To organize the collaterals for the required guarantees to the promoters/beneficiaries following the usual management of the loans locally in use.

A Possible Example of a Budget for Microfinance

- To create a supervision and assistance service (tutor) for the management of the microcredit for an ad hoc loan split as follows:
 - 10% charged to the artisan who promotes the project
 - 10% charged to the community of small producers who participated in the project
 - 20% charged to the local financial institutions which support the project with a State contribution
 - 50% as collective risk of all the participants, using an ad hoc external loan.
 - 10% as risk capital charged to the technology suppliers.



International Trade Centre



UNCTAD CNUCED



WTO OMC

**A Leather bridge
with Africa**

**UNE TENTATIVE DE REPONSE
« RESPONSABLE » sur COMMENT FACILITER
L'ACCES AU CREDIT DES PME**

**COOPERATION ENTRE FINANCE ET ASSISTANCE
TECHNIQUE**

BOLOGNA 19 AVRIL 2007

Bologna, Italie 19 avril 2007



International Trade Centre
UNCTAD/WTO



PME SECTEURS
CUIR EN
AFRIQUE

GROS ACHETEURS
MARCHES EXPORTS

COMMERCE

INTERNATIONAL

WTO

TAX
system

TSIs

LAWs

TPOs

INT-FINs

UNSystem

DFIs



International Trade Centre
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**A Leather bridge
with Africa**

**MONDE
FINANCIER**

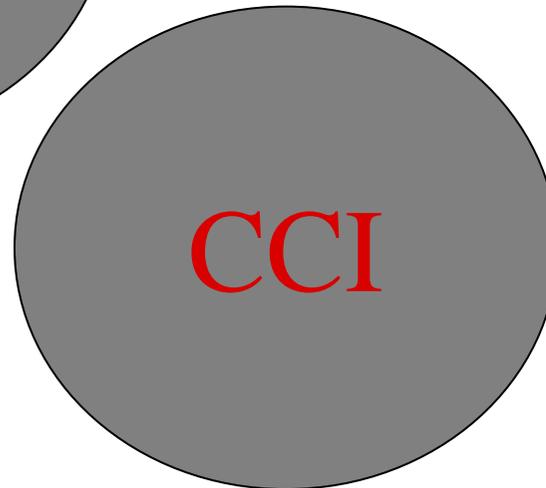
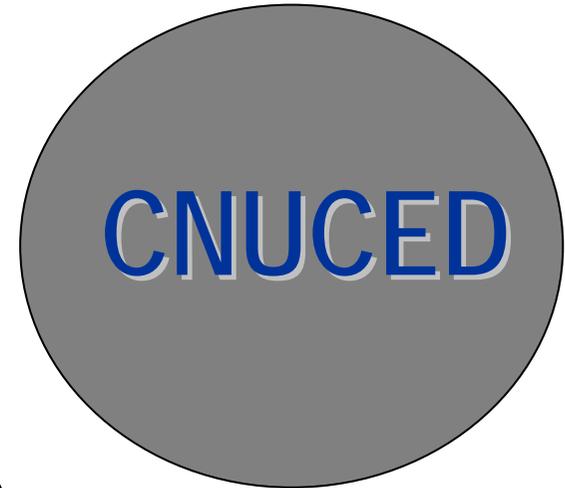
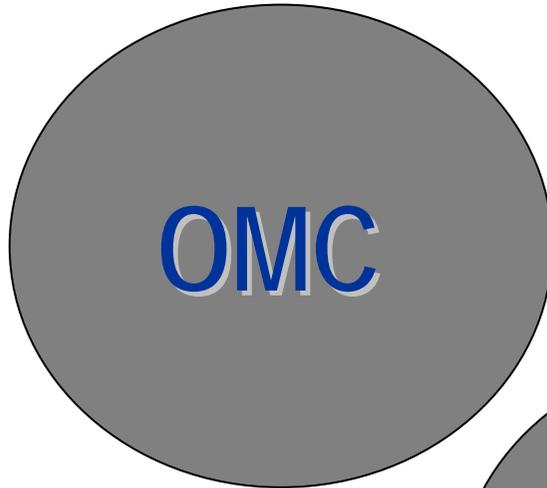
**AGENCES TECHNIQUE
ET NATIONS UNIES**

**COMMERCE
INTERNATIONAL**



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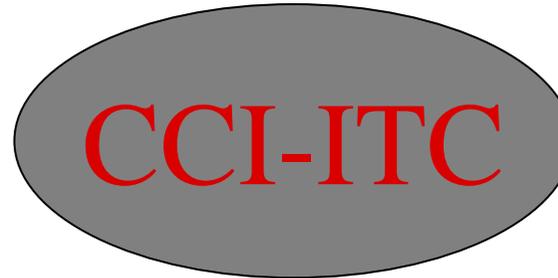
**A Leather bridge
with Africa**





International Trade Centre
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**A Leather bridge
with Africa**



RELATIONS ENTRE LES AFFAIRES ET OMC



Lois commerciales



PRODUITS ET LEUR AMELIORATION (Packaging, Standards et qualite')



Information sur les marches



Assistance technique FINANCEMENTS



Infrastructure de soutien

Bologna, Italie 19 avril 2007



ACCEDER AUX FINANCEMENTS implique:

- POLITIQUE MONETAIRE
- POLITIQUE DES CHANGES
- POLITIQUE BANCAIRE
- INFRASTRUCTURE FINANCIERE
DONT ON DISPOSE



International Trade Centre
UNCTAD/WTO



INFRASTRUCTURE FINANCIERE D'UN PAYS

- BANQUE CENTRALE
- SECTEUR BANCAIRE (COMMERCIAL)
- LES BANQUES DE DEVELOPPEMENT
- LES AUTRES INSTITUTIONS
FINANCIERES
- LES ACTEURS EXTERIEURS
DONT ON DISPOSE

Bologna, Italie 19 avril 2007



ACCEDER AUX FINANCEMENTS implique:

- POLITIQUE MONETAIRE
- POLITIQUE DES CHANGES
- POLITIQUE BANCAIRE
- INFRASTRUCTURE FINANCIERE
DONT ON DISPOSE



**COMMENT ON AMELIORE
L'ACCES AU FINANCEMENT**

*Improving access to finance...
requires a three level approach*

Micro Level:

LA CAPACITE DES
ENTREPRENEURS EN MATIERE
DE FINANCEMENT



Meso Level:

RENFORCEMENT DES
PRODUITS ET SERVICES
BANCAIRES

Macro Level :

ETUDE DES BESOINS AU NIVEAU NATIONAL,
DES CONTRAINTES ET DE L'OFFRE REELLE



International Trade Centre
UNCTAD / WTO



Micro finance --- “Le Gap” --- Banques et finance traditionnelle

L’avenir de la Microfinance

Les contraintes de la Banque
Basle II et Equator Principles

Le GAP :

L’avenir de la banque PME

Les programmes spéciaux

Bologna, Italie 19 avril 2007



International Trade Centre



UNCTAD CNUCED WTO OMC

Un grand Merci!

Thank You !



Centre for the Development of Enterprise

'Improving Access to Finance'

The CDE Experience in Burkina Faso and Madagascar

Presentation

Bologna, 19 April, 2007

by Klaus Niederländer

CDE Programme Manager



CDE is an Institution of the ACP Group of States and the European Union
Financed by the European Development Fund





Key Themes of Presentation

- A Brief on the role of CDE and its support to the African leather sector
- The Approach taken in the textile artisan sector in 2 African countries
- The Tools and Methods to improve the access to finance





The CDE in a few Words

- An Institution of the ACP Group of States and the EU under the Cotonou Agreement...
- Mainly funded by the EDF
- To promote the private sector in ACP countries
 - Through the provision of non financial business development services to enterprises and intermediary organisations
- Relying on a three-prong strategy
 - Emphasis on sector programmes
 - Close to clients through a regional network
 - Partnership with other institutions





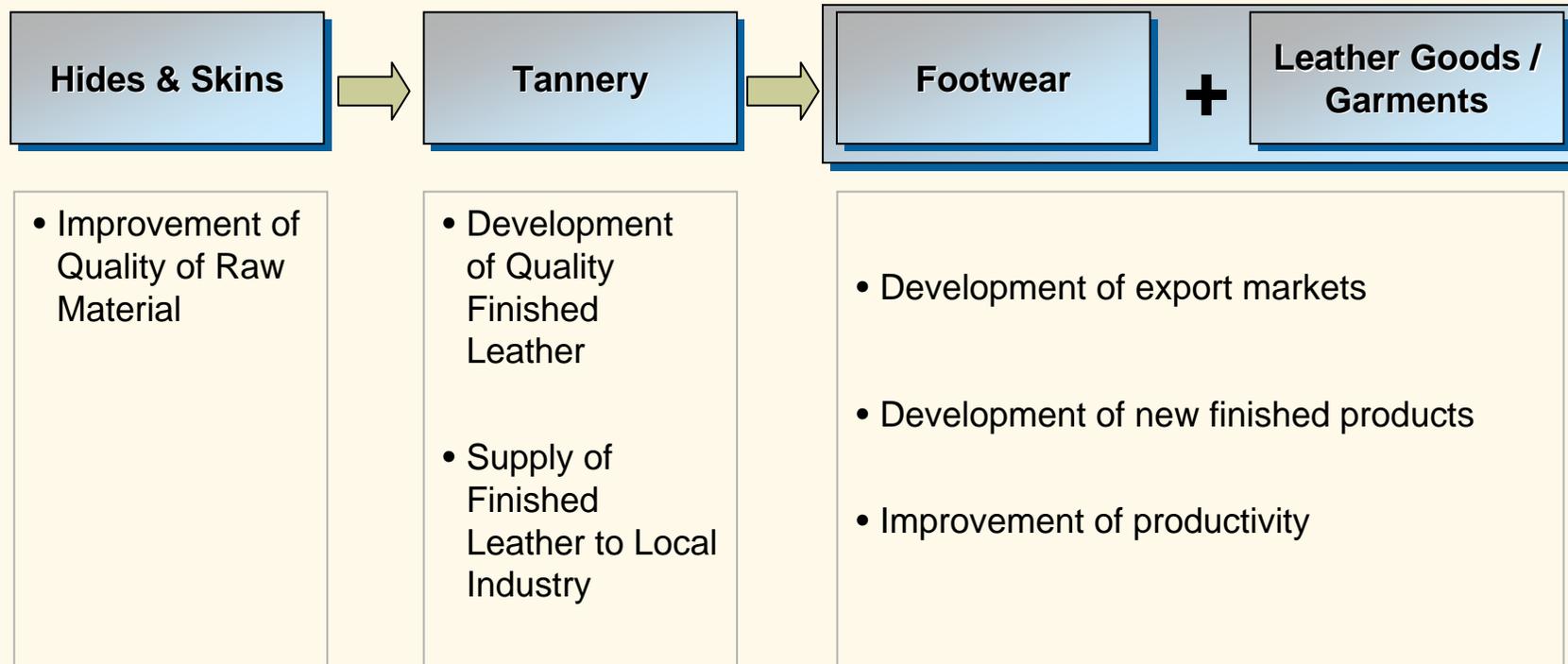
CDE's Leather Strategy in East Africa

- Contribute towards the long-term objective of **Poverty Eradication** by focusing on Private Sector Development
- Promote interventions which are likely to yield **high impact** and **sustainable outputs**
- Interventions are **demand driven** with ownership at enterprise level
- Address and respond to **challenges/constraints in the sector**
- Draw on **synergies** from other support actions in the leather sector
- Focus on those companies, which have the potential to be or to become the **prime movers for the African leather sector**





A Value Chain Approach With Pilot Projects



Capacity Building for Professional Associations and Investment Promotion into Sector



Results – Some Highlights

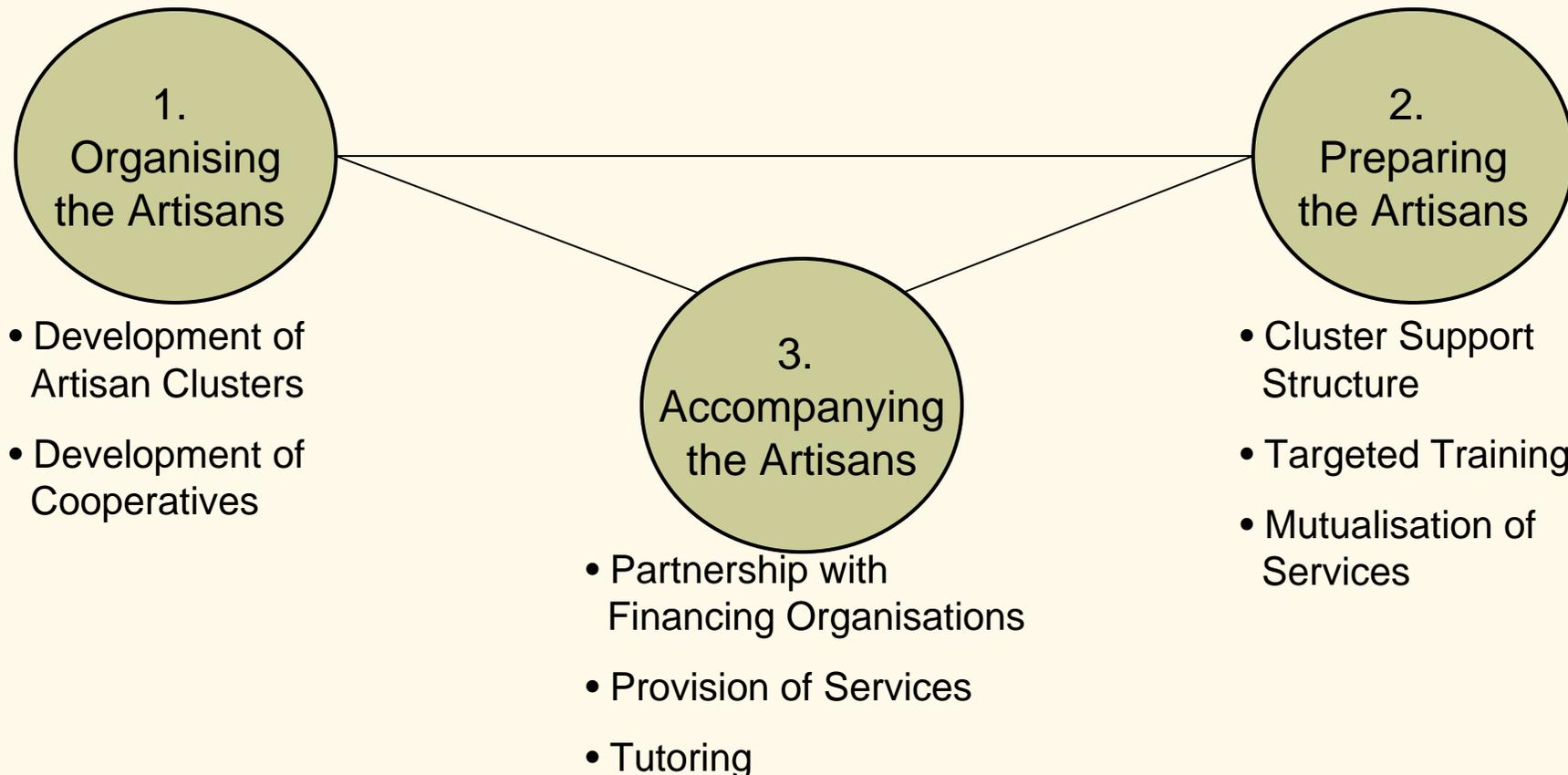
- Initiation of a number of Export Production Cooperations in Ethiopia and Kenya in the footwear and leather goods sector
- Development of the first industrial footwear export productions in Ethiopia (see Dire-Adelchi cooperation)
- Training of about 40 Technicians, Designers and Managers
- Acquisition of sample orders from EU Firms involving 12 African companies and about 10 interested European Firms





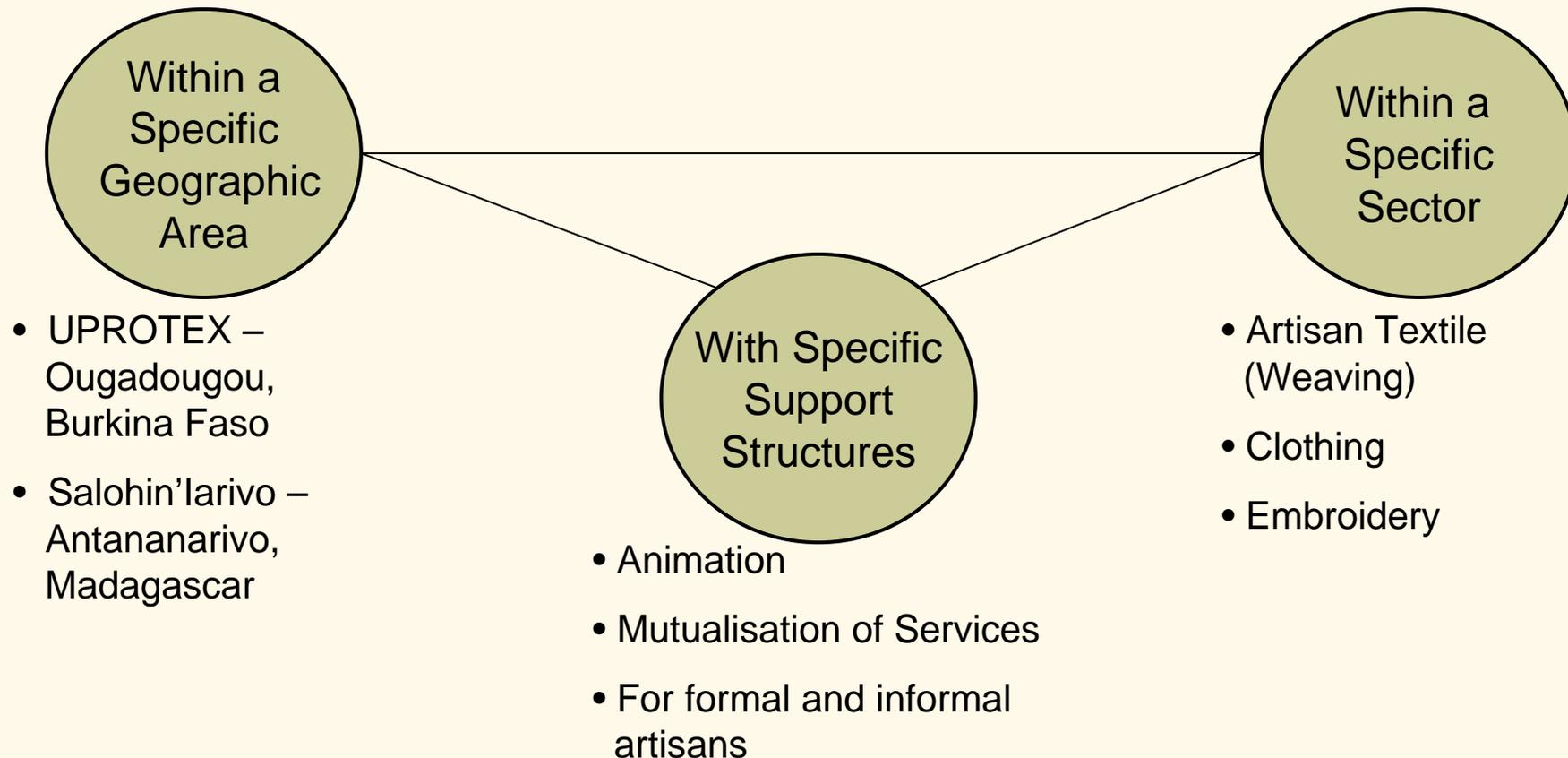
The Approach in Burkina Faso and Madagascar

The Case of the Artisan Textile Sector



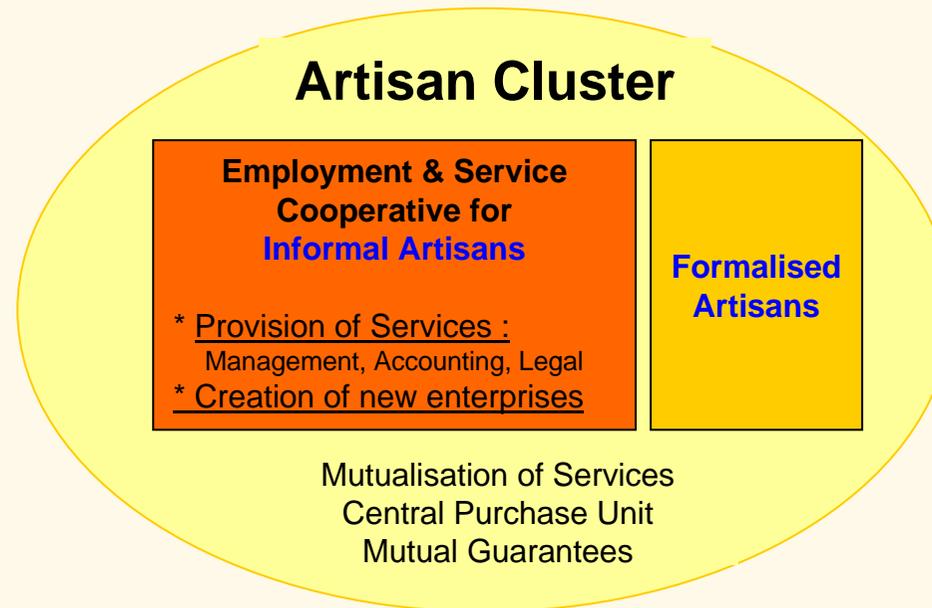


1. The Grouping of Artisan Production Units Cluster Development





1. The Structuring of the Informal Artisans Development of Employment & Services Cooperatives



- Gives an official status to the informal artisan and his activity: 'entrepreneur salarié' or 'Employment generating activity or revenue'
- Teaches entrepreneurial skills
- Formalises the production units without legal status
- Fulfils all the administrative tasks of a formal company (legal, accounting, judicial,...)



2. The Development Axes of the Artisan Clusters

Animation

- Key role to drive cluster development
- Preparation of Action Plans
- Communication & Coordination of Activities

Training

- Entrepreneurial skills
- Production skills
- Marketing skills

Mutualisation

- Production order sharing
- Joint Marketing
- Joint Purchasing

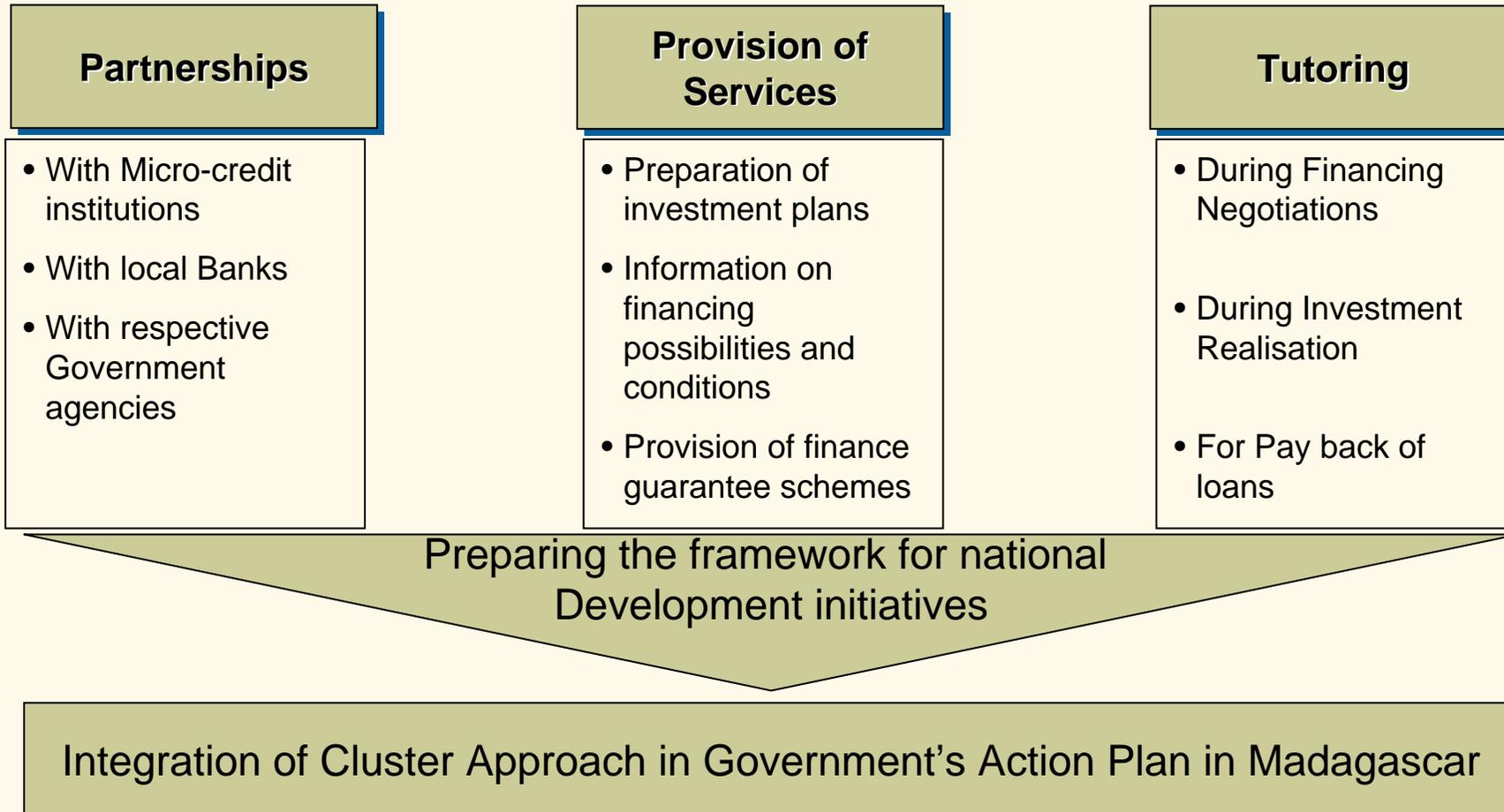
Preparing the Artisans to become fully active Economic Players

Development of Local, Regional & Potentially International Markets





3. The Implementation of Pilot Projects





Some First Results

- Two clusters created in Ouagadougou and Antananarivo with around 30 structures/enterprises each representing around 500 and 1.500 employees respectively
- Various trainings on improvement of production and commercialisation techniques carried out (direct training and train the trainer approach)
- Creation of first Employment & Service Cooperative in Antananarivo with 80 artisans
- Signing up of first financing partnerships with micro-credit institutions in Antananarivo and Cooperation with industrial textile cluster to use their facilities (e.g. Textile Services Centre)
- Realisation of first small investments





Annex



Partnerships with Financing Institutions

- Il revient à la structure d'animation de Salohin'larivo et à la structure CAES-SALOHY, en collaboration avec MICROCRED de :
 - informer les artisans membres de Salohin'larivo sur les produits financiers et les conditions financiers de MICROCRED,
 - de former les artisans sur le remplissage des dossiers de demande de crédit,
 - encadrer les artisans membres à l'élaboration de leur dossier de demande de financement selon le format MICROCRED,
 - proposer les artisans demandeurs de crédit à MICROCRED après une pré-sélection sur la base de certains critères : membres à part entière de Salohin'larivo, en règle sur le plan financier avec Salohin'larivo, en activité dans le secteur textile/confection et broderie, moralité.

Les engagements de MICROCRED, selon ses critères et ses procédures d'octroi de crédits, sont :

- d'organiser des séances d'information et de formation sur les produits et conditions financiers de MICROCRED
- d'accompagner les artisans sur la constitution des dossiers,
- de visiter les artisans demandeurs de crédits,
- de faire connaître à la structure d'animation de Salohin'larivo et la CAES-SALOHY la décision d'octroi
- d'établir le contrat d'octroi de crédit au cas où la décision d'octroi est positive
- de procéder au déblocage de crédit aux bénéficiaires de crédits
- d'assurer le suivi de remboursements et de faire connaître à la structure d'animation, et à CAES-SALOHY le règlement des remboursements des artisans bénéficiaires de crédit.





CDE Sectoral Programmes

- Central Africa

- ICT
- Forestry & Wood
- Fruit & Vegetable
- Agro-industry
- Construction / Building Materials
- Tourism
- Transport / Energy / Water

- West Africa

- ICT
- Forestry & Wood
- Fruit & Vegetable
- Agro-industry
- Environment
- Textile and Clothing
- Construction / Building Materials
- Tourism
- Transport / Energy / Water

- East Africa

- Fishing & Aquaculture
- Fruit & Vegetable
- Textile and Clothing
- Leather
- ICT
- Tourism
- Transport / Energy / Water

- Pacific

- Tourism
- Fish
- ICT

- Caribbean

- ICT
- Forestry & Wood
- Environment
- Maintenance
- Tourism

- Southern Africa

- Aquaculture
- Textile and Clothing
- Fruit & Vegetable
- Environment



Iqqub- a traditional informal
financial institution

Background on informal and small-scale leather producers sector in Ethiopia

- Leather sector significant to economy of the country as major employment industry, foreign currency earning, appropriate to the context due to labour intensive methods of production and use of low skilled labour, great potential available in large No. of livestock

Background ctd.

- Sector dominated by foot wear enterprises making up 72% of total enterprises in the sector
- Sector dominated by informal cottage and handicraft firms

Background ctd.

- Micro and informal enterprises share characteristics of;
 - Seasonality of production
 - Fluctuation of labour, terms of labour relations not governed by formal regulations, flexible working hours, piece rate payment
 - Lack of formal skill training, skill circulating through labour force mobility from large to smaller enterprises
 - Lack of formal financial and business mgt skills
 -

Characteristics of informal and small scale ctd.

- paternalistic nature of business; enterprises, apprentices, employees and owners bound to business by family, geographic or ethnic ties; kinship ties being bases of cooperation and alliance formation between enterprises to pull resources together.
- Reliance more on informal financial institutions such as Iqqub for finance

Iqqup- traditional financial institution

- Traditional saving and credit institution with a rotating fund. System of saving where by people form groups and pay periodically a fixed amount of money, which will be collected in a common pool, so that, in rotation, each member of the group can receive one large sum, i.e., the sum of money paid by all in one period.

Iqqub ctd.

- Has saving and credit aspect, involves borrowing and lending activity where by all members borrow from each other for varying periods of time
- Formed for various purposes such as; starting or expanding business ventures, consumption purposes that need expending large sum of money at one time or simply for saving
- Membership in Iqqub can be held as collateral to borrow from individuals outside the group

Iqqub ctd.

- Iqqubs vary in size of members and amount of capital contributed but serve people with various socio-economic status
- Bigger Iqqubs- with higher capital- have a more business oriented operation, formalized institutions, written-by-laws, some transaction costs and still maintain cultural appropriateness elements; such as, mutual assistance in times of difficulties

Operations of Iqqubs

- Membership – usually formed based on pre-established social ties, same work place or same trade, neighbourhood, ethnic background etc.
- In Iqqubs involving higher capital (bigger Iqqubs), people wanting to join require testimony of 2-6 of existing members to ensure their credit worthiness and act as guarantors for them

Iqqub operations ctd.

- Membership contribution – fixed amount of money contributed by members into a common pool on regular basis, weekly or monthly. Additional contribution of a very small amount also on regular bases to cover costs such as, short falls caused by defaulters, to cover salary of Iqqub officials like the president and secretary or buy drinks when members come to cast lots and socialize.

Iqqub operations ctd.

- Casting lots and collecting fund – turns in collecting fund from the pool by members is determined by casting lots regularly, weekly or monthly according to regular interval for contributions. The winner of the lottery collects the pool money, but is required to continue contributing the fixed amount of money regularly, until every member in turn had the chance to collect the fund from the pool, i.e. until one life cycle of the Iqqub ends.

Iqqub operations ctd.

- If higher capital is involved, a person winning a lottery before the life cycle of an Iqqub ends, requires to present guarantors from the members of group to make sure that the winner continues to make his/her regular share of contributions until the life cycle ends. If the winner failed to present guarantors, he/she will be forced to collect fund from the pool at the end of the life cycle of the Iqqub. Defaulter can also be taken to court.

Iqqub operations ctd.

- Selling of lots/lottery – Most Iqqubs on regular intervals sell lots to members who want immediate access to the fund instead of waiting 'till they win a lot. Selling price of lots is determined by the length of expected waiting time or the remaining life of the iqqub in one cycle. It takes into account opportunity cost of money and sell at a rate that progressively reduces from the beginning towards the end of the life cycle of the Iqqub. (eg. Selling price of Iqqub can be 10% of total fund at the beginning of the life cycle and reduces to 3% of total fund towards the end of the life cycle of the Iqqub)

Iqqub operations ctd.

- Winners of the lottery can also sell their lot/ turn to another member who is willing to pay and wants the money urgently
- Money collected from selling lots will be used to cover expenses such as short fall caused by defaulters, premium payment. Remaining money from sells of lots dispersed among members at the end of life cycle of the Iqqub.

Iqqub operations ctd.

- Premium payment – members who collect fund at the later cycle of the Iqqub are compensated by premium payments, (so that they won't be net creditors at zero interest rate) in bigger Iqqubs, which amounts to the fixed amount of contribution by a member at one time.

Iqqub operations ctd.

- Social Self help aspect – sometimes Iqqubs provide a rudimentary type of insurance schemes where members raise a special fund to financially assist the family of the a deceased member of the group. Or in case of a crisis situation such as, the burning of a business enterprise, a member is entitled to immediate collection of pool fund free of charge

Summary

- People with varying economic status enter into Iqqubs.
- Small and informal business owners depend on it for access to credit
- Iqqubs where more capital is involved are more formal and institutionalized and still maintain elements of self help and mutual assistance
- High preference for Iqub, because it imposes self discipline to save, has simple and flexible working system adaptable to various situations and needs, gives interest free loans, are easily accessible and helps to strengthen ties of solidarity and friendship

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Association Ouest Africaine
des Suints et Peaux



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A LEATHER BRIDGE WITH AFRICA

***17-19 April 2007
Bologna - Italy***

"A LEATHER BRIDGE WITH AFRICA"

A project for African footwear artisans and family-run cottage units

Since 2005, with the support of the **ITALIAN MINISTRY OF INTERNATIONAL TRADE** and the **ITALIAN TRADE COMMISSION, ASSOMAC** has been promoting a project realized in collaboration with **PISIE** within the leather and footwear sector for Africa and some countries in the Middle-East.

The project is the result of careful study into the current state of production in those countries concerned and has revealed the active presence of artisan and informal footwear production capable of satisfying more than 60% of local market demand. A production system true and proper, employing hundreds of thousands of people all over the African continent, but one which faces extinction as a result of some negative effects of globalization.

The main aim of the initiative is the improvement, in technological and productivity terms, of the micro-enterprises and small family-run cottage units, to be achieved through the introduction of basic systems of mechanization allowing for the standardisation of product quality in addition to product diversification.

Its secondary aim is the fostering, on a regional level, of vertical integration between various specialized production processes involving intermediary commodities and raw materials available locally.

The specific aims of the project are:

- the creation of pilot plants within Service Centres situated in the various countries, in particular those in Sub-Saharan areas, supplying technical assistance and financial support procedures for the purposes of improving productivity in the field of small and very small enterprises within the sector. The plant has been designed by **PISIE**, International Polytechnic Institution for Industrial and Economic Development, an Italian non-profit organization.
- the improvement of the production capabilities of the thousands of already existing artisan workshops.

In order to realize this project, also in view of the seminars and practical demonstrations which have already been held in **Tunisia, Kenya, Mali, Senegal, Egypt, Morocco** and **Syria**, it has become clear that certain complementary activities are also required, such as:

- the installation of a mechanized plant, with simple and inexpensive machinery, for the artisan production of footwear with an average production capacity of about 50 pairs per day;
- the creation of a model, even informal, for the funding of micro-

enterprises; a model supported by jointly liable credit institutions for the establishment of a Guaranty Fund in order to overcome difficulties encountered in gaining access to credit.

The idea is that of promoting comparisons between those institutes managing credit, for the formation of guaranty collaterals: International Aid may participate in the development of such micro-enterprise, provided that it is programmatic, training-oriented and that allocated funds actually reach the African artisan micro-enterprises, instead of disappearing through institutional and organizational "filters".

Allocated funds should be used by Agencies situated in proximity of the African clusters where such micro-enterprises are located, in order to then be passed on to the family-run cottage units located in rural areas.

Furthermore, these funds must be used as the sole source of institutional funding only in those cases where other forms of financial support, such as conventional bank systems, are not possible. Otherwise, funds must be used to support the bank system and to encourage the orientation of projects. In any case, they must be coordinated with the jointly liable financing systems currently in use.

The two activities may be integrated, also by means of a technical training aid programme, using modern, inexpensive and easily operated equipment, if necessary also following technological models suited to subcontractor production to be activated by the Service Centres.

Amongst other things, in some African countries negotiations are underway in order to reach agreements for collaboration with intermediary Agencies, representative of the sector, which could even collaborate in developing the Service Centres and in managing credit aimed at improving productivity.

In real terms, the cooperation programme sets out to help micro-enterprises and family-run cottage units to:

- widen their range of production,
- produce faster and at a lower cost,
- optimize product quality whilst retaining its distinctive "hand-made" characteristic.

Costs

Price of the pilot plant ex works, including the machines between n1 and n°31, complete with accessories and necessary set of tools. Installed working capacity above 250 pairs per day.

Euro.....80.000,00

"A LEATHER BRIDGE WITH AFRICA"

Un projet pour les artisans et les laboratoires de dimension familiale d'Afrique

Depuis 2005, l'**ASSOMAC** soutient, en collaboration avec le **Ministère du Commerce International** et par l'**institut pour le Commerce avec l'étranger**, un projet réalisé en collaboration avec le **PISIE** dans le secteur du cuir et de la chaussure pour l'Afrique et certains Pays du Moyen-Orient.

Le projet a pris naissance en partant de la situation productive des zones examinées, dans lesquelles on a remarqué une présence active du système de la chaussure artisanal et informel qui arrive à couvrir, par sa production, plus du 60% de la demande du marché local. Un véritable système productif qui emploie des centaines de milliers de personnes dans tout le Continent africain et qui risque de disparaître à cause de certains effets néfastes des processus de globalisation.

Objectif primaire de l'initiative sera l'amélioration technologique et productive des micro -entreprises et des petits laboratoires à caractère familial, en introduisant des systèmes de mécanisation de base pour permettre un type de fabrication de qualité homogène et une diversification productive.

L'objectif collatéral, sera de favoriser l'intégration verticale au niveau régional des différentes spécialisations productives, des biens intermédiaires et des matières premières que l'on peut trouver localement.

Les objectifs spécifiques du projet sont:

- La création d'installations pilotes à l'intérieur des Centres de Services dans divers Pays, en particulier pour l'Afrique sub-saharienne, dans lesquels on puisse trouver une assistance technique et des formes de support financier adaptés à l'amélioration de la productivité dans le cadre des petites et des micro entreprises du secteur. La conception a été réalisé par le PISIE, le Polytechnique International pour le Développement Industriel et Economique, une ONG italienne
- Améliorer les capacités productives des milliers de laboratoires artisanaux déjà existants.

Pour réaliser ce projet, on a souligné - à partir de séminaires et de démonstrations pratiques qui se sont déjà déroulées en Tunisie, Kenya, Mali, Sénégal, Egypte et Maroc et Syrie – que certaines activités complémentaires seront nécessaires:

- La mise en place d'une installation mécanisée, à l'aide de machines simples et peu coûteuses, pour la production artisanale de chaussures ayant une capacité productive moyenne de 50 paires par jour.
- la création d'un modèle, même informel, pour le financement des micro

entreprises; un modèle qui puisse voir la participation des Institutions du Crédit solidaire pour la création d'un Fond de Garantie pour sauter l'obstacle de l'accès au Crédit.

L'idée sera de promouvoir une table de confrontation entre les Institutions qui gèrent le crédit pour la création de collatéralités de garantie. L'Aide Internationale pourra participer au développement de la micro - entreprise, à condition qu'il soit programmé, centré sur la formation et que les fonds débloqués atteignent effectivement les micro entreprises artisanales africaines plutôt que les voir dispersés entre les "filtres" institutionnels et organisationnels.

Les fonds éventuellement débloqués pourront être utilisés par des Agences qui se trouvent en proximité des districts africains qui regroupent les micro entreprises, pour ensuite atteindre les laboratoires de dimensions familiales des zones rurales. En outre, ces fonds devront être utilisés comme unique source de financement institutionnel, dans les cas où il sera presque impossible de pouvoir activer d'autres formes de financement, comme le système bancaire conventionnel. Autrement, les fonds devront être utilisés pour aider le système bancaire et pour diriger l'orientation des projets. Dans tous les cas ils devront être coordonnés par des systèmes de financement solidaire déjà utilisés actuellement.

Les deux activités pourront être intégrées, grâce à un programme d'assistance pour la formation technique, avec des installations modernes à pris réduit et de simple utilisation, éventuellement aussi, à partir de modèles technologiques adaptés à la production pour le compte de tiers, qu'il faudra mettre en place auprès des Centres de Services.

De plus, dans certains Pays d'Afrique et du Moyen Orient des contacts sont en cours aujourd'hui, pour arriver à des accords de collaboration avec les Agences intermédiaires représentatives du secteur qui pourront collaborer ainsi à la formation de Centres de Services et à la gestion des crédits qui s'adressent à l'amélioration de la productivité.

Concrètement le programme de coopération se propose d'aider les micro - entreprises et les laboratoires de dimension familiale à:

- diversifier la gamme des produits;
- produire plus rapidement et à des coûts inférieurs;
- optimiser la qualité du produit mais toujours en maintenant l'aspect d'un « travail manuel ».

Coûts

Prix de l'équipement pilote, compris les machines entre n°1 et n°31, complétez avec accessoires et l'ensemble nécessaire des outils. Capacité de travaille installée au-dessus de 250 paires par jour.

Euro.....80.000,00

N. 1 Grading Machine *Pantographe Graduateur*



This machine works by two pantographs, length and width, one independent by the other. You can obtain development corrections or constant lines both in length and in width (fixed size for little belts, belt fasteners and other).

Graduation in the following sizes: French, English, with interchangeable graduated rules on machine's bars, without any calculation.

Cutting by punch in the diameters mm 1.6 – mm 2 – mm 2.38

Material: Fibre cardboard for patterns from mm 0.5 to mm 2 of thickness.

Working bench: in aluminium, covered in PVC, for fixing of basis pattern like rivets.

Dimensions: mm 350x400.

Slidings: all the transversal and longitudinal slidings are on steel shaft with axial sliding

Cette machine fonctionne à l'aide de deux pantographes, longueur et largeur, l'un indépendant de l'autre, obtenant des corrections de développement ou distances constantes en longueur et largeur (mesures fixées pour petites ceintures, boucles et autre).

Graduation : en mesures français, anglais, a millimètres avec listeaux gradués interchangeable sur les barres de la machine, sans aucun calcul.

Découpage: par poinçon, dans les diamètres mm 1.6–mm 2–mm 2.38

Matériel: Carton fibré pour modèles d'épaisseur de mm 05 à mm 2.

Feuilles de cm 60x60.

Table de travail : en aluminium, recouvert de PVC, pour fixation du modèle de base avec de rivets. Dimensions: mm 350x400.

collects and ball bearings.
Head of the cut motor: HP 0.25 threephase
or monophasé. Electric absorption KW 0.2

Dimensions: 1300x 800 x 1350

Net weight: Kg 250

Gross weight in case: Kg 380

Packaging dimensions: 1380 x 880 x 1500

Cheminements: Tous les cheminements
transversaux et longitudinaux sont sur
arbres d'acier avec boussoles à
cheminement axial et roulements à billes.
Moteur de la tête de découpage: HP 0.25
triphasé ou monophasé. Absorption
électrique KW 0.2

Dimensions: 1300 x 800 x 1350

Poids net: 250 Kg.

Poids net en casse: 380 Kg.

Encombrement: 1380 x 880 x 1500

N. 2 Workbench for stylist/pattern-maker
Table de travail pour styliste/modéliste



Dimensions: 1200 x 800 x 1000 mm.
Net weight: 54 Kg
Gross weight: 58 Kg

Dimensions: 1200 x 800 x 1000 mm.
Poids net: 54 Kg
Poids brut: 58 Kg

N. 3 Cutting and trimming machine *Tranchet pour modéliste*



Cutting and trimming machine for thin and thick cardboard and other materials, for the realization of templates for upper and insole components.

Dimensions: 620 x 370 x 500 mm.
Packaging dimensions: 720 x 470 x 600 mm.

Net weight: 22 kg.
Gross weight: 26 kg.
Arm: 450 mm.
Support base:
Dimensions: 500 x 500 x 890 mm.
Packaging dimensions: 600 x 600 x 1000 mm.
Net weight: 28 kg.
Gross weight: 33 kg.

Machine pour le découpage et l'ajustement pour le carton mince et épais et pour d'autres matériaux, pour la réalisation des calibres pour les composants de la tige et de la semelle.

Dimensions: 620 x 370 x 500 mm.
Dimensions de l'emballage : 720 x 470 x 600 mm.

Poids net: 22 kg.
Poids brut: 26 kg.
Arm: 450 mm.
Support de base:
Dimensions: 500 x 500 x 890 mm.
Dimensions de l'emballage: 600 x 600 x 1000 mm.
Poids net: 28 kg.
Poids brut: 33 kg.

N. 4 Table for the manual cutting of leathers
Table pour la coupe manuelle de la peau



Dimensions: 1200 x 800 x 1080 mm.
Net weight: 40 Kg.
Gross weight: 43 Kg.

Dimensions: 1200 x 800 x 1080 mm.
Poids net: 40 kg.
Poids brut: 43 Kg.

N. 5 Leather trolley
Chariot porte-peaux



Dimensions: 1000 x 450 x 1200 mm.
Kg 13

Dimensions: 1200 x 800 x 1080 mm.
Kg 13

N. 6 Upper edge skiving machine *Machine à parer pour le bord de la tige*



Skiving machine. It is supplied with a clutch engine for the adjustment of materials' conveyance speed and with a dust aspirator. Blade holder shaft supplied with pads and realized with special protections against dust.

Dimensions: 1050 x 550 x 1180 mm.

2 engines

Packaging Dimension: 1130 x 740 x 1340 mm

Installed power: 0,75 KW, 220V, 60 Hz

Net weight: 130 Kg

Gross weight in case: 188 Kg

Machine à parer. Elle est fournie avec un moteur d'embrayage pour l'ajustement de la vitesse de transport des matériaux et avec un aspirateur de poussière. Axe porte-lame rembourré et réalisé avec des protections spéciales contre la poussière.

Dimensions: 1050 x 550 x 1180 mm.

2 moteurs

Dimensions de l'emballage: 1130 x 740 x 1340 mm

Puissance installée : 0,75 KW, 220V, 60 Hz

Poids Net: 130 Kg

Poids brut en cage: 188 Kg

N. 7 Flat-bed sewing machine *Machine à coudre plate*



Last generation high-speed sewing machine. The use of highly resistant components warrants quality, flexibility and sewing speed. The built-in AC-SERVO driving gear transfers power directly to the machine and warrants a reduction of power consumption of about 50% if compared to the conventional driving gears. The machine operates with a minimum yarns' tenseness. Adjustable needle's stroke (from 30 to 36 mm).

Stitch type: 301 (seam)
Maximum stitch width: 6 mm.
Lowest foot passage: 13 mm.
Needles' system and dimensions: 134, (Dbx1), max: N°140
Nominal tension: alternating current 230V, 50/60 Hz.
Nominal consumption: 0,37 Kw
Net weight: 49 Kg
Gross weight: 54 Kg
Packaging: 330 x 660 x 720 mm.

Machine à coudre à grande vitesse de dernière génération. L'utilisation des composants de haute résistance justifie la qualité, la flexibilité et la vitesse de couture. La vitesse intégrée d'entraînement d'AC-SERVO transfère la puissance directement à la machine et permet une réduction de puissance d'énergie d'environ 50% si comparé aux vitesses conventionnelles d'entraînement. La machine fonctionne avec une tension minimale des filés. La course de l'aiguille réglable (de 30 à 36 millimètres)
Type de point: 301 (couture)
Largeur maximum de point : 6 mm.
Passage de pied minimal: 13 mm.
Aiguilles système et dimensions : 134, (Dbx1), maximum : Tension N°140
Tension nominale : courant alternatif 230V, 50/60 Hz.
Consommation nominale : 0.37 kw
Poids net: 49 Kg
Poids brut : 54 Kg
Emballage: 330 x 660 x 720 mm.

N. 8 Post-bed sewing machine Machine à coudre en colonne



Post-bed sewing machine, needle positioning (n.1), rounded needle plate, rotary cogs feeding activated by needle. Stitch width up to 4.5 mm; maximum yarn size 30/3. For thin materials, yarn size 60/3 synthetic, needle's size 60/80 Nm; for middle materials, yarn size up to 30/3 synthetic, needle's size 80-100 Nm.

Dimensions: 1050 x 560 x 850/1200 mm

Packaging dimensions: 1100 x 800 x 1380 mm

Installed power: 0,37 Kw., 220 V, 60 Hz

Net weight: 105 kg

Gross weight: 128 kg

La machine à coudre, placement de l'aiguille (n.1), aiguille arrondie plate, engrenages tournants alimentés par l'action de l'aiguille. Largeur de point jusqu'à 4.5 mm; taille maximum du filé 30/3. Pour matériaux minces, synthétique de la taille 60/3 de filé, la taille de l'aiguille 60/80 nanomètre ; pour les matériaux moyens, taille du filé jusqu'à 30/3 synthétique, taille de 80-100 nanomètre de l'aiguille.

Dimensions: 1050 x 560 x 850/1200 mm

Dimensions de l'emballage : 1100 x 800 x 1380 mm

Puissance installée: 0,37 Kw., 220 V y 60 Hz

Poids net: 105 kg

Poids Brut: 128 Kg

N. 9 Zig-zag sewing machine *Machine à coudre à zig-zag*



Width: 10 mm

Stitch width: 5 mm

Conveyor foot lifting: 7 mm

Possibility of right seam: needle 80-110

Supplied with support table and clutch engine

Dimensions: 1050 x 560 x 850/1200 mm.

Packaging dimensions: 1100 x 800 x 1380 mm

Installed power: 0,37 Kw, 220 V, 60 Hz

Net weight: 105 Kg

Gross weight: 128 Kg

Largeur: 10 mm

Largeur du point : 5 mm

Convoyeur à pédale: 7 mm

Possibilité de couture droite: anguille de 80-110

fourni avec une table de support et un moteur d'embrayage

Dimensions: 1050 x 560 x 850/1200 mm

Dimensions d'emballage: 1100 x 800 x 1380 mm

Puissance installée: 0.37 kw 220 V et 60 hertz

Poids net: 105 Kg

Poids brut: 128 Kg

N. 10 Trolley for uppers
Chariots pour tiges



Dimensions: 780 x 420 x 900 mm.

Net weight: 10 kg.

Gross weight: 12 kg.

Dimensions: 780 x 420 x 900 mm.

Poids net: 10 kg.

Poids brut: 12 kg.

N. 11 Table for different operations
Etabli pour différentes opérations



Dimensions: 1100 x 550 x 800 mm.

Net weight: 25 kg.

Gross weight: 27 kg.

Dimensions: 1100 x 550 x 800 mm.

Poids net: 25 kg.

Poids brut: 27 kg.

N. 12 **Manual punching machine**
Machine pour poinçonner manuelle



Net weight: 3100 gr

Poids net: 3100 gr

N. 13 Eyeleting machine *Machine pour l'application d'œillets*



Machine supplied with a toggle, worked by a pedal, with the best oscillation between the two couplers.

It allows the execution of different operations, like: holes, application of eyelets, rivets, hooks, pressure bottoms, etc, simply replacing the respective pieces provided for each kind of accessory.

Dimensions: 650 x 550 x 1450/1780; height changes because the working bench can be adjusted from a minimum of 920 to a maximum of 1250 mm.

Packaging dimensions: 750 x 650 x 1500 mm.

Net weight: 45 kg.

Machine fournie avec un interrupteur, actionné par une pédale, pour avoir la meilleure oscillation entre les deux coupleurs.

Elle permet l'exécution de différentes opérations, telles que: perforations, application d'œillets, rivets, crochets, boutons pression, etc., remplaçant simplement les pièces relatives fournies pour chaque type d'accessoire.

Dimensions: 650 x 550 x 1450/1780; la hauteur peut changer car le plan de travail peut être réglé d'un minimum de 920 jusqu'à un maximum de 1250 mm

Dimensions d'emballage : 750 x650 x1500 mm.

Poids net: 45 kg.

Gross weight: 60 kg.

Poids brut: 60 kg.

N. 14 One-seat upper performing machine
Machine pour conformer la tige à une place



It is a one seat counter performing machine designed both for the hot performing of the counter and for the softening of various thermoplastic counters.

Its main features are:
easy and fast positioning of upper because of the last is turned towards the operator;
the cushion and the last are heated;
in the one-seat cold machine, last is cooled down;
temperatures can be adjusted;
Sequences are automatic.

Height: mm 1100

Il représente une machine à une place pour conformer à chaud les contreforts et pour assouplir les différents contreforts thermoplastiques.

Ses caractéristiques principales sont les suivantes :
positionnement vite et simple de la tige puisque la petite forme est orientée vers l'opérateur ;
le coussin et la petite forme sont réchauffés ;
dans la machine a une place a froid, la petite forme est refroidie ;
les températures son réglables ;
les séquences sont automatiques.
Hauteur : mm 1100

Length: mm 400

Width: mm 450

Net weight: kg 75

Air consumption per cycle 6 atm: lt 4.5

Power absorbed: W 600

Output in 8 hours (pairs): 700

Largeur : mm 400

Longueur : mm 450

Poids net : kg 75

Consommation d'air lt/le cycle 6 atm : lt 4.5

Puissance absorbée : W 600

Production en 8 heures (paires) : 700

N. 15 Steaming machine to softening the toe caps
Machine pour assouplir les embouts



Steaming machine to softening the toe caps
by superheated steam

Daily production: 1800

Steam production adjustable until: lt/8000

Superheating: 80/200 °C

Daily water consumption: lt 1/40

Dimensions: 590 x 540 x 1070 mm

Net weight: kg 70

Power: Kw 3

*Machine pour assouplir les embouts avec
vapeur surchauffée*

Production journalière paires: 1800

Production vapeur réglable jusqu'à lt/8000

Surchauffage: 80/200 °C

Consommation d'eau journalière lt 1/40

Dimensions: 590 x 540 x 1070 mm

Poids net : kg 70

Puissance installée : Kw 3

N. 16 **Device with pneumatic gun for side lasting**
Outil avec pistolet pneumatique pour le montage du flanc



The lasting of the two sides is carried out manually by using a device supplied with pneumatic gun

Le montage des deux flancs est effectué manuellement en utilisant un dispositif alimenté par un pistolet pneumatique

N. 17 Pneumatic nailing machine + table
Clouseuse pneumatique avec table



Air consumption: 0,2 NI/cycle

Net weight: 0,95 Kg.

Gross weight: 1,25 Kg.

Bench:

Dimensions: 1100 x 550 x 800 mm.

Net weight: 25 kg.

Gross weight: 27 kg.

Consommation d'aire : 0,2 NI/cycle

Poids net: 0,95 kg.

Poids brut: 1,25 kg.

Table :

Dimensions: 1100 x 550 x 800 mm.

Poids net: 25 kg.

Poids brut: 27 kg.

N. 18 **Manual toe/heel-seat lasting machine**
Machine pour le montage manuel du bout et de l'emboîtement



Dimensions: 880 x 550 x 1120 mm
Weight: 155 kg

Dimensions: 880 x 550 x 1120 mm
Poids : 155 kg

N. 19 **Finishing machine**
Machine pour le finissage



Finishing - 1 milling cutter - 2 expansion wheels – 1 naumkeag – 1 heel cone – 1 high-powered aspirator
Dimensions: 950 x 1500 x 450 mm.
Packaging dimensions: 1050 x 1600 x 550 mm.
Expansion wheels: (mm. Ø 140 x 35)
Installed power: 1,50 KW.
Net weight: 85 Kg.
Gross weight: 125 Kg.

Finissage 1 fraiseuse pour couper - 2 roues d'expansion - 1 naumkeag - 1 cône de talon - 1 aspirateur haute puissance
Dimensions: 950 x 1500 x 450 mm.
Dimensions d'emballage: 1050 x 1600 x 550 mm.
Roues d'expansion: (mm. Ø 140 x 35)
Puissance installée: 1,50 KW.
Poids net: 85 Kg.
Poids brut: 125 Kg.

N. 20 **Table for gluing operations**
Table pour le encollage



Dimensions: 1100 x 550 x 800 mm.
Net weight: 25 kg.
Gross weight: 27 Kg.

Dimensions: 1100 x 550 x 800 mm.
Poids net: 25 kg
Poids brut: 27 Kg.

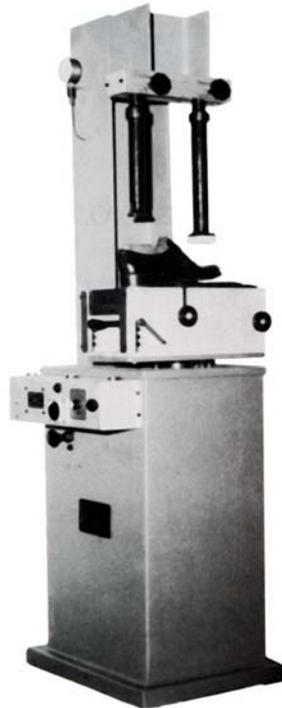
N. 21 Infrared reactivating device with timer – 3 lamps
Four à infrarouges avec timer – 3 lampes



Dimensions: 400 x 600 x 250 mm
Net weight: 25 kg.
Input: W 750

*Dimensions: 400 x 600 x 250 mm
Poids net: 25 kg
Absorption: W 750*

N. 22 Hydraulic machine to press sole to shoe
Machine Hydraulique pour presser la semelle de la chaussure



This machine allows the use either of hydraulic or rubber bearings, giving the opportunity of solving any problem. Thanks to its versatility, this machine may be used either by the craftsman or by the manufacturer, with effective results
Dimensions: 570 x 720 x 1770 mm.

Packaging dimensions: 572 x 870 x 1792 mm.

Installed power: 1, 10 Kw 220 V, Hz 60

Max pressure: 175 Kg/cm²

Net weight: 222 Kg

Gross weight with cage: 292 Kg

Cette machine permet l'utilisation de rouleaux hydrauliques ou en caoutchouc, permettant de résoudre n'importe quel problème. Par sa polyvalence, cette machine peut-être employée efficacement aussi bien par l'artisan que par le fabricant.
Dimensions: 570 x 720 x 1770 mm.

Dimensions de l'emballage: 572 x 870 x 1792 mm.

Courant installé: 1, 10 Kw 220 V, Hz 60

Pression maximale: 175 Kg/cm²

Poids Net: 222 Kg

Poids brut avec cadre 292 Kg

Pressure: 2500 kg

Pression: 2500 kg

N. 23 Last puller
Goujon porte forme pour chaussure montée



Dimensions: 600 x 360 x 1020 mm.

Packaging dimension: 700 x 460 x 1170 mm.

Net weight: 37 kg.

Gross weight: 41 kg.

Dimensions: 600 x 360 x 1020 mm.

Dimension de l'emballage: 700 x 460 x 1170 mm.

Poids net: 37 kg.

Poids brut: 41 kg.

N. 24 Manual heel nailing machine *Cloueuse à talon manuelle*



Nailing machine for lady's and man's shoes, up to a maximum height of 160 mm. Its height (up to 460 mm) allows the nailing of high boots. Suitable for small and medium productions, supplied with heel quick manual fastening and pneumatic nailing.

Dimensions: 420 x 450 x 1780 mm.

Packaging dimensions: 520 x 550 x 1980 mm.

Air consumption: 6 bar, 12 NI/minute.

Net weight: 85 Kg.

Gross weight with case: 120 Kg

Cloueuse pour chaussures pour femme et pour homme, jusqu'à une hauteur maximale de 160 millimètres. Sa hauteur (jusqu'à 460 mm) permet de clouer même les bottes. Approprié pour des petites et moyennes productions il est fourni avec un manche pour une prise manuelle rapide du talon et un clouage pneumatique.

Dimensions: 420 x 450 x 1780 mm.

Dimensions de l'emballage : 520 x 550 x 1980 mm.

Consommation d'air 6 bar, 12NI/minute

Poids net: 85 Kg.

Poids brut avec sa boîte: 120 kg.

N. 25 Sewing machine with two threads
Machine à coudre à deux fils



Sewing machine with two threads for shoe
repairers and small productions.

Stitch width 3-14 mm

Maximum thicknesses 27 mm

Stitches/min. 120-150

Engine power 0,4 Kw

Dimensions: 620 x 570 x 1650 mm

Net weight 180 Kg

Gross weight 240 Kg

Machine à coudre à deux fils pour les
cordonniers et les petites productions.

Profondeur de piquage 3-14 mm

Epaisseur maximale 27 mm

Piquage/min. 120-150

Puissance de moteur 0,4 Kw

Dimensions : 620 x 570 x 1650

Poids net 180 kg

Poids brut 240 kg

N. 26 Table for different operations for sewing machines

Table pour différentes opérations pour machines à coudre



Dimensions: 1100 x 550 x 800 mm.

Net weight: 25 kg.

Gross weight: 27 kg.

Dimensions: 1100 x 550 x 800 mm.

Poids Net: 25 Kg.

Poids Brut: 27 kg.

N. 27 Manual stamping machine
Presse manuelle



Transport of automatic ribbon from 0 to 120 mm.

Transport sur ruban automatique de 0 à 120 mm.

Adjusting temperature with thermoregulator from 0 to 150°.

Réglage de la température avec le thermorégulateur de 0 à 150°

Printing size: 40 x 80 mm

Taille d'impression: 40 x 80 mm

Sizes: 350 x 300 x 400 mm

Dimension 350 x 300 X.400 mm

Net weight: Kg 13

Poids net : Kg: 13

N. 28 Ironing Machine *Machine à repasser*



It is a thermal industrial machine with two stations which combines the lightness of alloy sheet with a precise thermoregulation, visualized with a detector feeler located on the sheet , with steam injection. Temperature may be adjusted between 0 and 350 °C , with a thermoregulator located in the control panel. The steam jet makes leather elastic and able to tend to get a shoe well ironed and free of faults.

C'est une machine industrielle thermique à deux stations qui combine la finesse de la feuille d'alliage avec une thermorégulation précise, visualisé par un détecteur sensible situé sur la feuille, à injection de vapeur. La température peut être ajustée entre 0 et 350 °C, avec un thermorégulateur situé sur le panneau de commande. Les jets de vapeur donneront au cuir une souplesse et une tension qui portera à une chaussure bien repassée et sans défauts.

Dimensions: 420 x 240 x 240 mm.

Electric power: 0,320 Kw

Packaging dimensions: 520 x 550 x 1980 mm

Water consumption: 2 litres in 8 hours

Net weight: 2,9 Kg

Gross weight: 3,6 Kg

Table

Dimensions: 2000 x 1000 x 1000 mm.

Net weight: 74 kg

Gross weight: 77 kg

Dimensions: 420 x 240 x 240 mm.

Puissance électrique: 0,320 Kw.

Dimensions de l'emballage: 520 x 550 x 1980 mm

Consommation d'eau: 2 litres en 8 heures

Poids net: 2,9 Kg

Poids Brut: 3,6 Kg

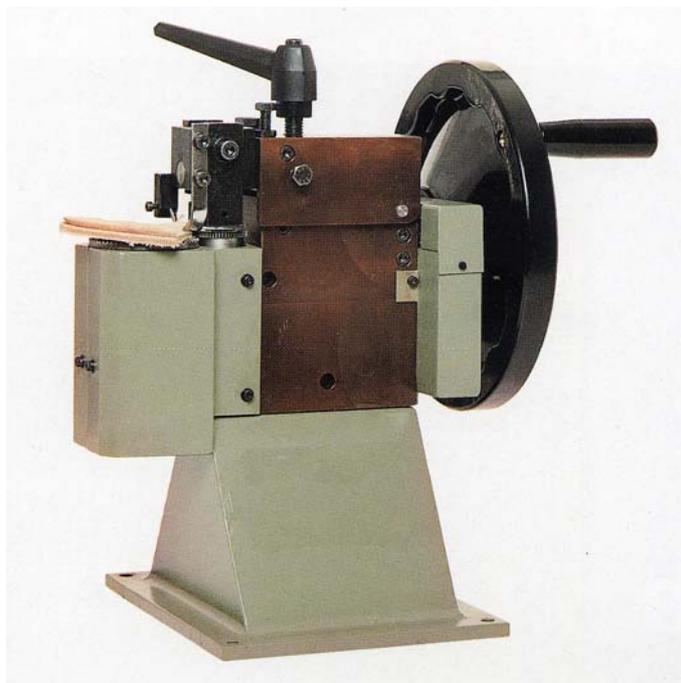
Table

Dimensions: 2000 x 1000 x 1000 mm.

Poids net: 74 kg

Poids Brut: 77 kg

N. 29 Manual machine to open channel and grooving
Machine manuelle pour ouvrir la gravure et la
rainure



Manual machine to open channel and
grooving in the sole

Machine manuelle pour ouvrir la gravure et
la rainure dans la semelle

Dimensions: 400 x 250 x 400 mm
Net weight: 21 Kg.
Gross weight: 27 Kg.

Dimensions: 400 x 250 x 400 mm
Poids net: 21 Kg.
Poids brut: 27 Kg.

N. 30 **Trolley for boxes**
Chariot porte-boîtes



Dimensions: 1150 x 700 x 1200 mm

Dimensions: 1150 x 700 x 1200 mm

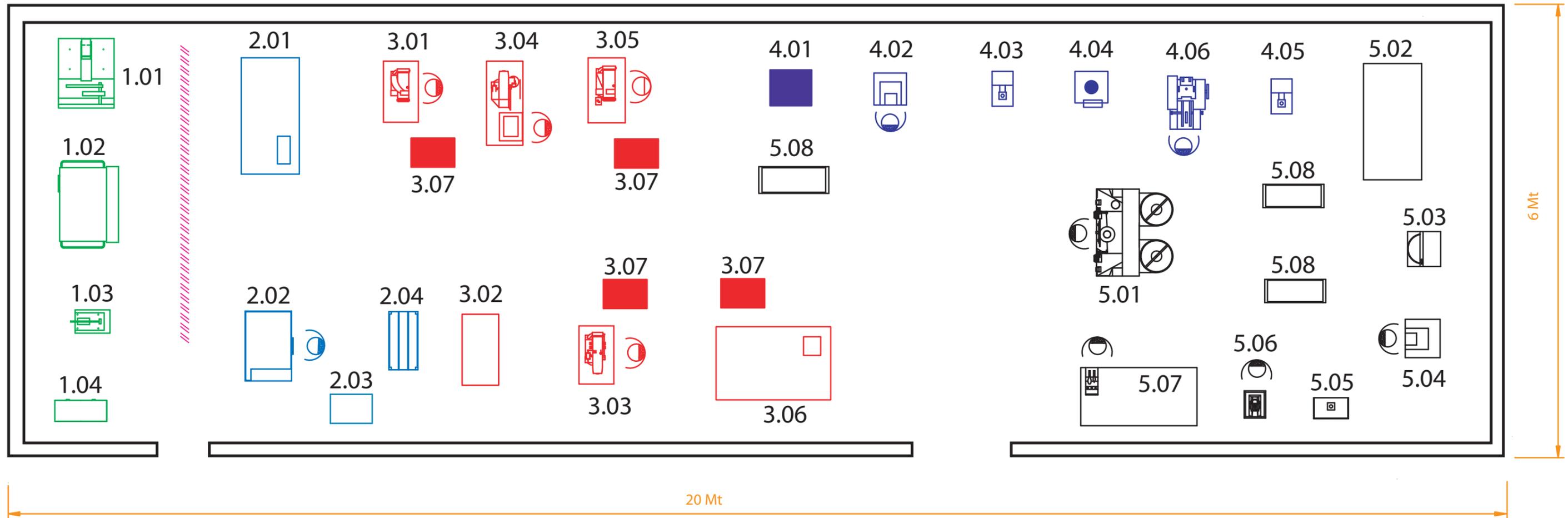
N. 31 **Compressor**
Compresseur



Dimensions: 520 x 250 x 590 mm
Kg 20

Dimensions: 520 x 250 x 590 mm
Kg 20

Pilot-Plant for shoes artisan manufacturer



Total Area: 120 m²

- 1.01 - Pattern-grading pantograph
- 1.02 - Working table for "pattern-maker" modelist
- 1.03 - Little pattern shear machine
- 1.04 - Tools-case with 20 drawers

- 2.01 - Table for working preparation
- 2.02 - Table for manual leather upper cutting
- 2.03 - Trolley for uppers
- 2.04 - Tools-case with 30 drawers

- 3.01 - Leather upper edge skiving machine
- 3.02 - Table for different jobs (cementing, apply reinforcing tape, upper sewing marker etc. etc.)
- 3.03 - Flat-bed sewing machine single needle
- 3.04 - Post-bed sewing machine single needle
- 3.05 - Zig-zag sewing machine
- 3.06 - Control quality table with perforating tool
- 3.07 - Double level trolley

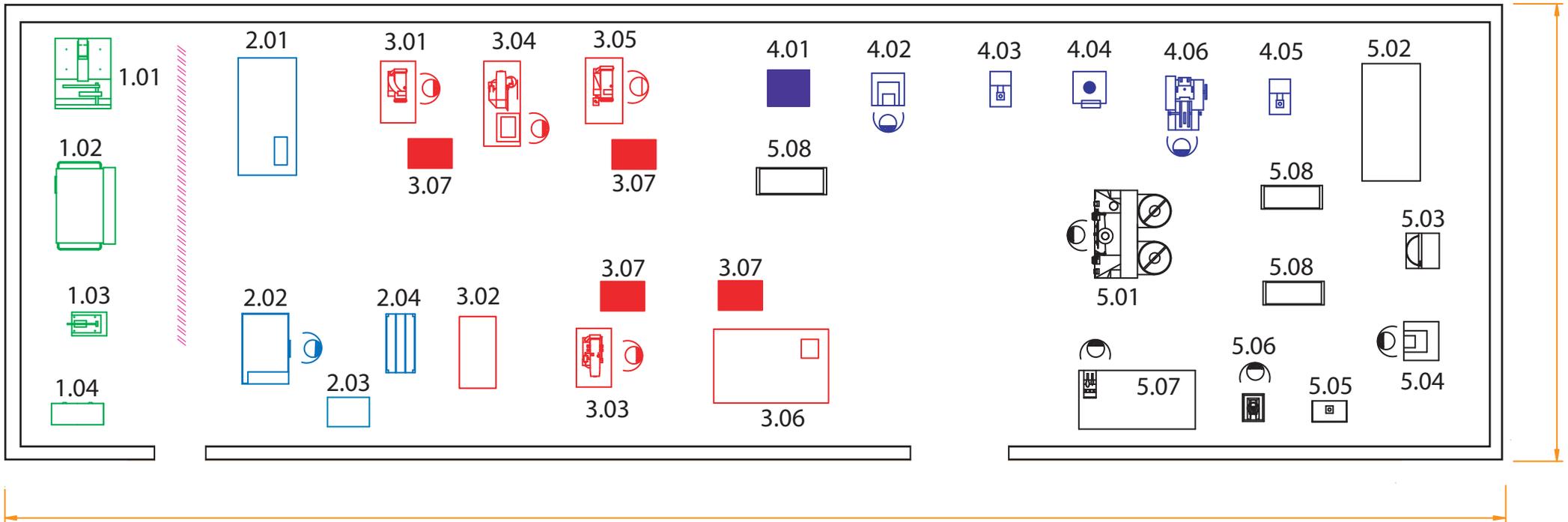
- 4.01 - Store for plastic last with 3 shelves
- 4.02 - Table for manual application of toe-puff and counter equipped with staples air-gun to fix the insole to the bottom of the plastic last.
- 4.03 - Backpart moulding machine with only one hot station
- 4.04 - Manual side-lasting set
- 4.05 - Toe and back part leather upper humidifying set
- 4.06 - Toe and heel seat manual lasting machine

- 5.01 - Finishing machine with accessories for:
 - sole edge and heel trimming
 - shoe bottom lasted roughing
 - sole edge and heel roughing
 - leather soles buffing
 - brushing polishing
 - finishing

- 5.02 - Table for sole and shoe bottom cemented by hand
- 5.03 - Reactivator set
- 5.04 - Pneumatic pressing machine for soles
- 5.05 - Manual last pulling set
- 5.06 - Heel nailing machine with manual nails feeding
- 5.07 - Table for shoe finishing equipped with ironing set
- 5.08 - Trolley for finished shoes



Installation pilote pour l'artisan de la chaussure



Aire Totale: 120 m²

- 1.01 - Pantographe à graduer
- 1.02 - Table de travail pour modéliste
- 1.03 - Tranchet pour modèles
- 1.04 - Chiffonnier à 20 tiroirs

- 2.01 - Table de préparation du travail
- 2.02 - Table de travail pour coupeur manuel des tiges en cuir
- 2.03 - Chariot porte-tiges
- 2.04 - Chiffonnier à 30 tiroirs

- 3.01 - Machine pour parer le borde de la tige en cuir
- 3.02 - Table pour travaux différents (soudage, application du ruban de renfort, marquage de la couture de la tige, etc etc)
- 3.03 - Machine à coudre plane avec une aiguille
- 3.04 - Machine à coudre à pilier avec une aiguille
- 3.05 - Machine à coudre zig-zag
- 3.06 - Table de travail pour contrôle équipée avec outil à trouser
- 3.07 - Chariot double niveau

- 4.01 - Etagère pour formes de plastique
- 4.02 - Table pour l'application manuelle des bouts et des contreforts équipée avec machine pneumatique à appliquer les agrafes pour fixer la première au dessous de la forme en plastique
- 4.03 - Machine pour conformer les contreforts à une place réchauffée
- 4.04 - Équipement pour le montage manuel des flancs
- 4.05 - Machine à humidifier le bout et l'emboitage
- 4.06 - Machine à monter manuellement le bout et le talon
- 5.01 - Machine pour le finissage équipée pour:
 - verrer le bord de la semelle et le talon
 - carder le fond de la chaussure montée
 - carder le bord de la semelle et le talon
 - poncer la semelle en cuir
 - brossage cirage
 - finissage
- 5.02 - Table pour la distribution manuelle de la colle sur le fond et sur la semelle
- 5.03 - Équipement pour réactiver la colle
- 5.04 - Machine pneumatique à presser les semelles
- 5.05 - Équipement pour enlever manuellement la forme
- 5.06 - Machine pour tallonner à chargement manuel des clous
- 5.07 - Équipement pour la maillochage
- 5.08 - Chariot porte-chaussures

