

BRIDGES NOT FENCES

***Report of Third World
Trade and Technology
Conference***

GLC



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Report of Third World Trade and Technology Conference

Organised by the Greater London Council with assistance from Twin Trading Ltd
18-22 February 1985, County Hall, London

Co-funded by the Greater London Council and the European Economic Community

Foreword

As Chair of the GLC Industry and Employment Committee, I welcome this opportunity to put on record the important place that an international perspective holds within the GLC's developing economic and industrial strategy for London.

The GLC was pleased to welcome delegates at the Third World Trade and Technology Conference, held at County Hall, February 1985. There were delegates from more than 20 Third World countries, as well as from other local authorities in London and Britain, and alternative trading organisations in Europe. The conference confirmed the exciting potential that exists for building links of mutual support and assistance between the people of London and the Third World.

As part of the GLC's commitment to developing trade and technology exchange, as agreed by the conference, we are providing funding for Twin Trading and TWIN for a four-year period. The GLC will continue to follow developments in this field with great interest.

The GLC looks forward to welcoming Third World delegates back to London for the second conference in February 1986.

Michael Ward

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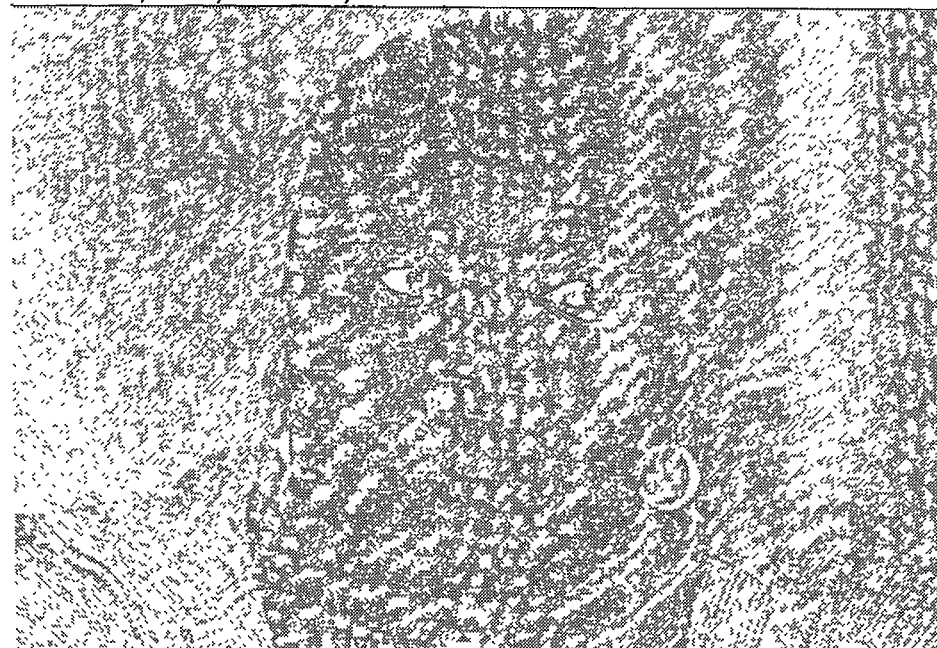
Swasti Mitter



Pham Binh Man, Vietnam



Local authority link-up – Shallin Chaudry and Leao Lopes from Cape Verde with Peter Bond, Merseyside County Council



Ndey Olye Jobe, The Gambia

"Entrepreneurs from the industrialised countries will have to identify themselves with the real needs of the less-developed countries and find relevant answers to them, if they want to share in the new trading pattern that will evolve between the developed and the developing countries."

Sosthenes Buatsi
Technology Consultancy Centre
Kumasi, Ghana

"An efficient network for exchanging information provides powerful counter-tools to female workers with which they can combat the transnational corporations. Along with the conviction that 'knowledge is power', women are acquiring the conviction that togetherness is power."

Swasti Mitter
Brighton Polytechnic

"There is a great need for direct trade with the rural poor, who do not often get what they need because they are far from towns or cities or because they have not got the cash. At the moment they are powerless."

Jeremiah Khabo
Organisation of Rural Associations
for Progress (ORAP), Zimbabwe

"Barter trade has become very important to developing economies as a sure way of securing essential foreign inputs in view of foreign exchange and balance of payments problems."

Charles Atto-Yeddu
National Council of Fisheries
Co-operatives, Ghana

"Seeing the technologies as their own brings out a radical change in the attitude of the villagers. It is possible to develop a state-based policy which helps to offset the inherent tendency of rural technologies towards widening inequality of income and asset ownership."

Biplab Dasgupta
West Bengal Comprehensive
Area Development Corporation

Towards a new international economic order:

Twin Trading Ltd and Third World Information Network (TWIN) Ltd have been set up by the Industry and Employment Committee of the Greater London Council as independent, non-profit making organisations. Twin Trading Ltd, incorporated on 12 February 1985, is a company limited by guarantee; TWIN, incorporated on 28 March 1985, is a company limited by guarantee and also a registered charity.

The two companies are closely linked both in their aims and their work. They are based on the principle that trade and technology exchanges should be to the mutual advantage of all partners, and they reflect the GLC's belief that direct links of a new kind between London and the Third World can contribute to the revival of London's industrial and manufacturing sector, and to the growth of job opportunities, at the same time as contributing to the development of Third

World economies.

Twin Trading and TWIN have been funded by the GLC for a four-year period, through a board of trustees, to serve as an interface between economic, educational and scientific organisations, non-governmental organisations and communities, including ethnic minorities, in London, Britain and Europe, and the Third World.

TWIN's role is an educational one: to undertake study and research, arrange educational activities and to provide an information exchange on socially useful products, technologies and development projects. It carries a major responsibility for the development and servicing of an international information network of trading partners in both north and south, for the exchange of information, ideas and expertise, and is itself part of that network.

Twin Trading's role is to promote and

assist the exchange of products and services, to encourage new technologies which meet the real needs of Third World countries, and to undertake consultancy work for these ends. Its task is to seek out opportunities for progressive producer groups in Third World countries to market their goods in Britain to the benefit of both themselves and the consumers. It aims to mobilise training, research and development resources to create new trading links and to assist them to grow.

Twin Trading and TWIN thus work in three interconnected areas: the production and sharing of technology with the Third World; the marketing of Third World products; and joint development projects with Third World countries. The two companies share the same office accommodation and paid staff, headed by Olivier Le Brun as director. Policy decisions for each company are taken by its respective council of management, whose chairperson in each case is Michael Barratt Brown, economist and former principal of the Northern College.

Breaking free from the past

Jeremiah Khabo, from Zimbabwe, described problems familiar to many Third World groups in his address to the conference. His organisation, ORAP (Organisation of Rural Associations for Progress), helps more than 900 self-help groups in Zimbabwe's rural areas to draw on indigenous resources of knowledge, creativity and skill.

Before the arrival of white settlers at the start of the colonial period, Khabo told conference participants, black people ran their daily affairs in the manner that was appropriate to them at the time. They were capable of producing enough food for their needs. They were properly organised and... used traditional medicines.

Lack of finance, shortages of spare parts for equipment and machinery, and the control of technical information by multinational companies weakened rural communities and retarded progress. Ignorance left groups at the mercy of those wishing simply to dump unwanted surplus or experimental materials.

'Trade must be divorced from exploiting the country or its people,' Khabo said. 'There is great need for direct trade with the rural poor who often do not get what they need because they are far from towns or cities or because they have not got the cash. At the moment they are powerless. They are also being manipulated and oppressed by those that control information.'

ORAP has sought to identify appropriate technologies which already exist within the community and to develop traditional skills to enable small rural communities to relate to the national and international economy with confidence.

The groups need support, but of a kind relevant to their needs and which does not threaten their self-reliant status. People need help to realise their plans and ideas. They need an input of managerial and technical skills to build a strong base and financial backing to increase their buying power and to liberate themselves from exploitation from the giants.

'The Organisation of Rural Associations for Progress', by Jeremiah M. Khabo, conference document G10

As at July 1985, the staff of TWIN and Twin Trading were as follows:

Olivier Le Brun — Director
Richard Day — Development Officer (Technology)
John Rimmer — Development Officer (Trade)
Bindi Shah — Administrative Officer
Margaret Ling — Information Officer

The membership of the Councils of Management of the two companies was as follows:

Twin Trading Ltd
Michael Barratt Brown (chairperson)
Michael Cooley
Diane Elson
Vella Pillay
Olivier Le Brun (director, ex officio)
Bindi Shah (staff representative)
Margaret Ling (company secretary)

TWIN Ltd
Michael Barratt Brown (chairperson)
Michael Cooley
Diane Elson
Christopher Fowler
Vella Pillay
Peter Robbins
Margaret Ling (company secretary)

The aims of TWIN and Twin Trading

Based on a speech delivered by Olivier Le Brun, Director of TWIN and Twin Trading, to the conference

London, if it is no longer the centre of the empire, is still a centre of an empire. It would be completely against our political objectives to develop an industrial strategy in London at the expense of the Third World.

Instead of a 'begging my neighbour policy' we want a policy of 'bettering my neighbour' because we believe that only by a policy based on mutual advantage and independence of all parties can we realistically and durably create jobs, improve the quality of work and reinforce the labour movement.

TWIN and Twin Trading are not new aid agencies whose intentions are to do better than the existing ones. The main aim of these two companies is to develop new forms of economic relations between the south and the north, or more precisely between progressive organisations in the Third World and in the First World: non-exploitative relations based on the principle of mutual advantage and independence of the partners. Presently relations are unequal. Trade and technology are controlled by multinational companies which are based in the north and which are creating a great deal of harm not only in the Third World but also here in London, the capital of capital. We have a common interest in organising together to build an alternative to the existing dominant system of trade and technology transfer.

We aim to create opportunities for Third World producers to provide London, British and European workers with better goods from the Third World at lower prices while keeping for themselves the maximum part of the value they create. This implies that we mobilise training, research and development resources available here to contribute to the production of technology appropriate to the needs of Third World producers.

TWIN and Twin Trading will work in three fields. First, *production and exchange of technology*, using the potential available in London for developing socially useful technology, especially within the Greater London Enterprise Board (GLEB) and its technology networks.

We can help in establishing links between Third World organisations and London and European firms and institutions which are able to provide the products and services which they need. It is sometimes very difficult for Third World organisations to establish proper contacts and to develop equal relations with the suppliers of technology, including spare parts and training. It may be useful to have a kind of broker based in London who can organise the contacts or purchase the equipment, collect technological information and, if necessary, initiate research and development. This go-between must have the technical expertise to help Third World partners to obtain the most suitable technology at the cheapest possible price, while keeping control of the technological process. We can make use of many under-used scientific and technological resources, especially in

universities and polytechnics, where many academics are very keen to be involved in practical schemes.

TWIN and Twin Trading will only be able to achieve these goals if they work very closely with Third World partners in a spirit of mutual trust. The latter have no reason to trust us; trust will only be progressively established on the basis of concrete work. We know it is a difficult issue but we think that by being based on non-capitalist principles TWIN and Twin Trading are in a good position to try and answer Third World partners' expectations. It will be especially difficult when we implement technology transfer schemes which replace classic licensing arrangements by planned programmes of technical cooperation aimed at a complete transfer of technology. But if we really want to change the present situation it is not enough to develop exemplary forms of technology transfer but to make sure that the Third World organisations take part in the conception, research and development process.

TWIN's role in this respect will be to reach a close understanding of the technological needs of Third World organisations and to activate existing research organisations to meet them. We can start by making sure that prototypes designed for the Third World are actually tested there and that effective feedback takes place. We also want to encourage south-south movements of technology. For organisations from the south to establish technological and economic relations with each other, it is still easier, paradoxically, to do this through organisations based in the north.

The principle that when a technology can be produced in the Third World it should be developed and manufactured there is not necessarily detrimental to London industry. On the contrary, there is plenty for London firms and educational institutions to do. Their role is to provide the equipment and the technological services, including research, which allow a country or an organisation to develop its own technology.

We can help in finding and refurbishing second-hand equipment. Over the last few years large amounts of second-hand machinery have left London and other northern cities for the Third World. A lot of these machines are useless but some are still in a very good condition and are extremely cheap. There are skilled workers in London's technology networks who can identify the useful machines at auctions and we can work closely with the shop stewards of the factories selling the equipment to assess what is worth buying.

A number of shop stewards who are aware that their workshops will close down very soon are keen to transfer equipment to Africa or elsewhere and to familiarise workers there with the workings of the machines. Skilled workers who are made redundant here might also train their Third World counterparts through a form of twinning arrangement.

Twin Trading's and TWIN's second field of activity is *trade*. We want to develop the exchange of products and services between the north and the south but we do not think that the concept of free trade is the answer to the present crisis of unemployment and underuse of resources. We want to contribute in a modest way to a change in trading methods by relating trade more closely to production. Direct links between producers and consumers can help traders to take initiatives in the interest of both. Many Third World products must be reprocessed and repackaged to suit the tastes of European consumers, and an alternative trading organisation can facilitate this.

Only a few Third World countries can afford to have their own marketing companies in the north. Most have to rely on the international trading system controlled by the multinational companies. Twin Trading is not in a position to challenge the system, but it hopes to contribute to building an alternative by working in close cooperation with progressive Third World organisations.

Amongst our staff, our Council of Management and our technical advisers we have competent people who can provide useful services such as advice on pricing, product promotion, advertising, public relations, personal sales and trading finance.

It is sometimes in the interests of Third World producers for their products to be processed and packaged here to match the diversified tastes of consumers. As far as possible, however, processing and packaging, which are creating value added, should be developed in the Third World. It is our rôle to supply the equipment, the raw materials, the services and the relevant information required for this. In many countries food exports are limited by the lack of canning and packaging facilities, showing how circulation must be linked to production, trade to technology.

For countries which lack foreign exchange, barter trade is a useful means of acquiring the technology needed to increase production. Twin Trading aims to promote and facilitate countertrade in its various forms: barter, compensation, buy-back agreements, switch deals, etc. Some concrete proposals have already been put forward: for example, the fishing division of the Federation of Ghanaian Agricultural Co-operatives wants boat engines in exchange for fish, while the Lima metropolitan council has expressed interest in obtaining second-hand dust carts in exchange for alpaca sweaters and food products from the co-operative movement.

If we want to develop more direct and permanent trading links between the south and the north we have to open new opportunities for the distribution of Third World products. We have to explore the social market: the supply departments of local authorities, their purchasing associations and civic catering, universities, polytechnics, schools, social services, hospitals, trade unions, labour clubs, etc. The supply department of the GLC, for example, purchases all the products consumed by schools and social services in a city of seven million people. Local authorities can also offer industrial and technological

services and we hope to discuss concrete programmes of cooperation.

Twin Trading's and TWIN's third area of activity is the rich field of *development projects*. Those who have been involved for many years in development projects in Asia, Africa or Latin America have seen that, with a few rare exceptions, the system of aid-by-project is just not working, mainly because of the conditions imposed by aid agencies. To obtain a grant, Third World organisations have to substitute for their own original project another one which fits the criteria of the donor agency, so nipping thousands of local initiatives in the bud.

Organisations such as Twin Trading and TWIN can support development projects by finding and delivering appropriate equipment at reasonable cost, sending spare parts, organising training, recruiting personnel and identifying consultants. We are drawing up a list of consultants who are competent, reliable and committed to what they do and sensitive to the problems of under-development. One of our rôles is also to help Third World projects to use existing scientific and technological institutions more fruitfully.

We can also identify sources of finance and help Third World organisations to approach them, although we cannot finance projects ourselves. There is a lot of idle money for projects in the Third World; the problem is to ensure that the good projects are not deformed by the system of aid-by-project.

The methodology governing development projects is changing after two decades of experience, and Third World co-operatives and non-governmental organisations are playing a much greater rôle than in the past. We aim to circulate information about these changes and about exemplary development projects, so stimulating south-south relations and giving consistency to our network.

We are aware that our programme is ambitious and that our staff is small. That is why we must work together to build a network of people and organisations who are committed to changing the existing dominant system of trade and technology transfer. We have started to call on expert and sympathetic advisers, of whom there are many in public institutions and private enterprises in London and the UK. We must put some of the skills and resources of universities, polytechnics, research institutes, co-operatives, NGOs and private firms at the service of progressive Third World organisations.

Another asset is our political backing. We are funded by the GLC and regard ourselves as part of the labour and trade union movement. Our most important partners, of course, are the representatives of Third World organisations. Our programme of activities will be determined by Third World needs and requests, and it is essential that we agree on a set of principles on which to cooperate. We must create a network which is open to all who are committed to those principles, so, in a small way, helping to open up a new era of economic cooperation between south and north.

The Third World Trade and Technology Conference

The idea for the Third World Trade and Technology Conference grew out of the GLC's concern at the scourge of unemployment, not only in London but in Europe and throughout the world.

The GLC is committed to defending and developing employment not only in services but in manufacturing industry in London. It has a basic commitment to challenging racism and all forms of discrimination. It believes that an effective strategy to achieve these goals must have an international dimension and that to attempt to solve the problems of London at the expense of the Third World would be inconsistent and wrong. It believes that direct links between north and south can be of mutual benefit to the GLC in its efforts to protect and advance London's industry and technical institutions, and to Third World organisations and governments in their efforts to develop their economies.

These principles are included in the GLC's London Economic Strategy, which stresses the need to open up new channels for the movement of trade and technology between London and the Third World. The Strategy recognises that trade and technology have been monopolised by giant transnational companies which now have only a narrow interest in either London's manufacturing capacity or in the economic development of the Third World.

The background

Prior to the conference, many approaches were made to the GLC from enterprises and institutions both in London and the Third World, enquiring about possible collaboration. All these suggested that a large network of contacts could be built up to provide the basis for a new form of economic cooperation between London and the Third World. One particular visit — by a Vietnamese delegation who expressed particular interest in renewable energy techniques being developed through the GLC's technology networks — proved to be an important catalyst for the conference.

Both the GLC and the Greater London Enterprise Board (GLEB) set up by the GLC's Industry and Employment Committee are in an excellent position to promote new forms of economic cooperation, through making use of

- the GLC's extensive purchasing power, in food and other products
- the employment initiatives taken by GLEB, which have helped to establish or rescue manufacturing enterprises producing goods of interest to the Third World, and have included giving support to ethnic minority groups originating from the Third World
- the technology networks established by GLEB in the fields of energy, transport and new technologies, and which provide design, consultancy and other facilities for new products
- London's education centres, which have many departments specialising in Third World studies and research and with which both the GLC and GLEB are in close contact.

In the course of 1984, the GLC established a Third World Project within its Industry and Employment Branch, and engaged a consultant to pursue the possibilities for developing its Third World links. The Third World Project established and strengthened a wide range of contacts with economic and trading organisations in the Third World, Europe and Britain, including local authorities, charities and voluntary organisations, co-operatives, state and private industrial and agricultural firms, trade agencies, ministerial departments, research, development and training institutions, trade unions and international organisations.

Aims and objectives

The conference aimed to provide opportunities for representatives of Third World economic organisations to meet representatives of the GLC and GLEB, and of other organisations interested in developing new forms of trade and exchange; to stimulate discussion on how such contacts could be fruitfully developed to the mutual advantage of all partners; to enable the Third World representatives to inform themselves about trading procedures and technological developments appropriate to their needs and resources; and to brief representatives from London, Britain and Europe on the products available from Third World organisations, their needs and requirements.

The conference was also intended to promote debate and discussion on the future roles and contributions of Third

World Information Network (TWIN) Ltd and Twin Trading Ltd, and to introduce them to the representatives present.

Organisation and funding

The conference took place from Monday to Friday, 18 to 22 February 1985, at County Hall. The secretariat and administrative services were provided by the staff of Twin Trading Ltd in conjunction with the Industry and Employment Department of the GLC, the Greater London Enterprise Board and the London technology networks. Invitations to participants were issued by Michael Ward, the Chair of the GLC's Industry and Employment Committee.

The conference programme (see Appendix I) was divided into plenary sessions, which took place in the Council Chamber of County Hall, and workshops. The latter took place at County Hall, at the Greater London Enterprise Board and at the premises of the technology networks, and comprised educational visits, demonstrations and presentations, training sessions and discussions.

The conference drew on the skills and experience of a wide range of resource personnel, consultants and specialists, both in the preparation of papers and their presentation, and as leaders of the practical sessions and workshops. A list of these resource persons, many of whom were drawn from the GLC and GLEB, is included in Appendix II.

A wide range of written information was made available to conference participants, in the form of general papers presented to the plenary sessions, technical papers and briefing notes prepared for the workshops, and publicity material about the various organisations attending from both north and south and distributed by themselves on an ad hoc basis. A full list of the official documentation is given in Appendix III and the papers themselves are available separately.

Funding for the conference was provided through a £5,000 grant from the GLC to Twin Trading, together with a grant of 40,000 ECU (c £25,000) received by the GLC from the European Economic Community to meet the cost of air fares, accommodation and organisation.

The Non-Governmental Liaison Services of the United Nations also contributed to the travel expenses of

one of the participants from the Third World.

Participants

Seven categories of participants were invited to the conference:

- Representatives of Third World economic organisations which had previously expressed an interest in establishing economic relations with the GLC and GLEB, or whom it was felt would be likely to do so in future. These organisations included local authorities; co-operatives; state and private industrial and agricultural firms; trade agencies; government departments; research and development units; education, training and research institutions; trade unions; youth and women's groups and movements
- GLC and GLEB specialists in technology and marketing in the sectors due to be analysed during the conference
- Other London specialists selected from industrial enterprises, trade organisations, universities and polytechnics, research and development units. These acted as resource persons complementing the GLC and GLEB staff
- Representatives of British and European organisations specialised in appropriate technology for the Third World and in alternative forms of trade
- Representatives of non-governmental organisations, based in Britain and other European countries, involved in the financing or the execution of development projects in the Third World
- Local authorities in Britain and Europe with an interest in purchasing products from the Third World and in cooperating in research and development
- Representatives of relevant multilateral organisations with whom the GLC had previously established fruitful contact, including the EEC, UNCTAD and the United Nations Non-Governmental Liaison Services.

The conference was attended by over 200 people, including

- 37 representatives of 20 Third World countries (Algeria, Brazil, Burkina Faso, Cape Verde, Gambia, Ghana, India, Jamaica, Mauritius, Mozambique, Nicaragua, Peru, Sahrawi Arab Democratic Republic, Senegal, Seychelles, Tanzania, Trinidad and

"It is possible for an alliance to be shaped out of the bitter experience of recent years between at least some of the leading First World countries and many of the progressive Third World countries. In such an alliance it is crucial that things are not done simply at the top, at ministerial level, reflected in general pronouncements. There has to be this network approach by which one is not waiting for the centre to act before the periphery can respond, but by which the periphery can mobilise its own demands and claims on the centre... When we are returned to office we will seek to exercise power... by supporting precisely this kind of initiative which you have developed."

Stuart Holland MP, Shadow Minister of Overseas Development and Labour Party spokesperson on economic development in the Third World and international trade, speaking to the closing plenary

Tobago, Tunisia, Vietnam, Zimbabwe) and of the liberation movements of South Africa and Namibia

- 21 European representatives (from France, Ireland, Malta, Netherlands, Spain and Switzerland)
- 19 representatives from 10 British local authorities other than the Greater London Council (Aberdeen, Barnsley, Hackney, Lambeth, Lewisham, Merseyside, Nottingham, Sheffield, Strathclyde, Tyne and Wear)
- 36 representatives and staff of the GLC, GLEB, Inner London Education Authority, London Food Commission and London technology networks
- 69 representatives of UK organisations and companies.

The conference languages were English and French, with some assistance for Spanish-speaking participants. It was not possible to translate the conference documents and these were made available in English only.

The conference programme included a

number of events in addition to the plenary and workshop sessions, including a concert with the theme of 'Equal trading with the Third World', organised by the GLC at the Royal Festival Hall as part of a series of musical and other events for GLC Jobs Year '85. Conference participants were also invited to an open meeting organised by London co-operatives to meet British co-operators and to share experiences and ideas.

Conclusions and assessment

The enthusiastic response to the conference and to the themes and ideas discussed in plenary and workshop sessions confirmed the value of the initiative and the urgency of the Third World demand for a new framework for trade and technology exchanges.

In the course of the conference, a wide range of particular needs were identified and a number of specific requests for further action and research were made to

Spreading knowledge to all

The introduction of new technologies has an inherent tendency to increase rural inequality in income and asset ownership, Biplab Dasgupta, the vice chair of the West Bengal Comprehensive Area Development Corporation (CADC), told the conference. He described his organisation's efforts to ensure that technology and knowledge are spread to the weaker and poorer sections of the state's population.

CADC has been experimenting, for instance, with the introduction of tubewells made out of bamboo, which grows locally and is much cheaper than manufactured pipes. The tubewells can be installed and repaired by village communities themselves and operated by families without having to rely on diesel or other commercial forms of energy. As self-confidence in the use of the wells grows, their management is handed over to voluntary local committees.

Another CADC project, a wheat seed multiplication programme in the semi-arid Purulia district, has strengthened the economic position of local peasant farmers and weakened the grip of the traditional semi-feudal local leaders, leading eventually to the formation of a peasants' organisation. 'What began as a technological change brought about a significant transformation of the political and social scene in the locality,' Dasgupta said.

'Rural technology: the Comprehensive Area Development Corporation experiences', by Biplab Dasgupta, conference document G11

the organisers. The conference helped to clarify the options open to Twin Trading Ltd and Third World Information Network Ltd in formulating their programmes of work for the coming period.

At the close of the conference, a *Statement of Principles for Developing Trade and Technological Exchange* was adopted by all participants, the text of which is reproduced below. The Council of Management and staff of Twin Trading Ltd committed themselves to following up all the requests for research and information made to them in the course of the conference, to establishing an information service on trade and technology, to assisting Third World partners to locate possible sources of funding for development projects and to undertake feasibility studies for projects at the request of Third World partners.

An invitation was also issued to all participants by the Greater London Council to a follow-up conference, to be held in County Hall in approximately a year's time. A Working Committee of Third World and European participants, together with the staff of Twin Trading Ltd, was established during the conference to monitor the development of an information network and the organisation of a second conference.

*Lloyd Wright, Jamaica, and
Ndey Olye Jobe, The Gambia*

Linking the cities - Lima and London

The Metropolitan Council of Lima organises the distribution of a daily glass of milk to nearly one million children; representative Mario Zolezzi told conference participants. A local councillor himself, and secretary of urban development in Peru's capital, he described a city in which two to three million people out of a population of six million are without water, light or electricity. A small minority of wealthy industrialists and professional people nevertheless own houses and property comparable to those found in the smarter areas of London.

Lima Metropolitan Council, Zolezzi explained, is endeavouring to challenge these huge disparities and create a city for all. Its staff need advice in some areas and training programmes in others; and there are several possible areas of cooperation with the Greater London Council and other local authorities in Britain.

The GLC and Lima Metropolitan Council could promote trading links between peasant associations and others in Peruvian products such as cotton wool, coffee, alpaca woollen goods, llama, rabbit and chinchilla, pulses, fruit and vegetables, handicrafts in leather, textiles and metal, canned fish and sea food, and wood. The GLC could in return facilitate the export to Peru of agricultural tools and machinery, equipment for small-scale factory production such as canning and conserving, textiles and the treatment of leather and skins, medical and veterinary equipment, refrigeration equipment and small computers.

British authorities such as the GLC can also support projects being undertaken by Lima Metropolitan Council itself, such as slum development and the provision of essential services for new shanty towns, the improvement of rubbish collection services, and the development of radio communications for use in informational and educational broadcasting.

Equipment and machinery needed, either new or second-hand, include theodolites, levels, technical drawing materials and pantographs, lorries and front-loading excavators, dustcarts and water-carrying lorries, perforation equipment for well-drilling, pumping and road construction equipment. Technical assistance would also be welcome in a number of fields.



Third World Trade and Technology Conference
County Hall, London
18-22 February 1985

Speech delivered by Ken Livingstone, Leader of the Greater London Council, to the opening session of the conference on Monday 18 February 1985

The people in the south, in what we call the Third World, make up four-fifths of the world's population. They enjoy less than a fifth of the world's income. They produce a third of the world's energy, but consume only a sixth of it. They export a quarter of the goods entering world trade, but a third of this is accounted for by the oil-producing countries with a tiny proportion of the population. In Britain, we do only a fifth of our trade with the south; it used to be two-fifths. Half of what remains is with the oil-exporting countries. Along with the rest of western Europe, we have turned in on ourselves, protecting our agriculture, in particular, with massive import levies on produce coming from overseas. What the UK buys now from the south is mainly still food and fuel and raw materials as the result of the artificial division of labour which imperial power imposed upon the world.

For long the processing and refining and marketing of the south's primary products, their financing, transport and insurance, were reserved to the centres of capital. The profits from all these activities were in this and other ways accumulating in the metropolis, above all in London, for spending here or for further investment to make more money. The great wealth of London was largely built upon the fortunes made in the colonial trade in sugar, tobacco, tea, cocoa, coffee, gold and other minerals and oil. Some part of these fortunes trickled down into the homes of Londoners as a whole. The City of London remains the capital of capital, its earnings from financial services meet a half of the net balance of trade in services, three-quarters of the whole 'invisible balance', but London can no longer claim, as it once could in the 1920s and 1930s, that it paid for two-thirds of all Britain's imports from overseas — through the City's services, the commodity markets, the investment income, the port and London's manufacturing industry.

It would be easy for visitors to London to be misled by the giant offices, the great hotels, the West End stores, the big cars and bright lights. Behind all this superficial glitter there is much misery and deprivation. There is not the open starvation, sickness and homelessness of some parts of Africa and Asia, but hidden behind the doors of our houses there are hungry children, men and women wanting work, and old people dying of cold.

For London's people have been hit once again by the financial interests of the City. The people from the south, which we call the Third World, know better than we do what that means. Here in London it has meant in the last two decades the loss of half a million jobs in manufacturing industry, the closure of London's docks and shipbuilding, the raising of unemployment in central London to levels above the national average — and worst hit have been those who were attracted here after the war from the Third World by offers of work which have been withdrawn. The

giant transnational companies have taken their capital elsewhere — much of it abroad and some of it to the Third World. They are seeking to divide us and conquer us. We are all in the same boat now and we are concerned at this conference to reach common policies with you out of our discussions.

It would perhaps be understandable if Londoners used their strength to argue for the protection of their industry by tariffs and controls on imports and on capital movements. But we have turned our faces against reliance on such policies. They would only serve to export our unemployment. In our employment policies we refuse to support firms seeking to move from areas of even higher unemployment. So it is equally our object not to take work from the Third World. Our aim is not to maximise profit but the mutual benefit from the exchange of products useful to both parties, which have otherwise been difficult or impossible to realise. A large range of manufactured goods are now entering Britain from the newly industrialising centres in the Third World. This is especially true in the clothing and boot and shoe trades, in textiles, pharmaceuticals and electronics, in the food industry and vehicle production in which London once excelled, but in which Third World countries are becoming major producers and exporters. The giant transnational companies have transferred their plants producing such goods to the free trade zones of the Third World, like Hong Kong, Singapore, Greater Colombo, Manila, Mexico City and São Paulo.

But we know that there are many goods which smaller companies and co-operatives would like to sell in Europe, in which the big companies are not interested. At the same time, the giant companies sell many goods to the Third World which are *not* just what you want and, in the case of military equipment, may be just what you don't want; while we in London and elsewhere in Britain could produce goods that you do want in exchange for your products, if we could find ways of making that exchange. That is what the conference is about. That is what we hope to achieve from it and from the trading organisation — Twin Trading — that we have set up.

London workers have a proud tradition of international solidarity. They welcomed Garibaldi, and the Paris Commune. They founded with Marx the First International. They refused to load arms to supply the enemies of the Russian revolution. They have also long memories of poverty and exploitation. At the height of Britain's imperial power at the end of the nineteenth century, one third of the population were paupers, homeless, starving and very poor, in what Charles Booth called 'Darkest London'. The people of London have always been enriched by immigration — of Jews, Huguenots, Irish, Chinese and most recently families from the Indian sub-continent, from the Caribbean and other parts of the Third World. Fifteen per cent of London's workforce is now black. The people of London will not solve their problems at the expense of the people of the south. Our problems are the same. We both suffer from the unaccountable activities of the giant transnational companies. We are both seeking to find an alternative framework for international economic links. We know that there is a great unexplored potential of trade and exchange between us. But we know also that there are real difficulties in creating new links to replace those which are already established. With your help we believe that we can overcome them.



Robin Murray, Director of Industry, GLC



Seydou Maiga, Burkina Faso



Florrie de Pater, Netherlands



Biplab Dasgupta, India



Teresa Hayter, GLC

MESSAGES

A large number of organisations and individuals who were invited to the conference but who were unable to be present sent messages of greetings and support. They included:

HE Mwalimu Julius K Nyerere, President of the United Republic of Tanzania

HE France Albert Rene, President of the Republic of Seychelles

Amadou Mahtar M'Bow, Director General of UNESCO

L Brizola, Governor of the State of Rio de Janeiro, Brazil

A Barrantes, Mayor of Lima, Chair of the Metropolitan Council of Lima, Peru

HE Samuel J O Sarr, High Commissioner of The Gambia

Ruth Nêto, General Secretary of the Organisation of Angolan Women, Luanda, Angola

Marie Angélique Savane, President of the Association of African Women for Research and Development, Dakar, Senegal

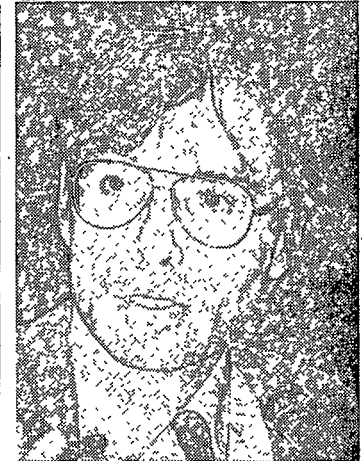
K R Majome, Director of Co-operative Development, Ministry of Lands, Resettlement and Rural Development, Zimbabwe

Menotti Bottazzi, Chairman of the NGO Liaison Committee to the EEC

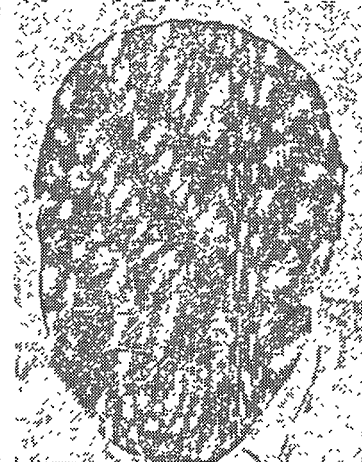
M H A Handy, Head of the Institutional Infrastructure Branch, Division of Industrial Operation, United Nations Industrial Development Organisation (UNIDO)

Thierry Lemaesquier, Coordinator of the UN NGO's Liaison Services, Geneva

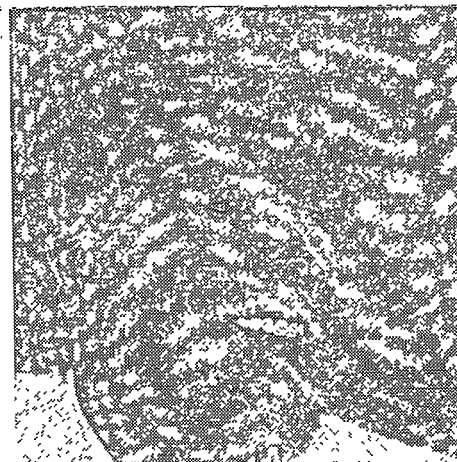
and representatives of British local authorities, alternative trading organisations in Europe, and others.



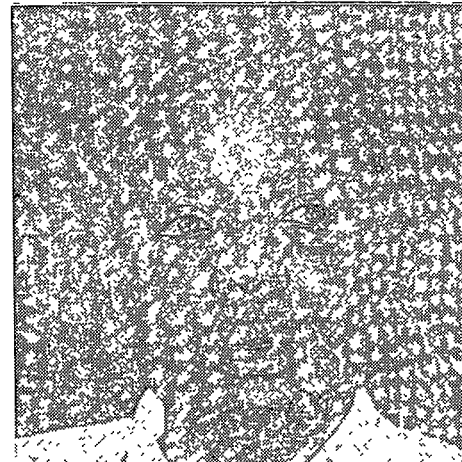
Olivier Le Brun



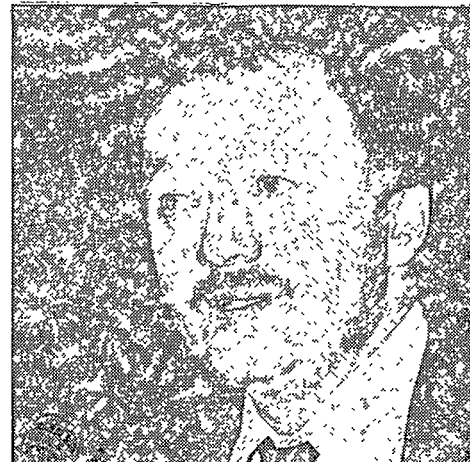
Koalga Bude, Burkina Faso



Felizberto Manuel, Mozambique



Morris Mtsambiwa, OCCZIM, Zimbabwe



Ken Livingstone, Leader, GLC

STATEMENT OF PRINCIPLES FOR DEVELOPING TRADE AND TECHNOLOGICAL EXCHANGE

Adopted at closing plenary, 22 February 1985

1. This statement of principles applies equally to South-South and North-North relations as well as to those between North and South, although it must apply most particularly to the latter, since these principles have been most frequently disregarded in their case.
2. The basic principle of all exchanges between countries, whether of goods or services or technological equipment, patents and know-how, should be the mutual benefit of the peoples of those countries and not the profit of private capital.
3. All projects and exchanges should be directed towards abolishing inequalities of income and wealth and towards overcoming the results of existing unequal exchange and underdevelopment in the past.
4. Every effort should be made to prevent the establishment of monopolistic or monopsonistic positions in the market, whereby prices of exports to the Third World are raised and prices of Third World products held down or rendered unstable.
5. All development projects, products, machines, tools, seeds, etc. and technology made available to the Third World should always be subject to the free and independent choice of the Third World parties.
6. Financial arrangements — credits, loans, grants, etc — should be more easily available and freed of conditions, whether political or other, and should be designed to ameliorate rather than exacerbate Third World indebtedness.
7. All restrictions on trade imposed by First World governments, whether tariffs or non-tariff barriers, especially on finished products, should be lifted so that Third World countries can enter a fair world division of labour.
8. Joint projects of First and Third World producers should be established to work out alternative technologies in appropriate fields to meet the real needs of their peoples and to conserve scarce energy and natural resources.
9. Third World producers should receive positive assistance to diversify their range of products and to increase their participation in the processing, refining and marketing of their natural resources, possibly through joint agreements with First World producers.
10. Planned agreements for trade and technology exchange should be encouraged, including forms of barter and countertrade, not only between nation state governments, but between regions, cities and other localities, and between communities.
11. Training in the necessary skills for developing new technology and the opening up of professional posts to Third World candidates should be a major element wherever appropriate in development projects and technology agreements.
12. Corrupt practices, bribery and backhanders of any sort must be eschewed and prevented in all trade relations and technology agreements.
13. Trade unions in First and Third World countries should seek opportunities for meeting together to draw up a code of labour for manufacturing industries in order to universalise best practices, such as the ILO Code.
14. Workers, whether in co-operatives or in other forms of economic organisation, should be encouraged to develop their own decision-making arrangements and methods of work.
15. Equal opportunities for women, for all races and faiths, and for disabled persons should be guaranteed in all trade agreements and development projects.
16. The international boycott of trade and other economic relations with the apartheid regime of South Africa should be maintained and strengthened.

Ideas into action

Since the Third World Trade and Technology Conference, Twin Trading and TWIN have been developing and implementing a programme of work covering the three main areas of trade, technology and development projects. The immediate priorities for the staff and Councils of Management have been to establish the two companies physically and to ensure that the financial and other conditions of the grant money received from the Greater London Council are fully complied with. Beyond these, Twin Trading and TWIN have taken steps to respond to numerous requests for advice and assistance received from Third World organisations and to activate the various projects generated by the conference itself.

By mid-1985, the projects in hand included the following:


TRADE

Market research

- into sources for plant and equipment, required by governmental and non-governmental organisations in Burkina Faso, Ghana, Mozambique and Vietnam. The items include second-hand earth-moving equipment, inboard and outboard motors, processing equipment for cashew nuts and for banana conservation.
- into sources for various imported products required by a number of state organisations, including milk powder, tinfoil for fruit canning plants, dyes for rush matting and textiles, borehole drilling equipment and agricultural machinery.

Nicaraguan coffee

- in July 1985, Twin Trading imported a consignment of Nicaraguan 'Arabica' ground coffee as a way of giving practical support to Nicaragua in the wake of the Reagan administration's announcement of a full-scale trade embargo. The coffee is being promoted to local authorities in particular, as the first stage in an ongoing effort to find markets for the products of progressive Third World countries and organisations among British local authorities, trade union and labour movement organisations, educational institutions and others. Such trading links can form the basis for ongoing economic relations of mutual benefit.



pure

NICARAGUAN

coffee

This high quality Arabica coffee is sold to the maximum benefit of its Nicaraguan producers. Your purchase contributes to the economic independence of the people of Nicaragua. For further information write to
TWIN TRADING LTD
 86-100 St Pancras Way
 London NW1 9ES

8oz 227gm vacuum packed

Co-operatives

- establishing a data base on the products, needs and potential of co-operatives in the Third World, with special emphasis in the early stages of the project on food producing co-ops, for use by British worker co-ops interested in establishing links of trade and mutual support with Third World counterparts. This project, an initiative of TWIN, has been developed in liaison with the Third World Subcommittee of the Industrial Common Ownership Movement (ICOM) and publicised from May 1985 onwards in co-operative movement journals and newspapers. Third World co-operatives present at the conference and for which it is hoped the data base will be of service include groups in Cape Verde; Gambia, Ghana and Zimbabwe.

TECHNOLOGY

Information and consultancy

- compilation of dossiers of technical information on processing and manufacturing equipment in various sectors, including food preservation and processing, wood working and furniture making, recycling of scrap metal and pedal power generation.

- compilation of comprehensive dossiers of technical information on all aspects of wind energy generation, including the technical performance characteristics and limitations of each principal type of wind energy source, design details, practical applications and testing procedures.

- provision of consultancy services to small-scale irrigation schemes being developed by non-governmental organisations in Kenya, through the FAO.

DEVELOPMENT PROJECTS

Vietnam

- feasibility study for a shrimp farm to be developed mainly for export purposes, at the request of the Hanoi People's Committee. The study to lead on to locating sources of external funding and capital investment.

Mozambique

- feasibility study of the possibility of partially manufacturing furniture in Mozambique, to be finished and marketed in London. The project, if implemented opens up possibilities for job creation in London and the unlocking of underused productive potential in Mozambique by supplying tools and raw materials in exchange.

Nicaragua

- feasibility study of the technological needs and export potential of Nicaragua with the aim of developing trading and economic relations with British organisations and identifying co-operative projects.

Training

- organisation of training programme in the design of radio communications equipment for assembly and use by disabled people, with the assistance of the Greater London Enterprise Board technology networks.

Women, trade and technology

- action-research into women, trade and technology, particularly on the gender-impact of trading relations and technology transfer. This project is closely linked with the development of a network of

women's groups in Britain and the Third World for the sharing of information on trade and technology and has been promoted, in particular, in the course of the Nairobi conference for the end of the UN Decade for Women.

Methodology

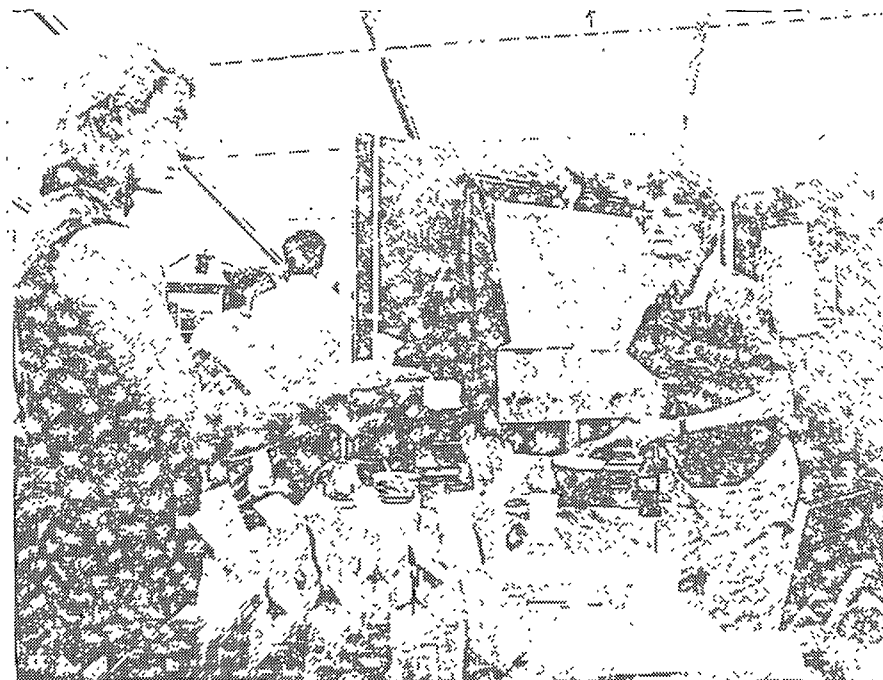
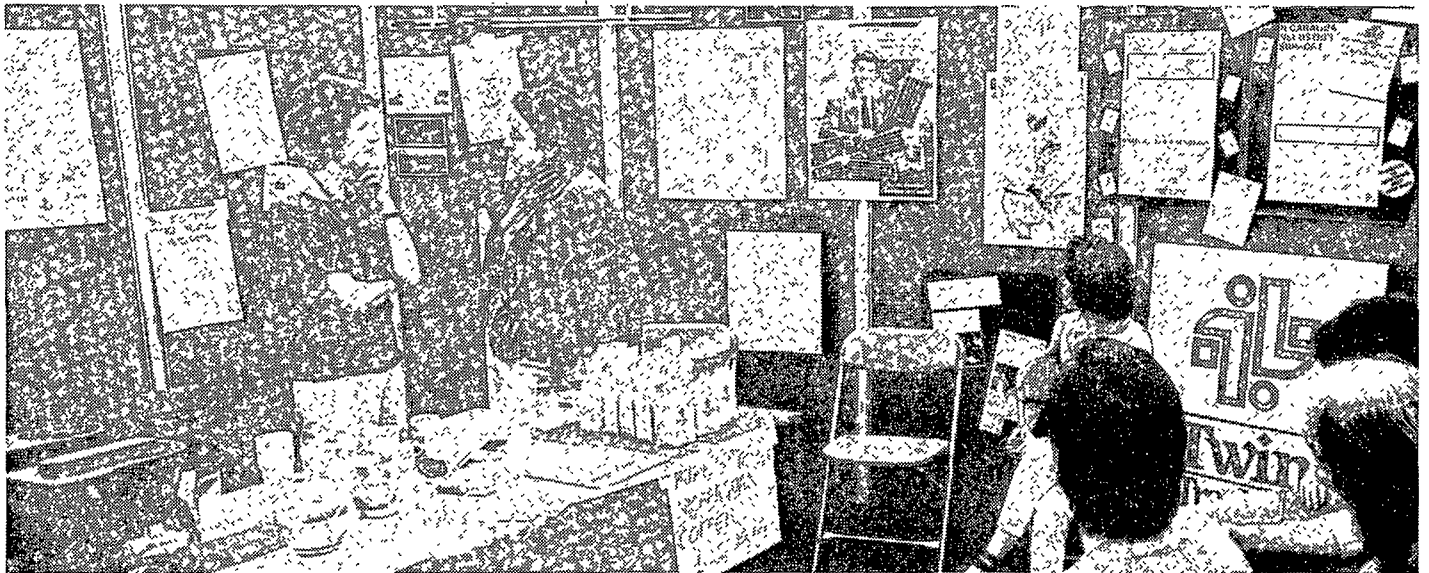
■ action-research on the system of 'aid-by-project', the methodology of project evaluation and practical proposals for enhancing the technological capacity of

Third World organisations.

INFORMATION RESOURCE SYSTEM

■ A computerised and manual data base on trade, technology and relevant organisations such as co-operatives, ethnic minority organisations, women's groups, disabled groups, trade unions, alternative trading organisations and voluntary groups is being developed by TWIN for use by

Third World partners as well as directly servicing the work of Twin Trading and TWIN itself. The practical applications of the data base, and the functioning of the network of organisations in the Third World, Britain, Europe and elsewhere which it serves, will be discussed more widely by a Working Committee. This Committee, comprising representatives of Third World organisations and others, including TWIN itself, was set up at the close of the Third World Trade and Technology Conference.



Jobs for a Change — Twin Trading's exhibition stand at a GLC festival focused on the Nicaragua coffee campaign

Conference Programme

Monday 18 February 1985

- 9.30 Registration at County Hall
- 10.00 Welcome to delegates by Illyd J P Harrington, Chairperson of the Greater London Council
Address by Ken Livingstone, Leader of the Greater London Council, on the need for equality in South-North relations in trade and technology
Address by Robin Murray, Director of Industry and Chief Economic Adviser of the GLC, on the London Industrial Strategy
Address by Teresa Hayter on why the conventional channels of aid do not work
Address by Olivier Le Brun, GLC Third World Project Coordinator, on the objectives of the conference
Chair of session: Robin Murray
- 12.30 Lunch at County Hall
- 14.00 Statements from organisations from Africa, Asia, South America and the Caribbean on their development experiences and needs for technology and trade
Chair of session: Vella Pillay, Board member of the Greater London Enterprise Board (GLEB) and member of the Council of Management of Twin Trading Ltd
- 18.00 Reception given at County Hall by the Chairperson of the GLC, for delegates and invited guests

Tuesday 19 February 1985

- 10.00 Plenary session on technology and its application for development introduced by:
Mike Cooley, Director of Technology at the Greater London Enterprise Board
Biplab Dasgupta, Executive Vice Chairman of the Comprehensive Area Development Corporation, West Bengal
Swasti Mitter, Brighton Polytechnic
Florrie de Pater, NOVIB, Netherlands
Address by Olivier Le Brun on opening new channels for trade and technological exchanges, and the aims of Twin Trading Ltd
Chair of session: Logan Pakiri, Board member of the Development Bank of Zimbabwe
- 12.30 Lunch at County Hall
- 14.00 Workshops on technology at the Greater London Enterprise Board and the London New Technology Network
(1) Engineering — covering machine tools, vehicles and furniture making equipment
(2) Agriculture and food processing
(3) Energy
(4) Cultural industries — covering printing, video, films, tape and radio
(5) Information technology
A dossier of relevant materials has been made available to delegates for each workshop, and visits have been arranged to educational and technological institutions.

- 19.30 Concert at the Royal Festival Hall for equal trading with the Third World, featuring Xalam from Senegal, Julian Bahula's Jabula, and The Happy End.

Wednesday 20 February 1985

- 10.00 Continuation of the five workshops throughout the day, plus visit to the Hackney Fashion Centre for delegates interested in textiles
- 19.30 Open meeting for members of London co-operatives to meet Third World delegates

Thursday 21 February 1985

- 10.00 Plenary session for presentation of reports and projects from the five workshops
Address by Diane Elson, member of the Council of Management of Twin Trading Ltd, on linking Third World producers to European consumers
Chair of session: Michael Barratt Brown, author, former Principal of the Northern College, and Chairperson of the Council of Management of Twin Trading Ltd
- 12.30 Lunch at County Hall
- 14.00 Workshops on conventional and alternative forms of trading and technology transfer between the Third World and Europe
(6) Planned trade — covering the creation of openings for production and matching Third World products to needs through barter and trade agreements
(7) Technology transfer — legal, academic and technological aspects
(8) Local authority purchasing and alternative trading organisations — opening new opportunities for trade
- 19.30 Party at County Hall

Friday 22 February 1985

- 10.00 Preparation of reports and projects
Special workshop for co-operatives, covering past problems, present solutions and future hopes, and a forward-looking strategy for co-operatives in the Third World and London
Chair of session: Russell Hay, Southwark Co-operative Development Agency
- 12.30 Lunch at County Hall
- 14.00 Plenary session in County Hall
Presentation of reports and recommendations
Agreement on statement of principles for developing trade and technological exchange
Address by Stuart Holland MP, Shadow Minister of Overseas Development and Labour Party spokesperson on economic development in the Third World and international trade
Closing statement by Michael Barratt Brown, Chairperson of Twin Trading Ltd
Chair of session: Michael Ward, Chair of the GLC Industry and Employment Committee

APPENDIX II

Participants and Contributors

Third World Participants

AFRICA			
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Conference Documents

A. GENERAL DISTRIBUTION

- G1 Conference programme (see Appendix I)
 G2 List of participants and contributors (see Appendix II)
 G3 Statement of principles for developing trade and technological exchange
 G4 *Bridges not fences, London and the Third World*, by Ken Livingstone, Leader of the Greater London Council
 G5 Speech delivered to the opening plenary by Ken Livingstone, Leader of the GLC
 G6 *London and the Greater London Council, Restructuring the capital of capital*, by Robin Murray, Director of Industry and Employment and Chief Economic Adviser, Greater London Council
 G7 *Towards a new framework for international trade*, by Michael Barratt Brown, Chairperson of Twin Trading Ltd
 G8 *North-South links between producers and consumers*, by Diane Elson, Visiting Fellow, International Development Centre and Department of Sociology, University of Manchester, and member of the Council of Management of Twin Trading Ltd
 G9 *Gateway to partnership, Economic links between Merseyside and the newly-industrialised and developing countries*, report to the Merseyside Enterprise Forum. (Paper available on request from Peter Bond, Merseyside County Council, Tithebarn House, Tithebarn Street, Liverpool L2 2OH.)
 G10 *The Organisation of Rural Associations for Progress (ORAP)*, by Jeremiah M Khabo, ORAP, Zimbabwe
 G11 *Rural technology, the Comprehensive Area Development Corporation experience*, by Biplab Dasgupta, Hon Executive Vice Chairman, West Bengal CADC
 G12 *Architecture for the people*, by Hubert Murray, Levitt Bernstein Associates, London
 G13 *Problems associated with textile production in the Third World*, by Robin Blackburn
 G14 *Why the conventional channels of aid do not work*, by Teresa Hayter, Industry and Employment Branch, Greater London Council
 G15 *Women, technology and work*, by Swasti Mitter, Brighton Polytechnic
 G16 *The Technology Consultancy Centre at the University of Science and Technology, Kumasi, Ghana*, by Sosthenes Buatsi, Deputy Director, Technology Consultancy Centre, Kumasi, Ghana
 G17 *How can redundant items of equipment in ILEA establishments be released for use by Third World organisations?*, by Jay Derrick, Greater London Enterprise Board
 G18 Paper presented by Vincent MacDowell, specialist in ceramics technology, MacDowells of Dublin
 G19 *The aims of TWIN and Twin Trading*, by Olivier Le Brun

B. WORKSHOP PAPERS

(1) ENGINEERING

- Cooker extruders and Third World breakfasts*, by Bernard Leach, Manchester Polytechnic/Manchester Employment Research Group
Agricultural machinery — some observations for discussion, by Richard Day, Twin Trading
Selection and purchase of second-hand machine tools, by Marion Adkins, Technology Division, GLEB
Second-hand furniture making equipment, by Roger Coleman, North East London Technology Network

(2) AGRICULTURE AND FOOD PROCESSING

- Agricultural research and training institutes in London and the UK*, by Ian Maxwell
Cooker extruders and Third World breakfasts, by Bernard Leach
Tools for agriculture: A buyer's guide to appropriate equipment, by Patrick Mulvaney, Intermediate Technology Development Group
Guidelines for participation, by Charles Essandon Atto-Yeddu, Ghana
Agricultural machinery, some observations for discussion, by Richard Day
Problems faced by Third World food importers, by Kay George, London Food Commission
Market report: Scope for utilising food by-products, by Peter Snell, London Food Commission

- Market briefing: Second-hand and reconditioned food processing equipment*, by Peter Snell
Market briefing: Healthy foods — a threat or opportunity?, by Peter Snell
Market briefing: The ethnic catering market, by Peter Snell
Market briefing: Fruit and vegetables, by Peter Snell
Market briefing: The British canned food market, by Peter Snell
Notes on agricultural products, by Robin Jenkins, Food Policy Co-ordinator, GLC
Food processing and packing, by Stichting Ideeel Import

(3) ENERGY

- User needs and appropriate energy technologies*, by Dr Robin Roy
Energy supply and use in the Third World, by Brian Padgett
Producing energy from biomass, by A Grobicki and D L Pyle
Fuelwood and stoves in Zimbabwe: A system in change, by Jas Gill
Photovoltaics, an appropriate technology for Sudan?, by Phillip Winter

(4) CULTURAL INDUSTRIES

- Printing for development*, by Jonathan Zeitlyn

(5) INFORMATION TECHNOLOGY

- The structure of international trade*
The global office, information technology and the relocation of white collar work, by Ursula Huws
International coalition projects on information technology, by Data Konsult
Software for the Third World, by Christopher Roper
Telecommunications in development, by Alan Taylor, telecommunications engineer

(6) PLANNED TRADE

- Sources of information for Third World exporters to the UK*
Towards a new framework for international trade, by Michael Barratt Brown
North-South links between producers and consumers, by Diane Elson
Third World products and European tastes, by Stichting Ideeel Import
Planned trade exchanges — a review of current trade practices, by Michael Barratt Brown

(7) TECHNOLOGY TRANSFER

- Participating in the supply of your own aid, an example of a Mozambican company contracted by an aid donor*, by Richard Day, Twin Trading, and Florrie de Pater, NOVIB, Den Haag
Third World technology, by Brian Lowe, Lanchester Polytechnic, Coventry
Technology transfer and local capability development, by Alyson Warhurst, Science Policy Research Unit, University of Sussex

(8) LOCAL AUTHORITIES AND ALTERNATIVE TRADING ORGANISATIONS

- Local authorities' role in food — reopening an old opportunity for trade*, by Tim Lang
TWIN — a network for peace, by Lydia Merrill and Norman Peake
Gateway to partnership — economic links between Merseyside and the newly-industrialised and developing countries, report to the Merseyside Enterprise Forum
Food processing and packaging, by Stichting Ideeel Import
Third World products and European tastes, by Stichting Ideeel Import
Food Trades Buyers' Index, from *Food Trade Review*, December 1984

(9) CO-OPERATIVES

- Documentation prepared by Islington Co-operative Development Agency and the Marketing Resource Centre, and background information on financial support for the co-operative movement from the Greater London Enterprise Board.

Workshop Reports

Workshops 1-5, held on the second and third days of the conference, helped participants to move from simply exchanging information to identifying particular needs and problems, and thinking hard about their solutions. The Workshop programmes included practical demonstrations and visits, and drew on the skills and knowledge of resource people with expertise in relevant areas.

Workshops 6-9, held on the fourth and fifth days, also looked at the future roles of Twin Trading Ltd and TWIN Ltd in tackling Third World needs.

Workshop (1) – Engineering

Coordinator – Richard Day, Twin Trading Ltd

Resource people – Marion Adkins, Sean Murphy, Mike Cooley, Mike Best (GLEB); Colin Macdonald (LTTN); Gerry Laurence, Maureen Mackintosh (GLC); Peter Smith, Martin Housden (Third World Development Co-op); Roger Coleman (London Innovation Network)

Brief – to examine the problems faced by Third World partners in overcoming dependence on imported plant, equipment and spares from advanced industrialised countries, and in developing their own plant and equipment manufacturing sectors. The Workshop covered three main areas: machine tools, vehicles and furniture making equipment.

Discussion themes – participants agreed on the need for Third World access to techniques for simple batch production, repair and maintenance facilities, and to multipurpose machine tools designed to be used by semiskilled operators. In addition to the background papers for the Workshop, participants were shown a film of the workings of the London technology networks and visited the London Furniture College to look at production techniques and woodworking tools. Representatives of the Intermediate Technology Development Group and the A1 Scottish Bus Co-operative presented a range of rural transport prototypes, including pedal and sail-powered vehicles, and the London Transport Technology Network provided Third World participants with contact addresses for dealers specialising in second-hand and reconditioned machine tools, agricultural tools and machinery, commercial freight vehicles and passenger service vehicles.

Workshop (2) – Agriculture and Food Processing

Coordinator – Robin Jenkins, GLC Industry and Employment Branch

Resource people – Patrick Mulvaney (Intermediate Technology Development Group); Carl Grasveld (Stichting Ideeë Import); Peter Snell, Kay George (London Food Commission); Sally Wilton, Rachel Heatley, Jay Thakker (GLEB); Bernard Leach (Manchester Polytechnic); Madhu Verma (GLC Industry and Employment Branch); Florrie de Pater (NOVIB)

Brief – to examine the problems faced by Third World food producers in developing agriculture and in gaining access to overseas markets, and their possible solutions.

Discussion themes – participants focused on the difficulties faced by Third World producers in obtaining agri-equipment and spares; in developing a processing capacity, and in packaging and presenting their products so as to take the best possible advantage of such outlets in the north as were available. Twin Trading and TWIN were presented with a series of recommendations, including the development of data bases on processors' machinery specifications; engineering and buying facilities in Britain; sources of machinery available in Britain through factory closure, redundancy and redevelopment; retail outlets and the present availability of Third World products. It was felt that Twin Trading and TWIN could act as intermediaries in locating sources of expertise and funding, and in assessing and purchasing machinery for Third World producers. The strength of the Twin Trading and TWIN for Third World partners, it was felt, lay in their capacity to formulate and follow through a complete package, as well as their emphasis on mutuality.

Workshop (3) – Energy

Coordinator – Chris Hines, London Energy and Employment Network (LEEN)

Resource people – Susie Parsons, Brian Padgett, Kim Castle, Chris Fernley (LEEN); Leo Pyle, Anna Grobicki (Dept of Chemical Engineering, Imperial College, London); Jas Gill (Energy Research Group, Open University); Giles Pearson; Philip Winter (REDCO); Dr Barrie Jones (Open University).

Brief – to examine the relevance and availability for Third World partners of various technologies for energy supply and use, and the prospects for facilitating exchanges in this field.

Discussion themes – participants were shown projects at the London Energy and Employment Network workshop, and expressed particular interest in a small-scale battery charging windmill and a steam engine powered by agricultural wastes. Major problems identified included matching Third World partners with the institutions and organisations capable of supplying the right energy technology, and obtaining finance and relevant training. Presentations were made by the resource people present on photovoltaics, windmills, water pumps, biomass and biogas digesters.

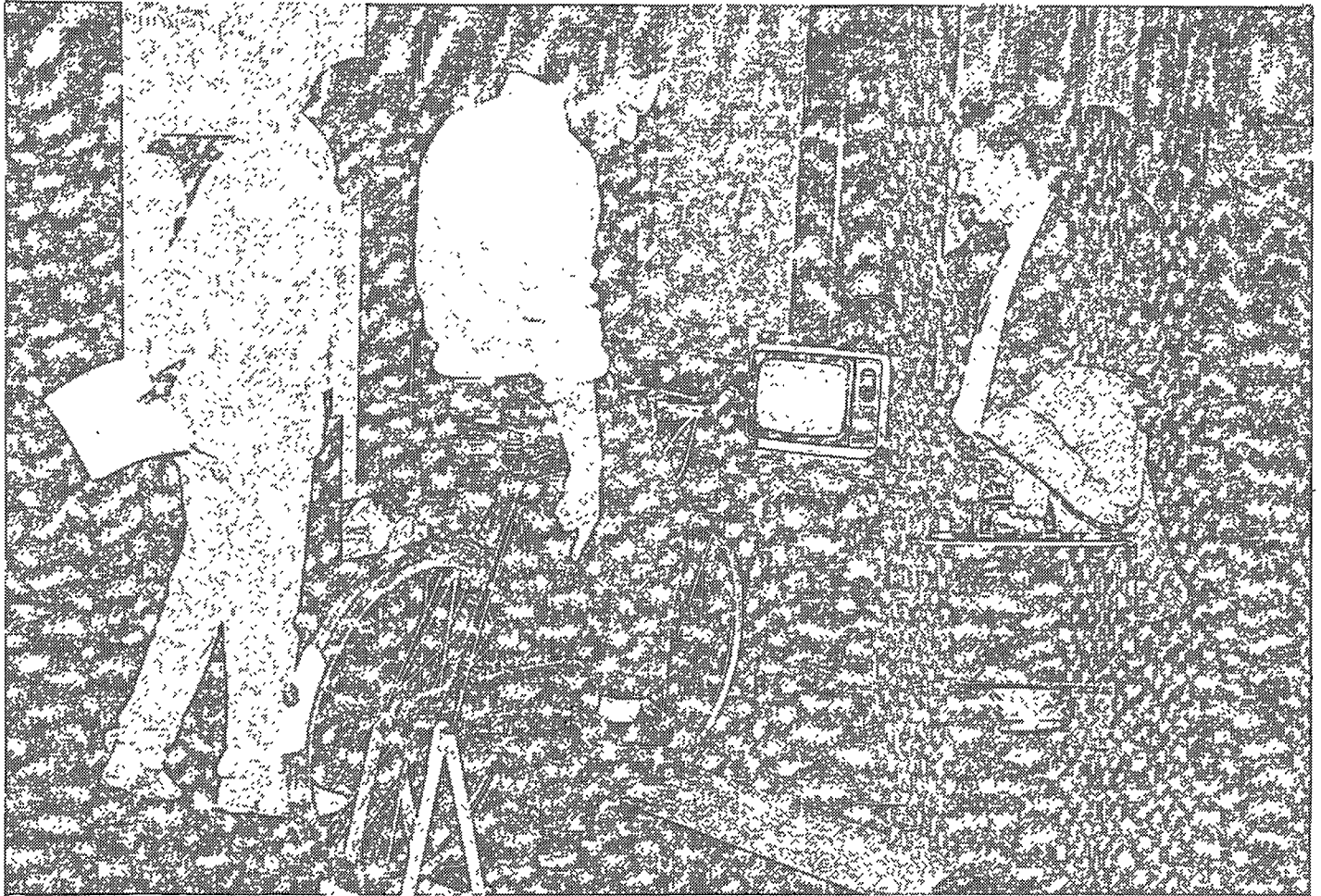
Workshop (4) – Cultural Industries

Coordinator – Ken Warpole, Greater London Enterprise Board (GLEB)

Resource people – Jonathan Zeitlyn; Rod Snell (Brighton Polytechnic)

Brief – to examine low cost communication techniques including printing, radio and television, and their relevance for Third World partners.

Discussion themes – presentations were made of low-cost printing methods for pamphlets and books, and silk screen printing. Participants visited the Peckham Bookplace in Southwark, a community bookshop and local publishing project involved in literacy and educational work, and oral history; and the Walworth and Aylesbury Community Arts Project, combining a printing project, drama, photography and radio studio for low-cost broadcasting, easily accessible to the local community.



Pedal Power — energy generated by the cyclist operates the television

Workshop (5) — Information Technology

Coordinator — Mike Hales, GLC Industry and Employment Branch

Resource people — Richard Sharp (*Computing* magazine); Christopher Roper (Techmedia Consultants); Michael Poleman (Data Konsult, Netherlands); Nalini Burn (Centre for Social and Environmental Research, Mauritius); Ursula Huws; Alan Taylor; Abu Amerrudy (Seychelles Marketing Board); Andy Hartwell; Anthony Hoskyns (LNTN); Gareth Loxley (South Bank Polytechnic); Dave Spooner (International Labour Reports); Dave Wield (Faculty of Technology, Open University)

Brief — to examine a range of computing technologies, their relevance to Third World conditions and the difficulties faced by Third World partners in gaining access to information technology.

Discussion themes — the presentation of various hardware and software packages at the London New Technology Network led on to discussion of the distribution and control of computing resources and

information technology internationally, and the international division of labour which is rapidly developing in this field. A number of potential project areas were identified, including the production of low-cost, low-power computing technologies; the development of appropriate software packages and manuals; hardware and software training for the Third World; the establishment of a consortium of Third World new technology users for software marketing and source code purchase.

Workshop (6) — Planned Trade

Chair — Vella Pillay, GLEB/Twin Trading Ltd

Discussion leader — Michael Barratt Brown, Twin Trading Ltd

Brief — to investigate new openings for Third World producers and how these can be created, and to look at the prospects

for matching products to the needs of both partners in trade relations through the development of barter deals and trade agreements of a new kind.

Discussion themes — much of the discussion focused on the expertise already built up in this field by Third World producers and by established alternative trading organisations such as Stichting Idee Import. It was generally agreed that if Twin Trading was to make a worthwhile contribution, it must operate as part of a cooperative network of trading partners, seeking to extend and find new opportunities for that network rather than creating new structures which might prove competitive. TWIN could contribute by distributing information on potential trade outlets and technical requirements and by improving the functioning of the network. While short-term exchanges between network partners were valuable, it was also important to keep the long-term objective of an alternative economic order constantly in mind through discussion and the exchange of ideas and information.

Workshop (7) – Technology Transfer

Chair – Richard Day, Twin Trading Ltd

Resource people – Mike Cooley (GLEB); Florrie de Pater (NOVIB); Alyson Warhurst (SPRU)

Brief – to review the problems faced by Third World partners in gaining access to the kinds of technology required to meet local needs and to discuss the role of Twin Trading in facilitating appropriate technology transfer.

Discussion themes – there was considerable stress on the need to share experience of problem-solving, in which both Third World and advanced industrial partners had much to learn from each other. The technological needs and requirements of Third World partners needed to be more accurately defined: indigenous human resources of wisdom, skill and experience were always available within the community but were often ignored or overlooked. Within advanced industrial countries there were resources of unused or redundant machinery and equipment which could potentially be used by Third World partners, and resources of worker skills and experience which needed to be regenerated and put to new uses.

Workshop (8) – Local Authorities and Alternative Trading Organisations

Chair – Margaret Ling, Twin Trading Ltd

Discussion leader – Michael Ward, Chair of the GLC Industry and Employment Committee

Brief – to examine the growth of trade, technology exchange and other forms of cooperation between British local authorities and Third World partners; the role of Twin Trading in developing such relations further; and the prospects for extending them to other network members such as alternative trading organisations.

Discussion themes – it was noted that experience existed in other areas, such as the local authority campaign for apartheid-free zones and the nuclear-free zone movement, which was relevant to the goal of building new forms of economic exchange between local authorities and the Third World. British local authorities also needed to be brought together to facilitate the growth of such relationships and to coordinate the exchange of information. The workshop felt that Twin Trading had a role as a clearing-house for information, in the development of north-south and south-south links, and in helping them to grow and develop, and as an intermediary in concrete exchanges. It was noted that local authorities have considerable buying power and that, to make the best use of the interest and goodwill that undoubtedly existed towards the idea of Third World links, Twin Trading and TWIN needed an exhaustive and expert knowledge of the Third World products on offer, the requirements of local authority purchasing and supply departments and their modes of working, and extensive political contacts with local authority members and officers.

Workshop (9) – Co-operatives

Chair – Chloe Munro, Islington Co-operative Development Agency

Discussion leaders – Rachel Heatley (Co-ops Unit, GLEB); Carlos Carrasco (Islington CDA); Catherine Luyster (Marketing Resource Centre); Russell Hay (Southwark CDA)

Brief – to inform delegates about the current state of co-operative development in London, with particular reference to the new initiatives taken since the election of a Labour-controlled GLC.

Discussion themes – the seminar began with a showing of a video, *Co-ops at Work*, made by the Pictures of Women co-op with support from Lambeth Co-operative Development Agency and GLEB. The chair outlined the historical development of worker co-ops and their three major areas of concern: finance, marketing and training. These were developed by the discussion leaders: Rachel Heatley described some of GLEB's initiatives in providing appropriate finance for co-ops, including the setting up of the London Co-operative Enterprise Board and its revolving loan fund; Carlos Carrasco discussed training initiatives and their relationship with education for and by co-operators; Catherine Luyster explained the aims and activities of the Marketing Resource Centre, a new project set up to assist co-operatives in marketing their products. Russell Hay, in a final contribution, stressed the importance of both national and international cooperation between co-operatives, and the value of opportunities such as those provided by the Twin Trading conference for co-ops to meet in a situation which was under their own control.

"The people of London will not solve their problems at the expense of the people of the south. . . We both suffer from the unaccountable activities of the giant transnational companies. We are both seeking to find an alternative framework for international economic links and we know there is a great unexplored potential for trade and exchange between us."

Ken Livingstone, Leader, Greater London Council

In February 1985, representatives of 20 Third World countries met with British local authorities, co-operatives, trade unions, alternative trading organisations, voluntary agencies and others to discuss how new and equitable forms of trade and technology exchange could be established between them.

The Third World Trade and Technology Conference, organised by the Greater London Council with assistance from Twin Trading Ltd, and co-funded by the EEC, arose from the GLC's determination to beat unemployment in London and to put underused resources of skill and enterprise to work.

The conference helped to forge direct links between producers and consumers. It also launched two new companies set up by the GLC: Twin Trading Ltd and Third World Information Network (TWIN) Ltd. This report explains the background to the initiative, and what has since been achieved.

