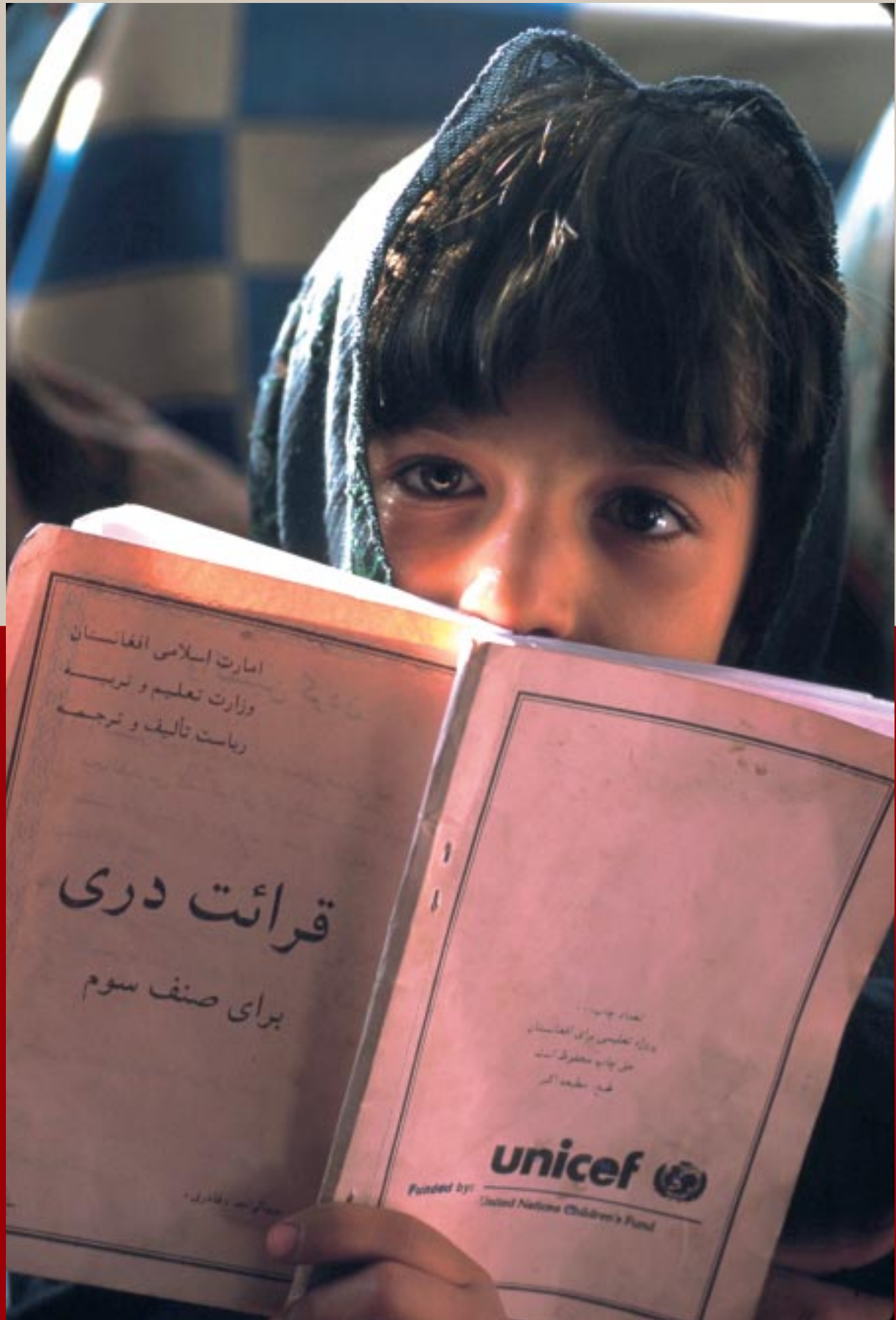


Supply Division Annual Report 2001



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List of Acronyms

AD: auto-disable (syringes)
ARV: anti-retroviral (drugs)
DTP: diphtheria/tetanus/pertussis
GAVI: Global Alliance for Vaccines and Immunization
GDP: Good Distribution Practices
GMP: Good Manufacturing Practices
Hib: Haemophilus Influenza B
IDP: Internally Displaced Persons
ITN: Insecticide Treated Bednet
LTA: Long-Term Agreement
NID: National Immunisation Day
NGO: Non-Governmental Organisation
OFFP: Oil For Food Programme
OPV: Oral Polio Vaccine
ORS: Oral Rehydration Salt
PMTCT: Prevention of Mother-To-Child Transmission (of HIV/AIDS)
QAC: Quality Assurance Centre
TT: Tetanus Toxoid
UNAIDS: Joint United Nations Programme on HIV/AIDS
UNDP: United Nations Development Programme
UNFPA: United Nations Population Fund
UNICEF: United Nations Children's Fund
WHO: World Health Organization

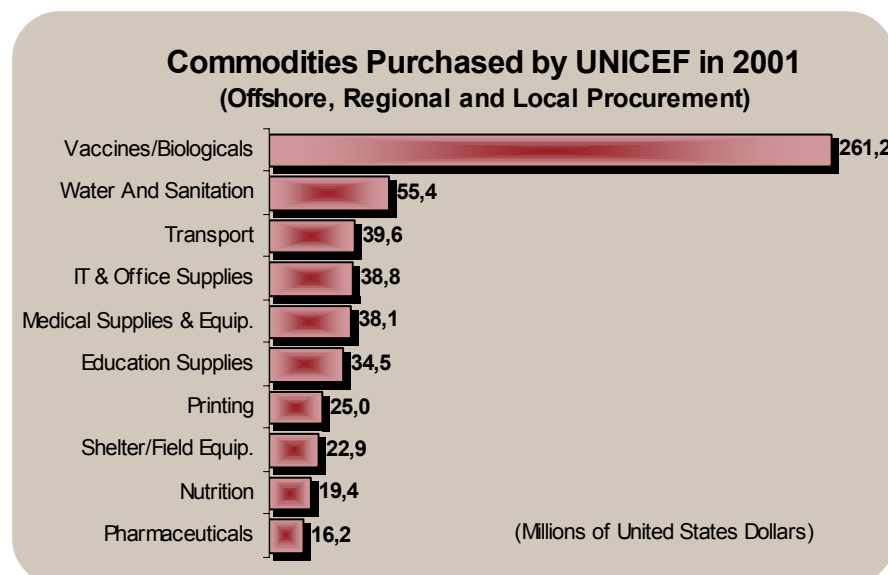
Introduction

In 2001, supplies remained at the core of UNICEF international mandate for the protection of children's rights. With \$596 million dollars procured throughout the world, expenditures on supplies reached an unprecedented level in the organization's history. "A World Fit for Children", the document that will be adopted by the United Nations General Assembly at its Special Session on Children on 8-10 May 2002 makes clear that access to basic social services in the areas of education, health, water and sanitation, in times of peace and war, is a basic and universal right of all children. In many countries, UNICEF supplies help to ensure that children have the services they need.

2001 was a year of challenges but also growth and improvements for UNICEF Supply Division. The year started with an internal review process called "Vision Ting", which provided an opportunity to re-examine the supply function within UNICEF and the role of Supply Division. Commitments spelled out in the Supply Division Contract 2000 had translated into positive and visible developments. New initiatives and strategies such as the Global Alliance for Vaccines and Immunization (GAVI) and procurement services gained full momentum with large-scale implications in terms of supplies. With natural disasters and wars continuing to affect an increasing number of children and women throughout the world, Supply Division had to respond faster and more efficiently.

The responsibility of Supply Division is to procure and deliver supplies for UNICEF-assisted programmes. Over the decades, it has established its cred-

What UNICEF buys globally...



ibility by guaranteeing the quality of goods and services and by ensuring that supplies reach their final targets, children, in a timely manner.

One of the largest, most experienced and most technically advanced procurement agencies in the United Nations system, Supply Division oversees global procurement for UNICEF. It operates from its main office in Copenhagen, but also from UNICEF's headquarters in New York City, from Regional Procurement Offices in Ankara (Turkey) and Pretoria (South Africa), and from its Country Offices. In order to reinforce its flexibility and speed, UNICEF continued to decentralize procurement in 2001 with a total volume of regional and local procurement of \$238 million. As a result, 8 of UNICEF's top 20 supplier countries are countries where UNICEF supports programmes for children.

Offshore procurement by Copenhagen and New York totalled \$357 million, and the Copenhagen warehouse shipped \$54.5 million worth of goods, including almost \$7 million worth of donations in kind. UNICEF Country and Regional Offices bought supplies worth \$238 million. Procurement services orders amounted to \$72 million, raising total procurement for the year to \$596 million.

Vaccines and immunization supplies remained the largest commodity group purchased by UNICEF globally in 2001 (\$261 million). This trend was reinforced by the first year of implementation of the GAVI. The procurement of polio vaccines for the global polio eradication campaign remained at high levels. Many of UNICEF's other priorities were reflected in purchasing of water and sanitation equipment (\$55 million), medical supplies and equipment (\$38 million), education supplies (\$34.6 million) and nutrition products (\$19.4 million).

More than ever, the role of supplies in bringing assistance to children in emergencies was vital in 2001. For the children of Afghanistan only, the Copenhagen warehouse dispatched 27 charter emergency flights. Over 6,300 Emergency Health Kits, worth \$1.3 million were put together and sent from the warehouse for various emergencies during the year.

... and where we buy it

Top 20 Supplier Countries 2001

Belgium	\$120,038,222	South Africa	\$9,809,408
India	\$103,619,401	United Kingdom	\$9,523,993
France	\$41,405,322	Pakistan	\$9,519,772
Denmark	\$32,622,096	Kenya	\$9,207,941
Italy	\$27,488,017	Sweden	\$8,787,637
Japan	\$22,667,406	Canada	\$8,607,779
United States	\$17,105,352	Iraq	\$7,653,120
Turkey	\$15,280,058	China	\$5,358,917
Germany	\$12,004,827	Norway	\$4,745,593
Korea, Republic of	\$10,766,797	Bangladesh	\$4,083,706

Managing UNICEF Global Procurement

Since UNICEF started in 1946, the supply dimension has been key to the organization's effectiveness. In 2001, the Global Movement for Children and preparations for the Special Session on children offered an unprecedented opportunity to engage different partners in investing in children, including funding institutions and the private sector. In a fast changing and increasingly complex world, Supply Division took several steps in 2001 to ensure that the UNICEF supply function would retain its comparative advantage and competitive edge.

The Vision Ting

In February 2001, Supply Division held the first Vision Ting¹ and Strategy Workshop in Copenhagen, gathering an assembly of colleagues from the field and from headquarters to re-examine the supply function. A new mission statement was developed, common values identified and clear recommendations were given to change the direction of the supply function.

The rest of the year was used to implement recommendations adopted at the Vision Ting workshop, which in turn translated into direct gains for the life, survival and development of children in developing countries.

Results

In 2001, Country Offices improved the quality of supply plans with several positive outcomes such as reduced transportation costs and delivery time. The percentage of on-time deliveries has increased. However, it was observed that, for emergency countries, it is more difficult to make realistic supply plans due to the volatility of the situation in the field and the uncertainty of funding.

Local procurement continued to increase in most countries because local markets have been expanding and offer more opportunities. The advantages of local procurement include after-sales services, avoidance of long delays in

Some of the **recommendations** of the **Vision Ting** workshop:

- The five corporate priorities of the UNICEF Medium Term Strategic Plan provide an indication of strategic supplies needed over the next four years. Some are clear such as vaccines, immunization delivery mechanisms, cold-chain equipment, medicines and test-kits related to HIV/AIDS. However, UNICEF needs to review strategic supplies in the areas of girls' education, early childhood care and child protection.
- In emergencies, while UNICEF is able to act quickly and efficiently in the first phase of an acute crisis, some efforts are required to better respond to subsequent phases and chronic emergencies, in addition to include contingency planning.
- Since the Supply Division "Contract 2000", internal response times have improved, but can be further enhanced by advance planning to put LTAs in place for all frequently demanded commodities; by expanding the base of suppliers for sourcing supplies to ensure proper competitive binding; and by better management of the shipping process.
- The need for further decentralization was emphasized at the meeting.
- "e-business" approaches are needed for catalogues, ordering, etc.

customs clearance and reduced transport time. On the negative side, the prices are not always competitive, not all commodities are available locally, quality is sometimes substandard and suppliers keep low stock levels. Hence, the need to keep a mix of local and offshore procurement is justified.

The increased level of local procurement authorization for UNICEF field offices continued to be a positive experience, contributing to timely delivery of supplies.

In 2001 there was a noted improvement in the supply function in most offices. Supply Division was able to contribute to these improvements through its own improved performance and communication with field offices.

The direct ordering system, based on an increased number of Long Term Agreements (LTAs), proved beneficial to country offices as it reduces the delivery time of offshore supplies.

Immunization Vaccine Procurement

As a leading agency for procurement of vaccines and safe injection supplies, UNICEF Supply Division is responsible for procuring vaccines and devices for the global campaigns to eradicate polio, eliminate neonatal and maternal tetanus and control measles, as well for other UNICEF-supported immunization programmes and the countries receiving vaccines from the Vac-

cine Fund as part of GAVI. UNICEF is now one of the world's largest purchasers of vaccines for developing countries, supplying vaccines for 75 per cent of children in those countries.

In 2001, UNICEF purchased \$261 million worth of vaccines² for use in over 90 countries, including both purchases for UNICEF-supported programmes and procurement services on behalf of Governments and other agencies. UNICEF purchases vaccines only from manufacturers certified by WHO.

The Global Alliance for Vaccines and Immunization

GAVI was created in 1999 to protect the health and lives of millions of children in developing countries through the widespread use of modern vaccines. GAVI is a broad partnership across the corporate sectors. UNICEF, through Supply Division, has been entrusted with the challenge of procuring new and under-used vaccines. The current emphasis is on hepatitis B and haemophilus influenza B (Hib)³, as well as yellow fever in endemic countries.

As of end of 2001, 37 countries had been approved to receive vaccines under GAVI. Mozambique and Kyrgyzstan were the first to receive the vaccines in April 2001, followed by Albania, Armenia, Azerbaijan, Cambodia, Côte d'Ivoire, Eritrea, Ghana, Guyana (procurement done by the Pan American

¹ Ting is an old Nordic word for "parliament" and originally referred to consultation, deliberation and giving of advice to decision-makers. It could also mean assembly – and that is why the title of the workshop was **Vision Ting**.

² This includes vaccines procured under GAVI

³ Hib is a leading cause of bacterial meningitis, and is also responsible for around 2.7 million cases of pneumonia in developing countries annually.



UNICEF/HQ01-0145/Giacomo Pirozzi

In 2001 in Mozambique, her health card on top of her, an infant girl, Aurera Ndhaze, sleeps in her mother's arms at a health centre in the town of Boane, some 40 km from Maputo, the capital. They are attending a vaccination session that is part of the pilot immunization campaign using the GAVI-provided vaccine, DTP-hepB, against diphtheria, pertussis, tetanus and hepatitis B.

million doses of DTP-hepatitis B vaccine), and Uzbekistan (over 3.7 million doses of hepatitis B vaccine). The yellow fever endemic countries of Ghana, Kenya and Liberia received respectively 534,000 doses, nearly 20,000 doses and 53,000 doses of yellow fever vaccine. In addition to vaccines, all countries selected under GAVI received syringes and safety boxes.

The year 2001 was crucial for testing the procurement, delivery and use of these vaccines. It was observed that, as these vaccines are extremely sensitive to freezing, more emphasis is needed on the correct use of the cold chain. Indeed, for DTP, combined DTP-HepB and HepB vaccines, the coolest storage temperature must not fall below +2°C. This is particularly important for this type of vaccine, as a dose of combined DTP-HepB+Hib vaccine (containing five vaccines) costs \$3.5, compared, for instance, to 4 US cents for a tetanus vaccine.

Global campaign to eradicate polio

The global polio eradication effort showed some successes in 2001. In Iraq, polio-free status has been sustained since January 2000. This was part of the general emphasis put on high coverage rates for immunization of children under five, which have been steadily increasing.

In India, the oral polio vaccine (OPV) continued to be the largest commodity supplied by UNICEF, accounting for about \$48 million for the purchase of 580 million doses for the eradication programme. This vaccine contributed to the rapid reduction of polio cases in India, which declined from 1,934 in 1998 to 165

Health Organization), Kenya, Lao People's Democratic Republic, Liberia, Madagascar, Malawi, Pakistan, Rwanda, Tajikistan, Tanzania, Turkmenistan, Uganda and Uzbekistan. Additional countries have been approved for 2002, including Bangladesh, Benin, Gambia, Georgia, Guinea, India, Mali, Moldova, Sri Lanka and Viet Nam. The GAVI Board approves programmes based on a set of specific criteria: each country must have a gross national product per capita less than \$1,000; a current coverage of diphtheria/tetanus/pertussis (DTP) vaccine greater than 50 per cent⁴; a functioning Inter-Agency Co-ordinating Committee; a multi-year immunization plan; and an injection safety plan.

As part of the GAVI partnership, selected countries are responsible for reporting, on a yearly basis, the headway

they have made towards achieving immunization goals. The Vaccine Fund must receive a satisfactory progress report in order to continue funding beyond the first year.

In April 2001, Bill Gates Sr., Co-chair of the Bill & Melinda Gates Foundation, joined Carol Bellamy, UNICEF Executive Director and President Joaquim Chissano of Mozambique, at Boane District Health Clinic, 45 kilometres from the capital city Maputo, to see infants being immunized with combined DTP-hepatitis B vaccines.

In 2001, UNICEF procured over 4 million doses of the combination DTP/hepatitis B vaccine, some 3 million syringes and nearly 34,000 safety boxes for Mozambique. Other major procurements included: Pakistan (6.4 million doses of hepatitis B vaccine), Tanzania (over 2.5

UNICEF Supply Function

The large volume of commodities purchased by UNICEF each year can be classified into:

- Strategic supplies that are essential to UNICEF-supported programmes and are directly used by children (vaccines, pharmaceuticals, micronutrients, water and sanitation supplies, bednets, school-in-a-box, recreation kits and other educational supplies etc.);
- Non-strategic commodities, which help to ensure that programmes run effectively (office equipment, computers and vehicles).

The options available for purchasing supplies are global, regional or local procurement.

As part of its focus on essential commodities for children, Supply Division provides procurement, logistical and technical expertise to UNICEF headquarters and field offices. The Division works closely with field offices and UNICEF's Programme Division to develop supply policies and strategies that support national development goals for children. It maintains very close co-ordination with the World Health Organization (WHO) on immunization and drug technologies and logistics, and with many United Nations and non-governmental organization (NGO) partners on common approaches to product specification and procurement.

⁴ This coverage criterion does not apply to yellow fever vaccine.



UNICEF/HQ98-0981/Giacomo Pirozzi

In Yemen, a baby receives a polio vaccine at the Al-qaa Centre for Health in the old section of Sana'a, the capital.

Essential Drugs and micro-nutrients

In 2001 UNICEF purchased \$16 million worth of pharmaceutical products. Supply remained integral to UNICEF's fight against micronutrient deficiencies and malnutrition in emergencies. UNICEF Supply Division supplied nutritional supplies to the value of \$19 million in 2001, and additionally shipped over 5 million vitamin A capsules, which were provided to UNICEF as a donation in kind, to 73 countries. The value of this donation reached nearly \$7 million.

Essential supplies for people with HIV/AIDS

In 2001, Supply Division continued to provide information to decision makers on supply issues pertaining to HIV/AIDS-related drugs. As part of UNICEF's commitment to the prevention of mother-to-child transmission (PMTCT) of HIV, special emphasis was put on the importance of providing a basic package of care in the ante-natal care setting and the relevant supplies for mother with HIV/AIDS and their children.

in 2001. Since 1999, UNICEF is the primary vaccine supply agency for the eradication effort. In India, donor funds paid for about \$23 million of the OPV, with the balance funded by a procurement services agreement with the Government of India and the World Bank.

In Pakistan, one of the most polio-affected nations in the world, the polio eradication initiative continued to be a key element of the UNICEF-supported programmes. Five rounds of National Immunization Days (NIDs) were held, supplemented by three rounds of Sub-

National Immunization Days (SNIDs). UNICEF supported the Government of Pakistan and its partners through the supply of vaccines linked to extensive social mobilization activities. The eradication effort has significantly reduced the number of polio cases which was down to 105 in 2001. Timely delivery of OPV was a major achievement in 2001.

In Nigeria, three more successful NIDs were conducted, UNICEF taking the lead in the supply of vaccines and cold-chain equipment.

Vaccines for Children: Supply at Risk

The world is experiencing vaccine shortages serious enough to jeopardize immunization programmes for children. The situation is especially grave for the world's poorest countries and poses a threat to the lives and well-being of children and families.

The shortages affect virtually every category of traditional vaccines given to children in poor countries: DTP, tuberculosis (BCG), OPV, tetanus toxoid (TT), measles, yellow fever and meningitis. For instance, UNICEF buys 65% of its traditional vaccines (except OPV) from only two manufacturers. In 2001, the availability of the traditional DTP, BCG and measles vaccines dropped to the lowest levels in 10 years.

Vaccine prices have also shown increases. Between 2000 and 2001, for example, the cost of DTP vaccines rose by 15%, BCG by 27%, measles by 10% and TT by 23% with prices likely to climb even higher.

UNICEF, which meets around 40% of the global demand for children's vaccines and is the key supplier of vaccines to the world's poorest countries, is seeking urgent global responses to prevent what could become a crisis.

UNICEF proposed several steps:

1. **Guaranteeing vaccine availability:** UNICEF has to be able to enter into firm contracts with vaccine manufacturers, allowing them to plan well in advance. In 2001, UNICEF concluded three-year purchasing arrangements with manufacturers. However, these arrangements are not binding to either party because UNICEF does not have multi-year funding.
2. **Financing:** The cost of traditional vaccines for the poorest countries is currently around \$50 million a year (excluding OPV). Multi-year allocations for vaccine financing will ensure that UNICEF can obtain the traditional vaccines required to sustain basic immunization services.
3. **Long-term forecasting:** UNICEF, in collaboration with WHO, works with Governments to ensure that these forecasts are available and that overall vaccine management is improved.

This strategy, presented to the UNICEF Executive Board in January 2002, makes clear that the role of Supply Division will continue to be vital in advocating for vaccine security and identifying and implementing pragmatic solutions.

Vaccine safety

In addition to ensuring that the quality of vaccines is within international standards, Supply Division has been concerned with the safety of injections. The current focus is on auto-disable (AD) syringes, or on single-dose, pre-filled AD injection devices:

- **AD syringes** are designed to prevent re-use by means of an internal mechanism that locks the plunger after a single use. They have plastic caps to keep the needle sterile and some also have caps on the plungers.
- **Pre-filled AD injection devices** consist of a small plastic pouch with a permanently fixed needle, each containing a single dose of vaccine. Like AD syringes, these proprietary devices are designed to prevent re-use and automatically become disabled after one use, due to the presence of an internal one-way valve. The vaccine is contained in a sealed, bubble-like reservoir that prevents the vaccine from contacting the needle until the time of activation.



Of the more than 40 million people living with HIV/AIDS today, over 95 per cent live in developing countries. Many of them do not have access to even the basic drugs needed to treat minor ailments, not mentioning HIV-related infections. In many of the poorest countries, essential drugs including painkillers, antibiotics, and tuberculosis drugs are in desperately short supply. Even with significant recent reductions in the prices of many of the drugs needed in HIV/AIDS care and support, especially anti-retroviral (ARV) drugs, their affordability is one of the main barriers to their availability in developing countries. Affordability is measured not only in terms of drug costs, but also includes the opportunity costs in ensuring reliable in-country supply systems, and in making these treatments available safely and effectively.

Even where cheaper alternatives exist, many decision-makers do not have the information they need to identify appropriate suppliers for these drugs. Balancing the need for sourcing quality products from reliable suppliers and, at the same time, ensure affordable and competitive prices, is a major challenge. In 2001, Supply Division, in collaboration with other UN partners and co-sponsors, updated and revised a report which provides market information to assist governments and procurement agencies in making informed decisions on the sources of supplies and could potentially serve as the basis for negotiating affordable prices. The report is based on a survey of over 200 pharmaceutical manufacturers in 40 countries worldwide. The aim of this document is to help increase access to drugs for

people in developing countries living with HIV/AIDS. Initially produced in 2000, this report is issued by and has been made available on the websites of UNICEF, the Joint United Programme on HIV/AIDS (UNAIDS), WHO and Médecins Sans Frontières.

In the area of access to HIV/AIDS drugs and diagnostics, UNICEF Supply Division has also been working with WHO and UNFPA in the Pilot Procurement Quality and Sourcing Project. This project evaluates pharmaceutical products according to WHO-recommended standards of quality and for compliance with Good Manufacturing Practices. This UN initiative to assess the quality of HIV drugs is part of a UN-wide strategy to improve access to affordable and reliable HIV treatment. This project is ongoing and the first list of pre-qualified products was published in February 2002. It is expected that products and suppliers will continue to be added to this list.

UNICEF is also part of the United Nations Inter-Agency Task Team on PMTCT, which was established in 1998 to investigate alternatives for providing PMTCT activities in maternal and child health care programmes in poor countries. It was agreed to establish pilot programmes and UNICEF was appointed the lead organization to take pilot programmes forward. Ensuring reliable supplies is essential to sustain the required activities. In 2001, UNICEF Supply Division supported various programmes in their supply planning. The supplies consisted of:

- **HIV test kits.** UNICEF procured HIV test kits for 19 countries in 2000 and 2001, in addition to providing technical

support. These countries were: Angola, Burkina Faso, Cameroon, Central African Republic, Congo, Democratic Republic of Congo, Côte d'Ivoire, Eritrea, Ethiopia, Malawi, Mali, Mauritius, Myanmar, Nigeria, Rwanda, Tanzania, Togo, Uganda and Zimbabwe. UNICEF participated in the WHO Bulk Procurement Scheme for HIV test kits, thus procuring only kits that have been approved by WHO.

- **Access to ARVs.** In 2001, UNICEF continued to support activities related to access to ARV drugs for PMTCT particularly nevirapine and zidovudine. The Zidovudine Donation in Kind, offered by Glaxo Smith Kline, made available zidovudine 300 mg tablets to selected pilot countries under the auspices of UNICEF and the United Nations Inter-Agency Task Team, through UNICEF Supply Division. In total, some 30,000 treatments have been donated. Since 1998, donations to countries have been co-ordinated through Supply Division.

While UNICEF is not directly involved in the Viramune Donation Programme, brokered by AXIOS International on behalf of Boehringer Ingelheim, seven countries purchased nevirapine through Supply Division in anticipation of the nevirapine donation programme.

- **Infant formula.** Since 1997, Supply Division has been providing supply support (breast milk substitute) to test sites in 14 countries, mainly in sub-Saharan Africa. UNICEF, in collaboration with WHO, developed clear criteria for the safe use of infant formula. However, experiences have been varied, and based on lessons learnt in the pi-

lot programmes, the importation of infant formula is now considered non-sustainable, not cost effective and probably not affordable in most situations. Hence, UNICEF is now phasing out procurement support of infant formula.

■ **Technical support in supply planning.** Supply Division has been supporting countries in supply planning for PMTCT. Major areas of support include technical support to supply planning for Test Kits, ARV drugs and infant formula, assistance with quantification of needs for PMTCT supplies, and assistance with PMTCT supply problems in general.

■ **Secure supply systems.** UNICEF has increased its focus to also investigate ways to support countries to strengthen supply and distribution systems for PMTCT. Secure systems that ensure timely availability of essential commodities are central to successful PMTCT activities and form the basis for the effective delivery and use of a broader set of HIV/AIDS-related commodities.

UNICEF and the Roll-Back Malaria operation

Roll-Back Malaria is an initiative launched in 1998 by UNICEF, WHO and the World Bank, which aims to reduce the incidence of malaria-related mortality by 50 per cent by 2010.



UNICEF/HQ99-0664/Giacomo Pirozzi

A girl pumps water from a Mark II handpump installed by UNICEF outside a house in the village of Awdalok, near the northern town of Koya, Iraq.

One of UNICEF's major contributions to Roll-Back Malaria is the sourcing and provision of malaria-related commodities to help meet this goal, principally insecticide-treated bed nets (ITNs). While the annual need for nets and insecticide treatment kits in Africa is estimated at 32 million, the current production capacity of net manufacturers on the continent is only around 4 million a year. UNICEF's objective is therefore to stimulate demand for ITNs by working with various partners and encouraging private sector investment. In South Africa, UNICEF co-operates with several companies to increase the production of yarn for netting materi-

als and to distribute nets to migrant workers in Mozambique and Malawi. In Angola and Mozambique, UNICEF works with companies to strengthen the net tailoring sector. In Malawi and Ghana, the production of insecticide is the focus of UNICEF's collaboration with the corporate sector.

In 2001, UNICEF procured over 1.6 million nets worth over \$ 4 million, and \$1 million worth of insecticide.

For an average price of \$3, a treated bednet can protect a family against malaria.

Secure supply systems in the context of HIV/AIDS

In October 2001, UNICEF Supply Division hosted a first meeting with WHO, UNAIDS, the United Nations Population Fund (UNFPA) and Médecins sans Frontières to create a forum where country level supply problems could be articulated, and a common understanding of the implications of these problems could be generated. The meeting was attended by pharmaceutical experts from UN agencies and MSF.

The need for the meeting was driven by international outcome targets set at recent international gatherings:

- One of the objectives fixed by the UN General Assembly Special Session on Children refers to a decrease in PMTCT by 20 per cent, by 2005;
- WHO is projecting 5 million people living with HIV/AIDS on ARV therapy in the next 5 years;
- The Okinawa declaration, adopted at the G-8 meeting in July 2000, set several child survival related targets, such as reducing mortality due to Diarrhoea, TB and Malaria by 50 per cent by 2010, reducing mortality due to acute respiratory infections by one third by 2010, reducing the number of HIV infected youth by 25 per cent by 2010 and eliminating iodine deficiency disorders by 2005 and Vitamin A deficiency by 2010.

The main obstacles identified at the meeting included the general collapse of public health systems in many countries, the high number of activities and actors, and the lack of co-ordination.

The meeting was an opportunity to work together, to identify and assess needs and problems in supply systems at country level, to identify solutions for well-known problems, to promote the development of integrated supply systems and, most importantly, to translate some solutions into immediate action.

From the proceedings, three main themes evolved: the need to document *Best Practices*, the need for *Improved Knowledge Management*, and the need to *Build Capacity*, both in organizations and in countries.

Other strategic supplies

Water supply and sanitation

No major change was registered in terms of water and sanitation procurement in 2001, with over \$55 million worth of supplies procured globally. They ranged from surveying equipment, water distribution items (pipes, pumps etc), and water storage equipment, to water treatment chemicals and hygiene and sanitation products (such as disinfectant and latrine sanplat mould). An interesting development was the increase in solar powered submersible pumps units, especially for Nigeria, East Timor, Ethiopia and Sierra Leone. The number of long-term agreements increased from two to five, covering hand pumps, water treatment chemicals and collapsible water tanks.



UNICEF/HQ00-0941/ Roger Lemoine

AFGHANISTAN. Forceps and other medical supplies line a wall at a hospital in the town of Laghman in the province of the same name. UNICEF provides the hospital with obstetrics and other medical equipment, as well as vaccines, vitamin A capsules and other supplies.

Quality Assurance: an Imperative

To ensure that the supplies procured by UNICEF for millions of children throughout the world fulfil high quality standards, Supply Division has a Quality Assurance Centre (QAC). This Centre has a number of functions, including: evaluating suppliers, inspecting the premises of key manufacturers, handling bids, and developing procedures to improve and document work processes in procurement and supply distribution.

Supplier Evaluation

QAC evaluates and registers suppliers with which Supply Division does business. The evaluation assesses the financial strength of the company, its capacity and quality systems. Existing suppliers are also regularly re-evaluated. In 2001, QAC performed more than 400 supplier evaluations and 93 per cent of Supply Division's procurement was done with evaluated suppliers.

Quality Assurance of Essential Drugs

Supply Division's Copenhagen Warehouse has Good Distribution Practice (GDP) certification to handle pharmaceuticals. This means it fully complies with the European Union's GDP guidelines and it is subject to regular inspections by the Danish Medicines Agency. UNICEF is the only United Nations agency to have GDP certification. In 2001, QAC carried out 21 inspections of pharmaceutical companies in India, Indonesia, Viet Nam and several European countries.

Bid handling

Supply Division ensures that the receipt and handling of bids are controlled separately from the rest of the procurement process. QAC therefore receives and documents all bids and holds public bid openings. Suppliers can attend and hear the basic information contained in every bid, including prices. QAC then tabulates the bids and hands them over to the Contracting Centre. Final contract awards are posted on Supply Division's web site (www.supply.unicef.dk). In 2001, QAC held over 280 public bid openings.

Procedures

An important part of Supply Division's quality system is to document all work processes in written procedures. QAC co-operates with specialists in the development, review and approval of all procedures.

Medical supplies and equipment

In 2001, UNICEF procured \$38 million worth of medical supplies and equipment. Supply Division worked closely with several Country Offices to ensure that supplies were taken into account from the beginning of a programme and to improve supply planning. Guidelines for supply assessment have been drafted to assist Country Offices to develop list of essential supplies for emergency obstetric care.

As a result, Country Offices in South Asia involved Supply Division to plan for supplies from the inception of *The Women's Right to Life and Health Project*, a UNICEF-supported innovative initiative in the region. This project focuses on providing emergency obstetric services to reduce maternal deaths and disability, with approximately 43 % of the programme budget devoted to supply items. Supply Division was involved in the planning exercise, organizing a workshop on needs assessment and planning for emergency obstetrical equipment required in each room of a local health facilities. Following that workshop, held in Kathmandu (Nepal), Country Offices developed their specific requirements for a first round of procurement.



The Copenhagen Warehouse

Covering 25,000 square meters and equipped with the latest technology, Supply Division's Copenhagen Warehouse shipped over 8.7 tons of supplies in 2001. The accumulated turn-over reached over \$54.5 million, including donations in kind worth almost \$7 million.

The Warehouse is key to UNICEF's emergency responses. Staff can pack and ship emergency supplies within 24 hours of receiving an order, delivering essential drugs, medical equipment, water containers and purification tablets, blankets and educational supplies needed for children's immediate survival and recovery from trauma.

Pre-packed kits

Supply Division specializes in developing and shipping pre-packed kits that are designed to meet a variety of needs, especially for the critical areas of medical care and children's education. The kits can be assembled, shipped and distributed rapidly, making them ideal

Carol Bellamy, UNICEF Executive Director, tries the new barcode system developed in 2001 to increase the efficiency of the warehouse. The barcode is expected to reduce the warehouse processing time by 10%, and to provide more timely and accurate data on the warehouse stock.



UNICEF/SD/01

for emergency situations when speed can save lives. Each kit contains a complete set of supplies and instructions for use, so that they can be distributed to outlying schools, health posts or camps and be ready for immediate use. The Copenhagen warehouse stocks components for 29 different kits. The most commonly used kits in emergencies are the Emergency Health Kit, the

“School in a box”, and the “Recreational kit”. In 2001, the warehouse shipped over 75,000 kits to 84 countries.

Emergency Response

Supplies are among the first requirements for protecting children affected by emergencies, whether natural disasters or armed conflicts. The year 2001 was marked by several acute emergencies, dominated by the situation in Afghanistan.

One of UNICEF's Core Corporate Commitments in emergencies is to provide essential supplies for health and nutrition, education and water supply and sanitation programmes. In 2001 alone, more than 50 charter flights delivered critically needed emergency supplies, including 27 emergency flights to Afghanistan. Copenhagen staff work closely with the UNICEF Emergency Operations Centre in New York to monitor emerging supply needs during the course of an emergency, and in planning supply needs for reconstruction and rehabilitation.



UNICEF/SD/01

On 16 May, 140 students from Danish, French and other international schools in Copenhagen came to Supply Division to launch the “Say Yes for Children” campaign in Denmark. The young people toured the warehouse, visiting a mock field clinic and tent school set up with supplies like the School-in-a-Box and Emergency Health Kit. Supply Division offices were filled with chatter in Danish, French and English as children voted online in the “Say Yes” campaign, spoke to the local press about their concerns and helped to unveil a huge “Say Yes for Children” banner on the building. The event in Copenhagen was part of a global campaign that had collected over 50 million responses from around the world by year-end.

New Emergency Health Kit:

Emergency Health Kits are an integral part of UNICEF's immediate response to most emergencies. The Kit, which contains essential medical supplies and drugs that are part of the standard inventory of the Copenhagen warehouse, covers basic health needs for 10,000 people for three months, at a cost of about \$.50 cents per person. The total cost of a full kit is approximately \$ 5,000.

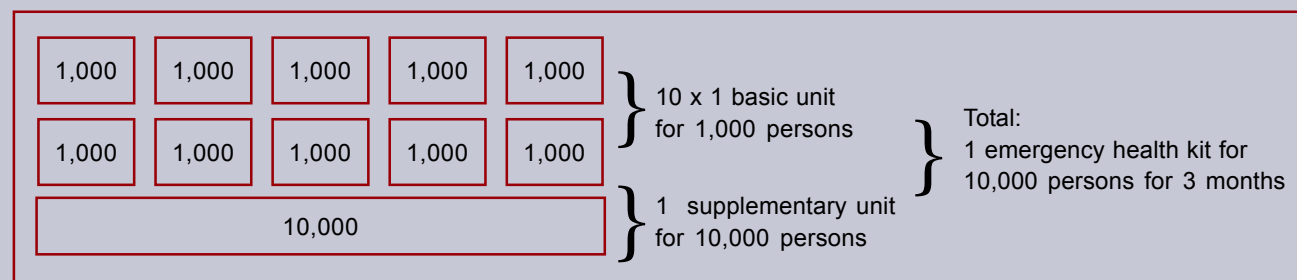
In 2001, UNICEF shipped over 6,300 Emergency Health Kits to countries facing different types of emergencies or other situations, including Afghanistan, Kazakhstan, Democratic Republic of Congo, Guinea and Central African Republic.

Following extensive consultations with partners, Supply Division updated the Emergency Health Kit in 2001. A kit contains ten basic units and three supplementary units containing respectively drugs, equipment and renewable supplies.



Boxes containing Emergency Health Kits are loaded on a plane for Afghanistan.

UNICEF/SD/01



The basic unit contains drugs, medical supplies, some essential equipment and treatment guidelines for primary health care workers with limited training who can provide general medicine under difficult conditions. The 12 essential drugs in the basic unit include anti-inflammatories, an antacid, a disinfectant, oral dehydration salts, an anti-malarial, a basic antibiotic and an ointment for eye infections. These medicines can be used to treat symptoms of the most common illnesses facing affected populations (anaemia, pain, diarrhoea, fever, respiratory tract infections, ear and eye infections, measles, skin conditions and worms).

The basic unit also includes essential medical supplies like cotton wool, soap, bandages, thermometers, basic surgical instruments, health cards and record books, and several items to help provide for clean water at the health facility.



Packing of recreational kits in the Copenhagen warehouse

Recreational Kit:

Because recreation and play are critical to children's recovery from trauma and provide some sense of normality in abnormal situations, UNICEF also provides toys and games in emergency situations. In recent years, UNICEF has established "Child-Friendly Spaces" in refugee camps in Albania, in areas struck by earthquakes in Turkey and India, and in war-affected zones of Afghanistan, Eritrea, Angola and Chechnya. Here, children have the opportunity to attend classes, take part in organized recreational activities and receive psychosocial support and counselling.

In 2001, the Copenhagen Warehouse dispatched 2,700 kits worth over US\$ 750,000. The main beneficiaries were

children in Afghanistan, Kazakhstan and Liberia. In India, recreational kits were procured locally and contained games specifically adapted to the local context (for instance the Kit contained cricket bats since cricket is the most popular game in India).

The Recreational Kit - which was developed as a companion to the School-in-a-Box - contains different types of sports equipment for as many as 40 children. It is designed for structured team sports and games led by a teacher, who uses a teaching guide developed in each country and translated into local languages. The Kit contains equipment for football (soccer), volleyball and handball, as well as skittles (bowling pins) and balls. It also includes coloured tunics (tabards) for different teams and chalk and a measuring tape for marking play areas. The teacher receives whistles, pickets with flags for the field and a slate for keeping score. Like the School-in-a-Box, the Recreational Kit comes in a metal box that can be locked for safekeeping.

The Copenhagen warehouse also stocks puzzles, stuffed animals, dolls, building blocks, toy trucks, dominoes, hand puppets, rattles and other toys, as well as art supplies like modelling clay, coloured paper, scissors, paints and paint brushes.

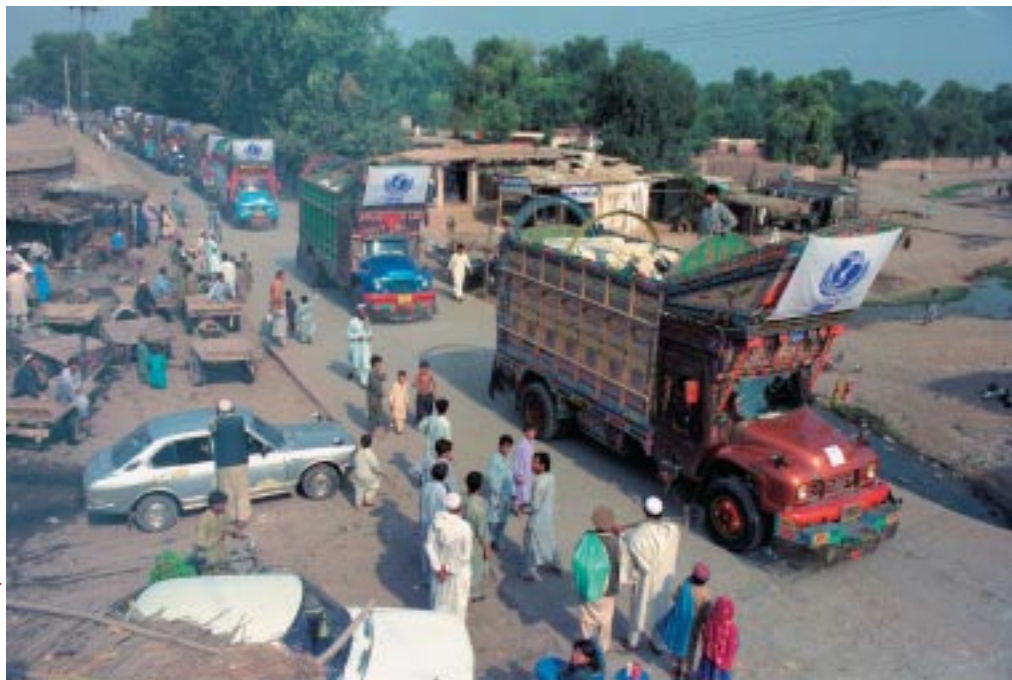
UNICEF/SD/01

The Afghanistan emergency

UNICEF was one of the first United Nations agencies to deliver emergency supplies within Afghanistan initially focusing on the survival of the most vulnerable children and women who had been affected by 20 years of war and three years of drought, and who were expecting yet another harsh winter. The relief effort intensified in the aftermath of the events of 11 September.

Between the end of September and the end of December 2001, UNICEF sent some 100 emergency convoys into Afghanistan.

- ❖ 200,000 children received blankets and full set of winter clothes from UNICEF.
- ❖ UNICEF delivered medical supplies to treat 2.8 million people for three months.
- ❖ Obstetric drugs and equipment were supplied to 8 hospitals and 12 health centres.
- ❖ Generators were provided to 12 hospitals to power facilities for children and women.
- ❖ Water purification supplies for 1 million people were provided to camps for internally displaced persons (IDPs).
- ❖ 2,300 manual water pumps were installed by UNICEF, benefiting 1.6 million people.
- ❖ 70,000 families received hygiene kits, which included soap, cleaning supplies and towels.
- ❖ 180 tons of high-energy biscuits and nearly 4,000 tons of UNIMIX (a high protein porridge-like food) were distributed.
- ❖ Over 2 million sachets of oral re-hydration salts were shipped to Afghanistan via its neighbouring countries.



UNICEF/HQ01-0292/Shehzad Noorani

On 2 October 2001, a long line of trucks topped by banners bearing the UNICEF logo pass by a local market in Nasir Bagh, a makeshift camp for Afghan refugees who have left official camps, in the city of Peshawar. The trucks are part of a 'children's winter convoy' en route to various cities inside Afghanistan.

- ❖ During the last quarter of 2001, UNICEF provided emergency health kits to cover the needs of over 1 million people for three months.

Supply Division, with the support of country offices in the region, had to organize the whole supply chain, from procurement to putting boxes together, assuring landing permission and providing insurance. Logistical problems were a major constraint: instability, roads in poor condition, snow and extreme temperatures, and the lack of local NGOs to distribute supplies were serious obstacles to the delivery of supplies. Flights from Copenhagen landed in Pakistan, Iran, Turkmenistan, Uzbekistan and Tajikistan. From there, UNICEF supplies were delivered to the children of Afghanistan by car, by truck and even by donkey! Many supplies were procured and channelled through neighbouring Pakistan and through the

UNICEF local warehouse in Peshawar (near the Afghanistan border).

Between end September and end December 2001, UNICEF spent \$14 million on supplies (including \$3.5 million worth of supplies from the Copenhagen Warehouse) for the children of Afghanistan and their families as immediate relief.

Other Emergencies

The Gujarat earthquake. Not far from Afghanistan, in Western India, the State of Gujarat was hit by a severe earthquake, killing some 20,000 people, affecting three million children and damaging thousands of schools and health and day care centres in January 2001. UNICEF delivered medicines within 48 hours and the India Country Office and Supply Division worked together to send emergency supplies to children, their families and care providers in the following weeks and months.

Within two weeks following the Gujarat earthquake, UNICEF mobilized 1 million water purification tablets, 73 tonnes of bleaching powder, 35 mobile water tankers (of 5,000 litres each), and medical supplies, as well as pumps, generators and fuel to re-start damaged water supply systems. The main initial focus of UNICEF efforts was the supply of basic necessities and the early restoration of basic services: health care, early childhood care, primary education, water and sanitation, psychological

Some supplies sent by UNICEF in response to the Afghanistan Emergency

Item	Value (approximate)
Shelter and field equipment	\$ 4.4 million
Clothing and footwear	\$ 3 million
Nutrition products	\$ 2.8 million
Water and sanitation	\$ 1.7 million
Education supplies	\$ 1.5 million
Vaccines	\$ 1 million

Supply Monitors assist children affected by the earthquake in Gujarat:

Monitoring as part of the supply function

On 26 January 2001, an earthquake measuring 6.9 on the Richter Scale hit the state of Gujarat, Western India, affecting millions of children.

Within 48 hours, UNICEF was bringing in emergency supplies. It was only the beginning of a long-term assistance. In an unprecedented effort in India, UNICEF allocated \$29 million to the children and their families affected by the earthquake. Most of these funds were spent on supplies – from auto-disable syringes for measles immunization to water tankers, from education and recreational kits to family survival kits, from bleaching powder to buildings for schools, health centres and day care centres. A new sub-office was set up in Bhuj, only a few kilometres from the earthquake's epicentre.

In view of this massive supply influx, UNICEF India took a special step to ensure the quality of supplies and that the supplies would be delivered to and used by the intended beneficiaries.

On 15 February 2001, five supply monitors were hired. Their role was to monitor the supply of the materials coming in. Initially they were looking after the distribution of school kits (made of tents, blackboards, tables, chairs, bags etc), ensuring and documenting the distribution of school kits to the end-users, children and teachers.

As the amount and complexity of supplies increased, so did the number of Supply Monitors. Progressively, the focus of their work shifted towards construction work. UNICEF had committed to build 148 schools, 145 sub-health centres and 176 Anganwadi centres (day care for pregnant women and young children). The 13 Supply Monitors liaised with villagers and concerned authorities to identify construction sites, and to monitor the quality and schedule of school, Anganwadi and sub-health centre construction.

David Gratton, Emergency Logistics Officer, explained, "On Saturday morning, we all meet to plan our weekly schedule on spreadsheets. Work is prioritized, localized by area and then allocated to teams. Each day, our Supply Monitors go to the pre-allocated sites to look at the various issues of construction, mainly the schedule and quality of the works. Often they also liaise with local communities on issues of land and construction."

Wearing UNICEF T-shirts, the Supply Monitors have become part of the villages where UNICEF helps the Government to build the new schools, health and Anganwadi centres. In some cases, the construction site is too far from their base and they spend the night in the village.

"It's hard work," recognises Amit Desai, a Supply Monitor who has been with UNICEF for one year. "But at the end of the day, we have the feeling that we help children and local communities." UNICEF is not only building schools and health centres for the children of Gujarat. It helps build their future.

support and child protection. A major effort was made to get children back to school quickly in order to prevent drop out and re-establish a sense of normalcy in their lives. UNICEF helped to re-open more than 2,000 destroyed or damaged schools on 14 June, by providing 8,000 tents and education kits for about 300,000 children and 12,000 teachers. A limited reconstruction effort of primary schools, health centres and Anganwadi centres also started in 2001.

Earthquake in El Salvador. Also in January 2001, El Salvador was affected by a devastating earthquake. The Copenhagen Warehouse immediately shipped 700 school-in-a box kits to supplement the local assistance provided by the Country Office.

Floods in Algeria. In Algiers, another natural disaster threatened the life of children when floods hit the country in November 2001. UNICEF's supply assistance focused on clothing for children, blankets, pharmaceuticals and medical equipment.

In Sub-Saharan Africa, UNICEF remained active in several war-torn countries. In the **Central African Republic**, UNICEF assisted thousands of IDPs

who had fled the capital, by providing shelter, water related supplies, pharmaceuticals and emergency health kits. In **Liberia**, in May 2001, UNICEF supplied pharmaceuticals, emergency health kits, water and sanitation equipment, shelter and recreational kits.



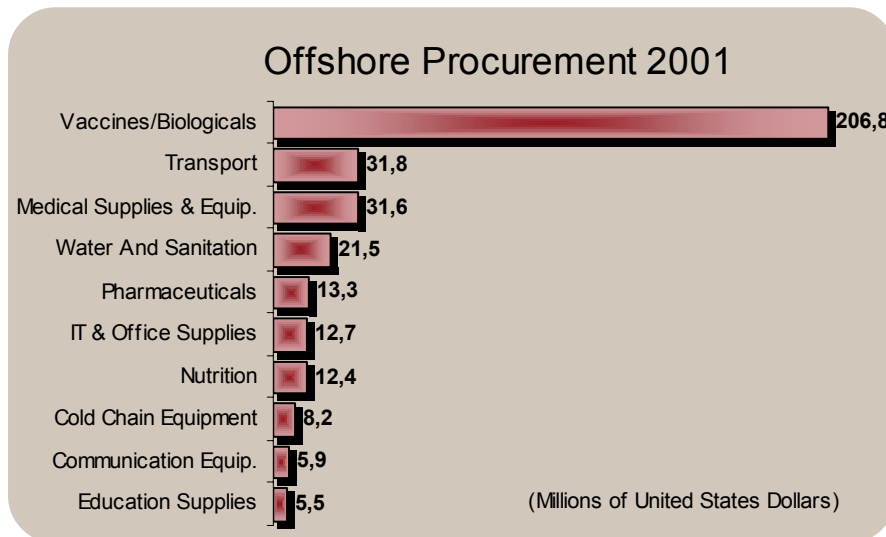
Regional and local procurement

As part of a deliberate strategy to improve its response time, UNICEF has been decentralizing its procurements wherever and whenever possible, while keeping high quality standards.



UNICEF/HQ00-0042/ Jim Holmes

What UNICEF buys offshore for its programmes...



Under the overall authority of the Director of Supply Division, Country Offices are allowed to purchase goods up to a value of \$50,000 without prior authorization, except for vaccines, AD syringes, safety boxes, pharmaceuticals, micro-nutrients and therapeutic foods. Because of this high degree of decentralisation, 8 of UNICEF's top 20 supplier countries are programme countries. Most of the local procurement is for supplies that are readily available locally – water and sanitation equipment, IT and office supplies, education supplies and printing.

Regional procurement centres

In 2001, UNICEF's two regional procurement centres in Ankara (Turkey) and Pretoria (South Africa) kept expanding to provide a wider range of supplies to UNICEF Country Offices.

The Ankara Regional Procurement Centre. The total value of procurement by the Centre reached almost \$15 million.

Major items procured in 2001 included G.I. pipes/fittings, PVC pipes, cement, education kits and supplies, recreational supplies, printing paper, children's winter clothing, blankets, and winterized tents. The bulk of the Centre's procurement and logistics activities remained focused on the Iraq Oil for Food Programme (OFFP), totalling \$11 million, and emergency procurement for Afghanistan. Timely de-

livery of OFFP supplies was a challenge as new sanctions approval procedures were introduced for these supplies. Procurement of emergency supplies for Afghanistan and the Central Asia Area Office was valued at \$3.5 million. The Ankara Centre also oversaw substantial printing activities for the Azerbaijan Country Office. In contrast, local procurement for the Turkey Country Office declined of 93 per cent to approximately \$300,000, largely because of the impending completion of the emergency earthquake recovery project.

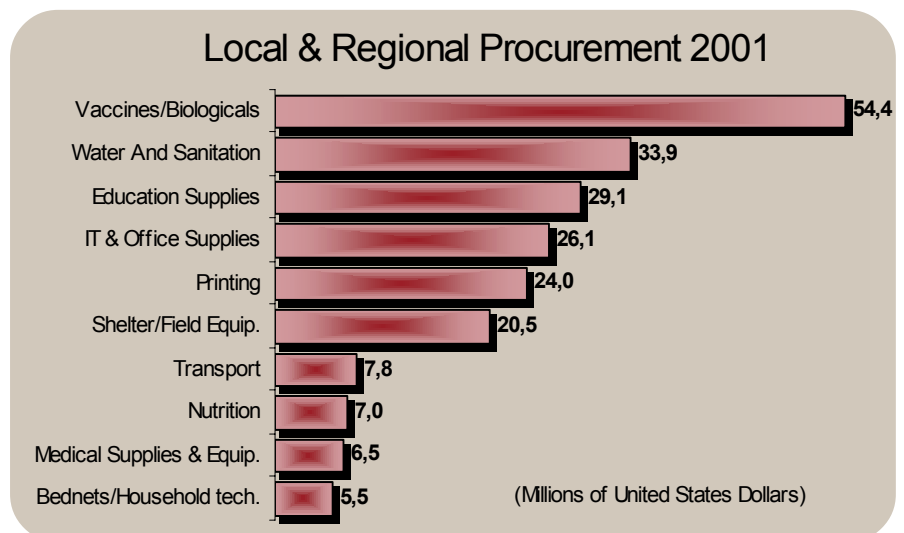
Efforts were made to improve understanding of the UNICEF procurement process by the corporate sector in Turkey. As a result, additional man-

ufacturing enterprises were added to the list of qualified suppliers, with resulting positive developments in procurement of printing paper (bringing down the price by almost one third), as well as education supplies, G.I. pipes/fitting etc. This resulted in about \$2 million savings against budgets of supply requisitions of OFFP alone. It is expected that, Turkey's competitive manufacturing capacity, well-established logistics infrastructure, and its location at the crossroad of three continents will continue to be to the advantage of UNICEF as an efficient supply delivery source.

The Pretoria Procurement Centre has had another very active year in 2001. Total procurement reached \$10 million. The Centre continued to facilitate the provision of a wide range of supplies available from Southern and Eastern Africa and an ever increasing number of Country Offices are using its resources to meet their supply requirements. In addition, the Pretoria Centre is responsible for the global sourcing of insecticide-impregnated bednets for the Roll-Back Malaria programmes worldwide. It was also a source for Governments, NGOs and the corporate sector on issues like specifications, prices and delivery of nets.



... and what Field Offices buy for themselves



Supplies in the field

Africa received 39 per cent of UNICEF's supplies in 2001, showing a significant increase compared to the previous year. Supply remained an important component of country programmes in Africa, with the supply component tending to be higher in emergency countries. UNICEF's supply assistance plays an important role in the delivery of basic services to children and women.

Several Country Offices still faced difficulties in procuring supplies locally, as local markets could not provide the required quantity or quality. In 2001, the type of supplies procured offshore remained very much the same as the previous years: vaccines, drugs, medical supplies, Vitamin A, nutritional items, HIV/AIDS-related supplies and vehicles. Printing, computers, stationery, furniture and construction materials constituted the bulk of local procurement.

Many Country Offices support local warehousing of commodities. The value of the stocks in these warehouses varies enormously. In emergency-prone countries, the value is often higher than in stable countries. There was virtually no report of any significant losses of UNICEF supplies. At the request of the Sierra Leone Country Office, Supply Division sent its warehouse supervisor from Copenhagen to Freetown to physically organize the local warehouse and train the staff. His focus was to provide efficient and easy-to-follow methods for organizing and storing warehouse items based on the volume of supplies and available space. Staff were also given practical training on safe and effective warehousing procedures.

Many Country Offices made a special effort in 2001 to improve their supply function. In Nigeria, with the assistance of Supply Division staff, a workshop was organized in February 2001 to address supply-related issues. In Zambia, UNICEF Copenhagen staff provided the assistance of three technical staff to review the office's supply function. In Mozambique, the Country Office took very positive steps to plan its yearly supply needs, including the ordering of contingency emergency supplies. In Uganda, the year

2001 was a turning point in supply operations. A consolidated supply and distribution plan was developed jointly by programme and operations staff. The plan was discussed with and adopted by Supply Division to be replicated globally.

UNICEF's continuous emphasis on vaccine procurement, especially polio eradication, and several severe emergencies, are the reason that **Asia** received 35 per cent of all supplies in 2001. Despite remarkable progress, Asian countries like India and Pakistan remained some of the most polio-affected countries and kept intensive polio eradication campaigns, requiring OPV procurement. The Philippines Country Office procured 29 million doses of OPV for the Department of Health for a national campaign following the identification of polio cases.

Many Country Offices in Asia also reinforced their procurement services and local procurement. For example, the UNICEF programme in China procured most of its supplies locally. At the same time, the Supply Unit in the UNICEF Beijing Office worked to assist Supply Division in increasing global procurement from the Chinese market. The interest of Chinese suppliers for the global trade generated by the United Nations system markedly increased in 2001. Under the auspices of UNDP and the Government, a United Nations Procurement Day was organised in Beijing in May 2001. In the Philippines, UNICEF continued to expand the sources of local supplies. It also procured health supplies worth \$7 million for Department of Health projects funded by the World Bank and the Asian Bank of Development.

In India, the purchase of supplies continued to be high, with a total value of approximately \$84 million. About 95 per cent of these supplies were purchased in India. Oral Polio Vaccines continued to be the largest commodity supplied with the purchase of 580 million doses. For the first time, UNICEF supplied Hepatitis B and Japanese Encephalitis vaccines under a Gates Foundation five-year project to the State Government of Andhra Pradesh (South India).



In Yemen, Fatima, an 11-year-old girl, stands in the doorway of her classroom, a book in hand, at the local primary school in the village of Kwanawis, approximately 130 km from the town of Hodeidah, in southern Yemen.

In Indonesia, at the beginning of 2001, a local pharmaceutical company concluded the development of a multi-vitamin micronutrient supplement that meets the Islamic requirements of *Halal*. The product was developed in consultation with Supply Division, UNICEF's Programme Division and Helen Keller International. This was an interesting illustration of the supply function adapting to the local cultural and religious context.

Mainly because of the large amount of OFFP procurement, **the Middle East and North Africa** accounted for 16 per cent of UNICEF supply usage. This amount, however, represents a decline from the previous year due to the completion of UNICEF emergency assistance to Turkey (post earthquake) and some slowing down in the implementation of the OFFP in Iraq.

In 2001 UNICEF continued to be the focal point for programme implementation of the OFFP in Northern Iraq, which is not part of the programme of co-op

Procurement Services in Bangladesh - Dividend beyond programme outcome.

In 2001, Procurement Services were an important contributor to the successful Community-Based Nutrition component of the Bangladesh Integrated Nutrition Project (BINP). This component represents about 50 per cent of the \$70 million World Bank-funded project, which targets nutritional services such as iron/folate supplementation and growth monitoring at mothers and young children in 59 of the country's 460 Upazillas (localities). Other elements of BINP include home gardening and poultry for food and income generation, information, and breastfeeding and micronutrient support activities.

In 2001, under a Procurement Services contract with the Government of Bangladesh, UNICEF procured and delivered 145 million iron-with-folic acid tablets and over 5,000 weighing scales (mainly Uniscales procured offshore). UNICEF also procured and delivered the last consignment of 11,500 Drug and Dietary Supplement Kits (as part of 60,000 procured for the Ministry of Health and Family Welfare) and 4.4 million iron-with-folic acid and multiple micro-nutrients tablets.

One of the remarkable outcomes of the Procurement Services in Bangladesh is that it has promoted higher standards in the pharmaceutical sector. UNICEF's commitment to ensuring the high quality of all procured drugs motivated Bangladeshi pharmaceutical companies to conform their manufacturing processes to the WHO Good Manufacturing Practices (GMP) guidelines. As a result, a number of local companies have not only qualified as potential suppliers to UNICEF Bangladesh, but have also increased their competitiveness on the national and international markets. A few local companies have already qualified for inclusion in UNICEF's global tenders. Furthermore, the National Drug Authority and local industry personnel have participated and benefited from relevant GMP training provided during regular inspection visits.

In May 2001, a donor consortium assessed BINP and noted an improvement in the overall nutritional status of children and women in the project area, a reduction in the prevalence and severity of childhood malnutrition and pregnancy weight gain during the second and third trimester. "Successful procurement" was specifically noted as one of the significant achievements.

A National Nutrition Programme will replace the BINP in 2002, eventually expanding coverage to the entire country. UNICEF and the Government are negotiating to provide procurement services to this new National Nutrition Programme.



UNICEF/BCO/Shehzad Noorani

In 2001, UNICEF provided Procurement Services for the Bangladesh Integrated Nutrition Project, which aims to reduce child malnutrition

eration between the Government of Iraq and UNICEF. Between January and December 2001, over 2,000 trucks delivered supplies for children and their families. Although it was a slow year due to the introduction of new sanction approval procedures, UNICEF still processed nearly \$40.5 million worth of supplies. The largest commodities purchased were for water, sanitation and transportation, followed by IT and office supplies, medical equipment, nutritional products, educational supplies and vaccines. The lengthy sanctions approval process and related tiers in the process of procurement and delivery have drastically restricted timely delivery of requisitioned supplies and equipment. In 2001, the total length of time involved

in obtaining all clearances was between 10 and 16 weeks.

In countries like Sudan and Yemen, supplies remained a large percentage of the country programme. Sudan was the largest beneficiary of UNICEF's supply assistance in the region, with supplies representing 50 per cent of programme activities.

Central and Eastern Europe, the Commonwealth of Independent States and the Baltic States received nearly 7 per cent of supplies in 2001, a figure similar to 2000. As emergencies are progressively being replaced by development programmes, the nature of supplies also changed. In Kosovo, Supply Division worked with the UNICEF Country Office to develop a school-re-

construction project managed by local NGOs. In 2001, 22 new schools were finished and another 37 schools have had their water supply and sanitation facilities repaired and upgraded. Kazakhstan was the largest beneficiary of UNICEF's supply assistance in the region.

The Americas and the Caribbean accounted for only 3 per cent of UNICEF's total supply volume. Most procurement is done locally as the markets are developed and can provide both the quantity and quality of supplies required. The Dominican Republic received the largest amount of supply assistance in the region, followed by El Salvador, which was hit by an earthquake at the beginning of the year.

Procurement services

Through Procurement Services, UNICEF acts as a procurement agent for partners (both governmental and non-governmental), purchasing and delivering supplies and equipment. Procurement Services are usually planned as part of UNICEF's co-operation with the concerned Government. When the situation of children in a particular country is assessed and analyzed, UNICEF identifies the supply needs that it can address directly, and the supply needs being addressed by other partners, primarily governmental and non-governmental institutions. UNICEF offers

procurement services to these partners when appropriate.

The principal advantage of UNICEF Procurement Services is to offer development partners a full supply package, including country-level operational support, in product areas where UNICEF has recognised experience. These are mainly:

- Vaccines
- Injection materials
- Cold-chain equipment
- Essential drugs
- Medical equipment and supplies
- Educational materials
- Emergency supplies

UNICEF's role is focused on providing programme country Governments the means to obtain essential commodities on the international market at competitive prices, taking advantage of UNICEF's experience, expertise and capacity.

In the case of donor Governments, UNICEF contributes its programme and supply experience, both global and local, in order to ensure the best possible investment for funds provided by Procurement Services customers.

Technical and operational assistance is often a central component of Procurement Services, within the context of helping reinforce national supply systems for eventual self-sufficiency.

Within UNICEF, Supply Division is responsible for approving Procurement Services agreements for supplies, even when these are executed entirely by the UNICEF field office.

By providing supplies through Procurement Services, UNICEF helps leverage resources for children. In 2001, Procurement Services represented \$72 million.



UNICEF/BCO/Shehzad Noorani

The Afghanistan emergency and UNICEF's supplies

Even before the new humanitarian crisis erupted in September, the chances of survival of the children and women of Afghanistan were among the lowest in the world. It is estimated that one woman dies every half an hour in Afghanistan due to pregnancy and childbirth complications. One in ten Afghan children is severely malnourished, and one in every four child dies before the age of five – the fourth highest rate in the world.

UNICEF in action: the difficulties

The first UNICEF relief convoy to set off for Afghanistan left Peshawar, Pakistan, on 29 September and arrived on 9 October in the city of Faizabad, northern Afghanistan. The 200 metric tons of goods consisted of 100 tons

of supplies, 9 tons of educational materials, 6 tons of UNIMIX (a high protein porridge-like food), 4 tons of paediatric medicines and some tents.

The convoy was a logistical nightmare. It began with a 450-kilometre trip by 25 trucks from Peshawar to Chitral in northern Pakistan. At Chitral the supplies were transferred to 95 four-wheel jeeps for a journey to the border village of Shah Saleem, located at an altitude of 3,800 metres. From there, the supplies were loaded onto 700 donkeys and horses that crossed the treacherous 4,500 metres Shah Saleem Mountains into Afghanistan.

A question of life or death

In Afghanistan, children are at danger to die since the very moment they are born due to the poor conditions in the local health centres and hospitals.

At the Mala Lai Hospital in Kabul (Afghanistan only specialised maternity hospital), UNICEF provided medical supplies, essential drugs and equipment including the hospital's only two incubators, delivery and caesarian-section sets and basic renovation for the hospital. UNICEF also supplied fuel for the generator – essential in a city with sporadic power cuts – and for the heater. Given the freezing conditions in Kabul, these heaters were vital during the winter of 2001.

One of UNICEF's priorities was to reduce malnutrition through Supplementary Feeding Centres (TFC) in local villages, towns and IDP camps. Together with the World Food Programme and other partners, UNICEF helped reach more than 1.1 million children and women with special food needs. UNICEF shipped 3 tonnes of therapeutic milk F-75 and



A donkey and horse convoy transporting UNICEF supplies to a remote area.



UNICEF/2002/Thomas

Two-and a half year-old Jowarher on the lap of her mother Golafshan at the therapeutic feeding centre at Qala-e-Naw Hospital, Badghis Province, where she receives therapeutic milk provided by UNICEF. She is suffering from marasmus or chronic hunger.

Jowarher was two-and-a half years old and weighted only five kilograms (less than a third of what she should weight) when her parents bring her to a Therapeutic Feeding Centre. Thanks to intense health care and therapeutic milk, she recovered and is now back home with her family.

When Nazia Afzad, 14 month old, arrived at the Mazar-E-Sharif hospital, she weighted less than 3 kg – less than a normal baby's birthweight. She also suffered from fever, pneumonia and acute respiratory infection. She was immediately given antibiotics and a daily diet of fortified milk. In a few days she was out of danger.

132 tonnes of therapeutic milk F-100 which were distributed to severely malnourished children through feeding centres. In addition, almost 3 million children received vitamin A supplements to boost their immune system.

A Supplementary Feeding Centre provides a carefully balanced and intensively managed dietary regime under close medical attention and the careful monitoring of each child's recovery. UNICEF's support to the TFC includes the provision of F75 (a low protein energy milk that helps stabilise the child metabolism) and F100 therapeutic milk, oil, corn-soya blend, sugar, vitamin A ferrous sulphate and folic acid. Many children who were



Remote areas in Afghanistan.

UNICEF/HQ01-0310/Shafiqat Munir

Measles: Measles immunization coverage in Afghanistan over the past eight years has been very low (under 40 per cent) and the country's measles mortality rate is the second highest in the world. This is why UNICEF's support for a nation-wide measles campaign has been vital.

The emergency measles immunization campaign was started in Afghanistan in July 2001 by UNICEF, WHO and Afghanistan's Ministry of Public Health.

Weak, hungry children are particularly at risk of measles and other life-threatening diseases. With growing concern about malnutrition following several years of drought, the aim of the measles campaign is to immunize at least 90 per cent of Afghan children (about 9 million) between the ages of six months and 12 years old. The campaign will run until August 2002 and is intended to save more than 35,000 children's lives.

Already, more than 750,000 children have been immunized in Kabul – seven times higher than immunization coverage in all of 2001. The campaign has reached more than 1 million children elsewhere in the country and will cover every community.

Polio: In a separate effort in the autumn of 2001, 10 million children were reached during the first two rounds of a polio immunization campaign. Two more rounds of polio immunizations will follow in summer 2002. During the campaign, UNICEF paid the salaries of the staff, all vaccines, auto-disable polio syringes, storage equipment, transportation and public awareness work.

brought to TFC were only a few days from death.

As parents leave the feeding centre, they are given special, ready-to-eat nutrition bars specially designed for children recovering from nutrition. When children are finally out of the extreme danger zone, they need three to five daily meals of UNIMIX in addition to normal feeding.

Immunization saves lives

The rebuilding of the country's child immunization programme was a priority for UNICEF and the World Health

Organisation. Immunization against major childhood diseases fell steeply through the 1990s in Afghanistan. Now it is being restored, to ensure every child gets a healthy start in life.

In 2001, UNICEF provided nearly 5 million doses of measles vaccines, six million syringes and 4 million oral polio vaccines.

As work began on long-term support to the health system to make sure basic immunization is revitalised, UNICEF and WHO are working with national and local health officials on two major vaccination campaigns to protect children from crippling and deadly diseases.



UNICEF Afghanistan/2002/Kent Pape

An infant is immunized against polio in Afghanistan. The national polio campaign is supported by UNICEF.

UNICEF Supplier Countries
(Offshore, Regional and Local Procurement)

Country	Value (US\$)	Country	Value (US\$)
Albania	729,696	Germany	12,004,827
Algeria	373,542	Ghana	980,138
Angola	1,004,483	Greece	140,793
Argentina	464,191	Guatemala	1,118,206
Armenia	186,284	Guinea	313,622
Australia	567,692	Guinea-Bissau	145,045
Austria	290,549	Guyana	149,895
Azerbaijan	247,537	Haiti	275,429
Bangladesh	4,083,706	Honduras	629,586
Barbados	191,502	Hong Kong	190,430
Belarus	124,169	Hungary	47,183
Belgium	120,038,222	India	103,619,401
Belize	121,310	Indonesia	2,318,107
Benin	292,858	Iran, Islamic Republic of	2,826,572
Bhutan	515,317	Iraq	7,653,120
Bolivia	593,745	Ireland	236,409
Bosnia & Herzegovina	1,609,524	Israel	74,462
Botswana	121,870	Italy	27,488,017
Brazil	1,461,892	Jamaica	85,968
Burkina Faso	1,054,248	Japan	22,667,406
Burundi	937,715	Jordan	1,058,637
Cambodia	1,914,109	Kazakhstan	2,258,326
Cameroon	347,537	Kenya	9,207,941
Canada	8,607,779	Korea, Democratic People's Republic	196,648
Cape Verde	209,447	Korea, Republic of	10,766,797
Central African Republic	446,537	Kyrgyzstan	164,973
Chad	451,590	Laos	753,597
Chile	1,082,169	Lebanon	277,488
China	5,358,917	Lesotho	97,406
Colombia	687,750	Liberia	558,934
Comoros	299,355	Libyan Arab Jamahiriya	3,050
Congo	279,571	Luxembourg	2,900,046
Congo, Democratic Republic of the	2,200,053	Madagascar	780,403
Cook Islands	1,341	Malawi	976,077
Costa Rica	70,607	Malaysia	11,950
Cote D'Ivoire	419,034	Maldives	101,732
Croatia	0	Mali	1,480,193
Cuba	1,271,609	Malta	1,953,329
Cyprus	1,014,009	Mauritania	334,332
Denmark	32,622,096	Mauritius	96,486
Djibouti	110,244	Mexico	379,505
Dominican Republic	324,765	Micronesia	0
East Timor	782,979	Moldova	199,804
Ecuador	191,539	Mongolia	410,990
Egypt	2,943,542	Morocco	709,793
El Salvador	1,937,015	Mozambique	1,305,607
Equatorial Guinea	41,324	Myanmar	1,445,689
Eritrea	388,197	Namibia	351,766
Ethiopia	2,871,389	Nepal	1,311,644
Fiji	210,732	Netherlands	1,753,761
Finland	3,267,353	New Zealand	0
France	41,405,322	Nicaragua	311,534
Gabon	428,852	Niger	970,719
Gambia	232,820	Nigeria	3,916,709
Georgia	118,309	Norway	4,745,593

UNICEF Supplier Countries
(Offshore, Regional and Local Procurement)

Country	Value (US\$)
Oman	538,043
Pakistan	9,519,772
Panama	872,729
Papua New Guinea	136,620
Paraguay	90,090
Peru	547,874
Philippines	2,091,640
Poland	452,478
Portugal	1,934
Romania	354,729
Russian Federation	1,503,781
Rwanda	461,150
Samoa	7,756
Sao Tome & Principe	73,305
Saudi Arabia	14,573
Senegal	1,991,320
Sierra Leone	1,369,211
Singapore	57,784
Solomon Islands	10,161
Somalia	398,890
South Africa	9,809,408
Spain	1,215,248
Sri Lanka	1,164,483
Sudan	1,351,548
Swaziland	23,249
Sweden	8,787,637
Switzerland	2,872,012
Syrian Arab Republic	233,639
Tajikistan	149,472
Tanzania, United Republic	1,904,253
Thailand	3,383,408
The Former Yugoslav Rep. of Macedonia	2,848,583
Togo	656,618
Tonga	2,745
Tunisia	226,720
Turkey	15,280,058
Turkmenistan	124,644
Uganda	2,118,472
Ukraine	474,813
United Arab Emirates	732,871
United Kingdom	9,523,993
United States	17,105,352
Uruguay	254,674
Uzbekistan	889,075
Vanuatu	20,007
Venezuela	347,276
Viet Nam	2,999,050
West Bank & Gaza	605,539
Yemen	1,764,557
Yugoslavia, Federal Republic (Serbia)	2,772,838
Yugoslavia (Kosovo Emergency)	1,000,915
Zambia	1,207,770
Zimbabwe	1,133,653

**Offshore Procurement Through Copenhagen/New York
(orders over \$100,000)**

Supplier	Commodities	Value (US\$)
Australia		
CSL Limited	Vaccines/Biologicals	370,640
Austria		
Brevillier-Urban Schreibwarenfabrik	Education Supplies	233,960
Bangladesh		
BOC Bangladesh Limited	Medical Equipment	741,373
Belgium		
Becton Dickinson	Medical Equipment & Renewables, Laboratory Sup.	10,892,421
GlaxoSmithkline	Vaccines/Biologicals	106,632,219
Laboratoria Wolfs N.V.	Pharmaceuticals	148,263
Michiels Fabrieken N.V.	Nutrition	1,351,710
Purna Pharmaceuticals N.V.	Pharmaceuticals, Nutrition	576,838
Terumo Corporation Brussels Branch	Medical Renewables	243,400
Bosnia and Herzegovina		
Ingrat DOO Gracanica	IT & Office Supplies	256,229
Brazil		
Incasa Ind. E Com. Catarinense S/A	Nutrition	956,850
Canada		
Aventis Pasteur Canada	Vaccines/Biologicals	4,263,212
Intervax	Vaccines/Biologicals	4,223,830
Chile		
AJAY - SQM Chile S.A.	Nutrition	933,348
China		
Qingdao Gyoha Plastics Co. Ltd.	Shelter/field equip.	112,064
Shanghai Medicines & Health Products	Medical Equip. & Renewables, Shelter/field equip.	283,826
Zhejiang Supor Cookware Co., Ltd.	Medical Equipment	210,440
Cyprus		
Remedica Ltd.	Pharmaceuticals	919,956
Denmark		
A/S Vestfrost	Cold Chain Equipment	352,312
Atlas Copco Kompressorteknik A/S	Water & Sanitation	116,986
Axel Ketner Glostrup A/S	Nutrition, Transport, Water & Sanitation, Education Sup.	173,843
BASF Health & Nutrition A/S	Nutrition	415,802
Bisca A/S	Nutrition	169,303
Bukkehave Limited	Transport	3,931,242
Canon Danmark A/S	IT & Office Supplies, Communication Equip.	453,423
Chr. Bardram Health-Care Aps	Medical Renewables	112,336
Codan Medical ApS	Medical Renewables	838,894
Compact A/S	Nutrition	614,978
Danimex Communication Ltd.	Communication Equip.	1,041,512
Danish Dairy Suppliers	Nutrition	370,029
Dansk Farmaceutisk Industri A/S	Pharmaceuticals, Nutrition	123,956
Deutz Danmark A/S	Water & Sanitation, IT & Office Supplies, Medical Equip.	816,110
Eterra A/S	IT & Office Supplies, Printing	1,473,188
Faraone Danmark Aps	Education Supplies	809,867
Grundfos DK A/S	Water & Sanitation	1,541,361
H. Jessen Jürgensen A/S	Cold Chain Equipment	131,409
Hewlett Packard Denmark A/S	IT & Office Supplies	109,986
ITT Flygt A/S	Water & Sanitation	254,804
Jørgen Larn Vinduespolering	Other	268,902
Kivex A/S	Medical Equipment	125,520
Kjaer & Kjaer Worldwide A/S	Transport	206,473
Kronlein Import & Export Agencies	Medical Equipment & Renewables	258,982
Leica A/S	Laboratory Supplies, Water & Sanitation	293,881
Monarflex A/S	Shelter/field equip.	608,277

Offshore Procurement Through Copenhagen/New York
(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Perkin-Elmer	Laboratory Supplies	106,340
Peter Justesen Company A/S	Communication Equip., IT & Office Sup., Education Sup.	565,529
Psion Teklogix Denmark	Warehousing	102,406
Scan Office International A/S	Other	114,395
Select Sport A/S	Education Supplies	156,382
Statens Seruminstitut	Vaccines/Biologicals	6,515,191
Tress AS	Education Supplies	267,019
Uni-Safe A/S	Transport	266,243
Egypt		
Unatrac International S.A.E. Free Z	Transport	1,956,561
Finland		
AB Crown Products OY	Education Supplies	422,209
Huurre Group OY	Cold Chain Equipment	199,594
Lindegaard Paperisto Oy	Education Supplies	408,791
Pa-Hu Oy	Medical Renewables	1,223,868
Sademan Oy	Nutrition	129,099
Valtra Inc.	Transport	730,242
France		
Agencinox	Medical Equipment	205,160
Arch Chemicals	Water & Sanitation	468,890
Aventis Pasteur	Vaccines/Biologicals	24,718,497
Case France	Transport, IT & Office Supplies	1,202,492
Compagnie Européenne d'Exportation	Medical/Hygiene Kits, Clothing & Footwear, Educ. Sup.	301,008
Flowserve Pompes	Water & Sanitation	1,541,975
Laboratoires Guerbet	Pharmaceuticals	141,925
Laboratoires Renaudin	Pharmaceuticals	350,865
LMS World Water Treatment	Water & Sanitation	193,428
Nutriset	Nutrition	2,245,696
Omyacolor SA	Education Supplies	407,816
ONDEO Degremont	Water & Sanitation	785,037
Panpharma Laboratories	Pharmaceuticals	530,459
Renault VI SA	Transport	140,309
S.E.D.A.T. S.A.	Medical Renewables	546,225
Saint Gobain Pam	Water & Sanitation	4,923,387
Sodiaal Industrie - Jammet	Nutrition	473,311
Sovema	Water & Sanitation	1,289,083
Germany		
Aesculap AG Et. Co.KG	Medical Renewables	170,170
B. Braun Melsungen AG	Medical Equipment & Renewables, Pharmaceuticals	461,264
Binder GmbH	Medical Equipment	170,815
Boss Pro-Tec	Water & Sanitation, Communication Equip.	110,218
Chempatex Medizinische	Medical Equipment & Renewables	186,304
Cubidor Bernd Schenk KG	Water & Sanitation	287,785
Destroject GmbH Medical Devices	Medical Renewables	1,868,116
Hatz GmbH & Co KG	Water & Sanitation	737,260
Henke Sass Wolf GmbH	Medical Renewables	510,282
Ingersoll-Dresser Pumps	Water & Sanitation	118,241
Karl Wissner GmbH & Co. KG	Education Supplies	164,296
KBI Kunststoffbeutel Prod. GmbH	Pharmaceuticals	1,069,702
Kunert Wellpappe GmbH & Co.	Warehousing	134,919
Landre GmbH	Education Supplies, IT & Office Supplies	125,146
Lomapharm, Rudolf Lohmann GmbH KG	Pharmaceuticals, Nutrition	1,296,620
Rotexmedica GmbH	Pharmaceuticals	124,778
SECA Vogel & Halke GmbH & Co.	Nutrition	1,456,266
SIEMENS Medical Solutions,	Medical Equipment	969,546
Zenith Maschinenfabrik GmbH	Water & Sanitation	884,145

Offshore Procurement Through Copenhagen/New York
(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Greece		
Demo S.A.	Pharmaceuticals	140,793
India		
Ajay Industrial Corporation	Water & Sanitation	201,692
Apex Continental Ltd.	Cold Chain Equipment, Water & Sanitation	1,305,078
Balaji Industries & Engineering Cor	Water & Sanitation, Fuel & Lubricants	190,834
Blow Kings	Cold Chain Equipment	1,233,794
Fibro Reinforced Plastic Pvt. Ltd.	Water & Sanitation	146,750
Ipca Laboratories Limited	Pharmaceuticals	305,140
Kanam Latex Industries Private Ltd.	Medical Renewables	208,591
Karnataka Antibiotics &	Pharmaceuticals	153,325
Serum Institute Of India Ltd.	Vaccines/Biologicals	18,132,179
Strides Arcolab Limited	Pharmaceuticals	372,570
Indonesia		
P.T. Bio Farma (Persero)	Vaccines/Biologicals	1,615,428
Italy		
A.M.S. S.r.l.	Medical Equipment	140,233
Alfa Intes	Pharmaceuticals	221,840
Chiron S.p.A.	Vaccines/Biologicals	23,108,838
Coelmo s.r.l.	Water & Sanitation, IT & Office Supplies, Medical Equip.	629,195
Copertifacio Melani Giovanni	Shelter/field equip.	425,738
DAC srl	Water & Sanitation, Medical Equipment, Nutrition	108,772
Iveco S.p.A.	Transport	351,375
Nuova Industrie Biscotti Crich Spa	Nutrition	820,192
Nuova Omsa S.R.L.	Medical Equipment	830,820
R.P. Scherer SpA	Pharmaceuticals	111,956
Universal S.p.A.	Education Supplies, IT & Office Supplies	142,889
Japan		
Eisai Co. Ltd.	Vaccines/Biologicals	371,460
Fujirebio Inc.	Diagnostic Test Kits	167,024
J. Gerber & Company (Japan) Ltd.	Transport	1,954,813
Japan BCG Laboratory	Vaccines/Biologicals	2,598,125
K. Arano & Co., Ltd.	Transport, IT & Office Supplies, Education Supplies	1,022,761
Nissan Trading Co., Ltd	Transport, IT & Office Supplies	976,118
SONY Corp. ICD	Communication Equip.	178,776
Sumitomo Corporation	Transport	3,491,591
Toyota Motor Corporation	Transport	11,203,112
Korea, Republic of		
Green Cross Vaccine Corporation	Vaccines/Biologicals	7,024,395
Korea Tarpaulin, Inc.	Shelter/field equip.	169,656
LGCI	Vaccines/Biologicals	3,289,742
Shin Poong Pharmaceutical Co. Ltd.	Pharmaceuticals	265,005
Luxembourg		
Dometic Sarl	Cold Chain Equipment	2,056,703
Malta		
Pharmamed Ltd.	Pharmaceuticals	1,897,641
Netherlands		
International Dispensary	Pharmaceuticals, Medical Equipment & Renewables	201,864
Project Production International BV	Nutrition, Medical Equipment	122,022
Simed International B.V.	Medical Equipment	692,753
Norway		
Fiskars Norge A/S	Education Supplies, Shelter/field equip.	208,205
NAPS Norway A/S	Cold Chain Equipment, Communication Equip.	234,270
Telenor Broadband Services AS	Communication Equip.	3,413,460
Weifa AS	Pharmaceuticals	649,142

Offshore Procurement Through Copenhagen/New York
(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Oman		
Suhail & Saud Bahwan	Transport	474,657
Pakistan		
Buraq Surgical Corporation	Medical Equipment	102,337
Mensunco Sports (Pvt) Ltd.	Education Supplies	113,024
National Tent House	Clothing & Footwear	396,175
Shahsons (PVT) Limited	Education Supplies	173,809
Philippines		
Medical Center Trading Corporation	Medical/Hygiene Kits	906,000
Poland		
Kamed	Medical Equipment	107,830
Polskie Zaklady Opyczne S.A.	Laboratory Supplies	163,848
Varimex	Medical Equipment	180,800
Senegal		
Institut Pasteur de Dakar	Vaccines/Biologicals	916,100
South Africa		
Lucra Trading	Diagnostic Test Kits	111,720
Zero Applicances	Cold Chain Equipment	181,045
Spain		
Automoviles Utilitarios S.A.	Water & Sanitation, Transport	199,272
Bieffe Medital S.A. Spain	Pharmaceuticals	570,877
Laboratorio Arago S.A.	Medical Renewables	136,088
Marco Dachs, S.A.	Education Supplies	114,941
Sweden		
Atlas Copco Craelius AB	Water & Sanitation	765,653
BIAB International AB	Medical Equipment, Hygiene Kits, Nutrition, Educ. Sup.	517,252
Graphium Consult AB	Printing	539,000
HemoCue AB	Laboratory Supplies	411,898
JOSAB International AB	Water & Sanitation	119,491
Kvalitetsproduktion AB	Water & Sanitation	243,318
Linden International AB	Medical Equipment	270,040
Nordic Sports Ltd. AB	Education Supplies	108,000
Scania CV AB	Transport	117,433
Sibir International AB	Cold Chain Equipment	575,275
Svecia Screen Printing	Laboratory Supplies	149,150
Terumo Europe N.V. - Nordic Office	Medical Renewables	130,133
Volvo Truck Corporation	Transport, Water & Sanitation	3,665,582
Switzerland		
ALLDOS International AG	Water & Sanitation	463,189
Berlinger & Co. AG	Cold Chain Equipment	164,418
Ingersoll Rand International Sales	Water & Sanitation	767,096
Mepha Ltd.	Pharmaceuticals	120,171
Rivopharm	Pharmaceuticals	631,605
World Health Organization	Pharmaceuticals	143,534
Thailand		
Medicap Limited	Pharmaceuticals	104,000
Turkey		
Dogus Vana Ltd. Sti	Water & Sanitation	107,960
Ramko Foreign Trading	Water & Sanitation	136,486
Saran Tekstil	Shelter/field equip.	158,400
United Arab Emirates		
ChanceI International FZE	Shelter/field equip., Nutrition	226,745
National Plastic & Building	Water & Sanitation	135,069

Offshore Procurement Through Copenhagen/New York
(orders over \$100,000)

Supplier	Commodities	Value (US\$)
United Kingdom		
Aladdin Temp-Rite Limited	Cold Chain Equipment	205,002
Avery Berkel Salter Weigh-Tronix	Nutrition	287,467
Avonchem Limited	Communication Equip., Nutrition, Laboratory Supplies	124,249
BP Solar Ltd.	Cold Chain Equipment, Shelter/field equip.	131,600
Braithwaite Engineers Limited	Water & Sanitation	153,576
Codan (UK) Ltd.	Communication Equip., Transport, IT & Office Supplies	420,476
Dulas Ltd.	Cold Chain Equipment, Water & Sanitation	965,695
EDU-LAB, Educational Products &	Laboratory Supplies	143,567
Ethicon Ltd.	Medical Renewables	277,208
Evenproducts Ltd.	Water & Sanitation	538,851
GlaxoSmithKline Export Limited	Pharmaceuticals	648,922
Helix Ltd.	Education Supplies	131,050
Hoskins Medical Equipment Ltd.	Medical Equipment, IT & Office Supplies	222,267
IVAX Pharmaceuticals U.K.	Pharmaceuticals	177,989
Morningside Pharmaceuticals Ltd.	Medical Renewables	353,201
Novara Group Ltd. Intern. Division	Education Supplies, Laboratory Supplies	373,467
Oxfam	Nutrition	628,847
Premier Educational Supplies Ltd.	Education Supplies, Laboratory Supplies	173,647
Prestige Medical	Medical Equipment, Cold Chain Equipment	366,619
Smithkline Beecham International	Pharmaceuticals	257,000
Sunrise Medical Limited	Medical Equipment	157,614
Supreme Plastics Ltd.	Education Supplies	107,869
Toyota Gibraltar Stockholdings Ltd.	Transport, Communication Equip.	476,915
Tri-Med Ltd.	Shelter/field equip.	416,105
United States		
American Power Conversion	IT & Office Supplies, Communication Equip.	161,251
Atlantic Business Systems, Inc.	IT & Office Supplies, Communication Equip.	593,274
Cardinal/Detecto International	Nutrition	186,865
Cognos Corporation	IT & Office Supplies	400,784
Compaq Computer Corp.	IT & Office Supplies	244,558
Digital Generation Systems, Inc	Other	128,519
Enterasys Networks	IT & Office Supplies, Communication Equip.	775,234
Harrison Conference Centers	Other	111,014
Hewlett Packard Company	IT & Office Supplies	1,884,543
Johnson & Johnson	Pharmaceuticals	185,400
Lotus Development Corporation	IT & Office Supplies	211,328
Manchester Technologies, Inc.	IT & Office Supplies	687,471
Manhattan Information Systems, Inc.	IT & Office Supplies	183,168
MCI WORLDCOM Communications, INC.	Communication Equip., IT & Office Supplies	131,140
MD International Inc.	Medical Equipment	338,603
Merck & Co., Inc.	Vaccines/Biologicals	119,600
Office Depot	IT & Office Supplies	156,753
Oracle Corporation	IT & Office Supplies	173,652
Pan American Health Organization	Vaccines/Biologicals, Medical Renewables	2,904,989
Remlitho, Inc.	Printing	138,496
SAP America Inc.,	IT & Office Supplies, Architec/Engineering	539,346
Shorr Production	Nutrition	236,875
Sitara Networks, Inc.	IT & Office Supplies	610,413
Software Spectrum	IT & Office Supplies	782,118
Sybase, Inc.	IT & Office Supplies	147,475
Tanagraphics Inc.	Other	315,847
The Document Company Xerox	Printing	202,229
Total Tec Systems	IT & Office Supplies	464,020
United Metal Fabricators, Inc.	Medical Equipment	251,982
Wisconsin Aluminum Foundry Co. Inc.	Medical Equipment	395,768

Regional and Local Procurement by UNICEF Field Offices (orders over \$100,000)

Supplier	Commodities	Value (US\$)
Afghanistan		
A. Karim, Herat	Shelter/field equip.	147,840
Albania		
Tecno Broadcasting Services - TBS 96	Communication Equip.	134,295
Angola		
LITO-TIPO, LDA	Printing, Pharmaceuticals	264,917
Bangladesh		
Bangladesh Progressive Enterprise Press	Printing	128,545
BOC Bangladesh Ltd.	Medical Equipment	114,932
Brac Printers	Printing, Education Supplies	226,376
Elite Printing & Packages Ltd.	Printing	212,112
Goodwill Trade International	Education Supplies	365,422
Herald Publications Ltd.	Printing, Education Supplies	245,797
Multilink International Co. Ltd.	IT & Office Supplies, Printing	141,984
Orchid Printers	Printing	371,226
Project Director, DNFE-3	Printing, Education Supplies	369,167
Robin Printing and Packages Limited	Printing, Education Supplies	321,937
Bosnia & Herzegovina		
Djaja Sarajevo	Clothing & Footwear, Education Supplies	100,688
Edis International Sarajevo	Education Supplies	164,522
Ingrat d.o.o. Gracanica	Education Supplies, IT & Office Supplies	111,853
Burkina Faso		
Cica Burkina	Transport, IT & Office Supplies	121,263
Sokimex	Water & Sanitation	165,087
Burundi		
Engen Petroleum Burundi	Fuel & Lubricants	125,358
Verstergaard Frandsen	Household Technology	171,200
Cambodia		
Borey Kamkor Construction Co., Ltd	Water & Sanitation	218,999
Phat Sophal	Water & Sanitation	128,501
San Samoeun	Water & Sanitation	108,898
Thakral Brothers Pte Ltd	IT & Office Supplies, Printing	182,462
China		
Beijing Xintongjiu Science & Trade Co.	IT & Office Supplies, Communication Equip.	166,762
ITI Company (Shanghai) Ltd.	Nutrition, Water & Sanitation	164,174
M/S Hainan Sheng-Chang Wuye Development	Laboratory Supplies, Water & Sanitation, IT & Office Sup.	401,109
Ministry of Public Health - EPI Division	Vaccines/Biologicals	1,819,920
Xinjiang Int. Economic Cooperation Co.	Clothing & Footwear	509,412
Congo, Democratic Republic of the		
Afrique - Editions S.A.R.L.	Printing	323,399
AGB S.P.R.L.	Printing	200,386
Kinpress (Imprimerie Typo-Ofset)	Printing, IT & Office Supplies	121,792
Cuba		
Acoin S.L.	Water & Sanitation	101,734
División Tecnológica Cimex S.A.	IT & Office Supplies, Printing	110,957
Editorial Pueblo Y Educacion	Printing	100,767
East Timor		
Corporate Express Australia Ltd	Education Supplies, IT & Office Supplies	219,629
Independent Building Products	Water & Sanitation	152,520
Egypt		
Egyptian Cultural Group	Printing	120,223
El Salvador		
Creaciones Thelma/Carmen A. Rivas	Education Supplies, Clothing & Footwear	100,463
EDITORIAL SANTILLANA, S.A. De C.V.	Education Supplies	112,509

Regional and Local Procurement by UNICEF Field Offices (orders over \$100,000)

Supplier	Commodities	Value (US\$)
Ferrocentro	Water & Sanitation, Nutrition	243,557
Galvanissa	Water & Sanitation	364,197
Libreria Cervantes S. A. De C. V.	Education Supplies	140,293
Ethiopia		
Bereket PLC	Shelter/field equip.	275,345
Haron Computer Pvt. Ltd. Co.	IT & Office Supplies, Printing	229,438
Kassaye Aseged, Metal Engineering	Education Supplies, IT & Office Supplies	211,539
Lemlem Haddish	Shelter/field equip.	260,297
Maky Tx Trading	Education Supplies, IT & Office Supplies	265,962
Sebhatu Denekew	Shelter/field equip.	229,042
Selamawit Abate	Shelter/field equip.	199,271
Gabon		
Nouvelle Imprimerie Et Papeterie	Education Supplies	400,417
Ghana		
Kwadwo Boamah Ent.	IT & Office Supplies	162,184
Guatemala		
Representaciones Rosales	Water & Sanitation, Nutrition	320,669
India		
Abinitio Overseas Inc.	Shelter/field equip.	146,436
Accura Polytech Private Limited	Shelter/field equip.	109,972
Advance Steel Tubes Ltd	Water & Sanitation	147,166
Ajanta Pharma Limited	Pharmaceuticals	532,296
Ajay Industrial Corporation	Water & Sanitation	486,238
Amrit Sales Corporation	Shelter/field equip.	257,150
Amritsar Swadeshi Woollen Mills	Shelter/field equip., Clothing & Footwear	113,963
Anand Prronging Company	Shelter/field equip.	277,852
Antartica Limited	Printing	177,609
Apollo Tent Tarpauline Company	Shelter/field equip.	178,753
Ashok Leyland Limited	Water & Sanitation	687,331
Asia Pack Limited	Shelter/field equip.	223,746
Asian Pencil Pvt. Ltd., New Delhi	Education Supplies	407,765
B Dayal & Co. Pvt. Ltd	Education Supplies	712,284
Balaji Industries & Engineering Cor.	Water & Sanitation	126,748
Bharat Imm. & Biological Corp. Ltd.	Vaccines/Biologicals	3,212,209
Bhaskar Power Projects Ltd.	Shelter/field equip.	242,396
Blow Kings	Cold Chain Equipment	211,738
BMW Industries Limited	Water & Sanitation	140,821
Daisy Trading Corporation	Shelter/field equip.	1,149,558
Environmental Sanitation Institute	Shelter/field equip.	152,778
Equipment De Chandigarh	Education Supplies	102,831
Friends Order & Supply Coop. Society Ltd.	Education Supplies	795,074
Godrej & Boyce Mfg. Co. Ltd., Mumbai	Education Supplies, IT & Office Supplies	1,572,475
Goodluck Marketing Pvt. Ltd., Mehsana	Shelter/field equip.	865,170
Gracure Pharmaceuticals Ltd	Pharmaceuticals, Vaccines/Biologicals, Medical Equip.	137,387
Haffkine Bio-Pharm. Corp. Ltd.	Vaccines/Biologicals	11,131,244
Ingersoll-Rand (India) Limited	Water & Sanitation	218,262
Kaizen Plastomould Private Ltd.	Education Supplies	120,233
Kay & Company	Education Supplies, Shelter/field equip.	857,367
Kay Tent Industries	Shelter/field equip.	189,026
Kirby Building Systems India Ltd.	Shelter/field equip.	771,417
Mahindra & Mahindra Ltd., Mumbai	Transport	589,660
Medikits	Shelter/field equip., Pharmaceuticals, Medical Equip.	507,516
Meera & Ceiko Pumps Pvt Ltd	Water & Sanitation	256,760
Naveen Textile Agencies	Shelter/field equip.	369,195
Nestor Pharmaceuticals Ltd.	Pharmaceuticals	187,022

Regional and Local Procurement by UNICEF Field Offices (orders over \$100,000)

Supplier	Commodities	Value (US\$)
New Model Impex Pvt. Ltd., New Delhi	Printing	145,981
Nicholas Piramal India Limited, Thane	Vaccines/Biologicals, Nutrition	1,275,584
Nikhil Offset	Printing	129,038
Ori-Plast Limited	Water & Sanitation	431,623
Panacea Biotech Limited	Vaccines/Biologicals	36,732,565
Pasupati Forgings	Water & Sanitation	240,281
Priyanka (India) Pvt. Ltd., New Delhi	Education Supplies	206,309
Salter India Private Ltd., New Delhi	Nutrition	690,165
Shashi Bhusan Chatterjee & Sons	Education Supplies, Printing	141,793
Sintex Industries Ltd. (Plastics Divn.)	Water & Sanitation	644,423
Sintex Industries Ltd., Kalol	Water & Sanitation, Nutrition	192,959
Standard Niwar Mills	Shelter/field equip.	252,122
Stresscrete India Ltd.	Shelter/field equip.	2,917,255
Strides Arcolab Limited, Bangalore	Pharmaceuticals	140,529
Toyota Kirloskar Motor Ltd., Bangalore	Transport	247,126
Vestergaard Frandsen (I) Pvt. Ltd.	Shelter/field equip., Education Supplies	707,951
Viral Corporation, Mumbai	Shelter/field equip., Water & Sanitation	614,796
Walco Engineering Ltd., New Delhi	Shelter/field equip.	505,367
Yorco Sales Pvt. Ltd.	Shelter/field equip., Medical Equipment & Renewables	416,126
Iran, Islamic Republic of		
Golbaft Industrail Group	Shelter/field equip.	152,898
Karkhaneh Toulidi Albasco	Clothing & Footwear	252,960
Keyhan Felez Toos Company	Clothing & Footwear	251,731
Melli Boot Company	Clothing & Footwear	173,008
Sherkat Firooz Kooch (Homabaf)	Clothing & Footwear	692,889
Sherkat Iran Khodro Diesel	Transport	561,180
Iraq		
Ara company - Sulaimanyah	Cold Chain Equipment	153,035
Arabesque Company - Sulaimanyah	IT & Office Supplies, Medical Equipment, Education Sup.	137,990
Aveen company - Erbil	Water & Sanitation	121,096
Azmir Bureau - Sulaimanyah	Water & Sanitation, Medical Equipment	214,412
Baz company - Erbil	IT & Office Supplies, Medical Equipment, Printing	105,727
Chinar company - Dohuk	Water & Sanitation, Medical Equipment	150,040
Dana company - Sulaimanyah	Water & Sanitation	121,095
Faraedun Company - Sulaimanyah	Water & Sanitation	182,351
Galala commercial agencies Co. Ltd-Er	Water & Sanitation	242,606
Halabja company - Sulaimanyah	Water & Sanitation	126,250
Hazhar Blacksmith Factory - Sul	Water & Sanitation, Education Supplies, IT & Office Supplies	116,820
Hoshang company - Erbil	Water & Sanitation, Transport	117,735
Jalil Abdulkarem Blacksmith Fact. - Sul	Water & Sanitation	189,500
Khazir Company - Dohuk	Water & Sanitation	106,275
Khoshnaw company - Erbil	Water & Sanitation, IT & Office Supplies, Education Supplies	483,598
Nawroz company - Dohuk	Water & Sanitation	132,140
Qala limited company - Sulaimanyah	Water & Sanitation	198,100
Rozhina company - Sulaimanyah	IT & Office Supplies, Education Supplies	307,526
Serwan Brick company LTD - Sul	Water & Sanitation	291,584
Sulaimanyah cement Factory - Sul	Water & Sanitation	100,700
Zhiar company - Sulaimanyah	Water & Sanitation	129,506
Jordan		
Forum Furniture Co. Ltd.	IT & Office Supplies	107,318
National Press	Printing, Education Supplies	163,328
Kazakhstan		
Asem Ltd	Printing, Education Supplies	257,810
TOO Avtometallsnab	Transport	564,107
Vita LTD	Nutrition	988,380

Regional and Local Procurement by UNICEF Field Offices
(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Kenya		
Caltex Oil (Kenya) Limited	Fuel & Lubricants	219,081
Circuit Business Systems Ltd	IT & Office Supplies, Printing	335,093
Color Creations	Clothing & Footwear, Identific. & Signage, Printing	103,898
Colour Creations	Clothing & Footwear, Identific. & Signage, Printing	209,013
Davis & Shirliff Limited	Water & Sanitation	109,093
Euro Water Services Ltd	Water & Sanitation, Laboratory Supplies	169,445
Lisal Chemicals Company Ltd	Medical Equipment & Renewables, Laboratory Supplies,	121,244
Mossnet Industries Ltd.	Household Technology	173,957
Nairobi Ironmongers Ltd	Water & Sanitation	284,081
National Plastic&Bldg Mat Ind Llc	Nutrition, Water & Sanitation	148,641
Navcom Ltd	Communication Equip.	136,471
Proctor & Allan	Nutrition, Pharmaceuticals	1,360,038
Ramco Printing Works Ltd	Printing, Education Supplies	273,479
Ricky Stationers	Education Supplies, IT & Office Supplies	129,029
Rift Valley Machinerics	Water & Sanitation	131,138
Rymans Limited	Education Supplies, Staff Supplies, Clothing & Footwear	307,172
Tarpo Industries Limited	Shelter/field equip., Clothing & Footwear	153,720
Techno Enterprise Limited	Shelter/field equip., Staff Supplies, Water & Sanitation	1,326,133
Techno Relief Services Ltd.	Shelter/field equip., Water & Sanitation	254,763
Toyota East Africa Ltd	Transport	204,135
Kyrgyzstan		
TADA Winter Clothing	Clothing & Footwear	108,000
Liberia		
Petrol 1 Inc.	Fuel & Lubricants	162,975
Madagascar		
Cominor	Education Supplies, Shelter/field equip.	100,911
Malawi		
Capital Furniture Company Ltd	Education Supplies, Transport	119,729
Design Printers	Printing, Education Supplies	121,715
Far Distribution Company Limited	Transport	225,861
Mali		
Entreprise Abdramane Ouologuem	Water & Sanitation	146,685
Entreprise Alassane M. Salamentao	Water & Sanitation	181,787
Entreprise ESOGEC	Water & Sanitation	183,279
Morocco		
Plastima	Water & Sanitation	104,957
Mozambique		
Brithol Michcoma (Moc) Lda.	IT & Office Supplies, Printing	100,098
Dataserv Lda	IT & Office Supplies, Printing	129,284
Mapas Pegado	Education Supplies	122,475
Myanmar		
Mahar Kyaw Department Store	Identific. & Signage	111,668
Myanmar Megasteel Industries Ltd.	Water & Sanitation	125,871
Myanmar Pipes & Accessories Co.,Ltd	Water & Sanitation	347,938
Shay Saung Printing Press	Printing	133,464
Shwe Naing Ngan Printing House	Printing	127,799
Nepal		
Cas Trading House Pvt Ltd	IT & Office Supplies, Printing	182,682
Elite Network & Communications P. Ltd	IT & Office Supplies, Printing	123,637
Niger		
Socopap	Nutrition	224,929
Nigeria		
Chi Pharmaceuticals Ltd	Household Technology	163,958

Regional and Local Procurement by UNICEF Field Offices (orders over \$100,000)

Supplier	Commodities	Value (US\$)
Danco Nigeria Limited	Education Supplies	202,936
Nigeria Synthetic Fabrics Limited	Household Technology	222,073
Printserve Limited	Printing	106,518
Sara Products Limited	Education Supplies	305,951
Scientific Eqpt. Dev. Institute (Sedi)	Education Supplies	104,825
Sodequantum Limited	Household Technology	125,542
State Primary Education Board	Water & Sanitation	124,252
Sun Flag (Nigeria) Ltd.	Household Technology, Clothing & Footwear	226,574
Syngenta Nigeria Limited	Household Technology	104,430
Unipumps Nigeria Limited	Water & Sanitation	347,510
Pakistan		
Al- Hamid Traders, Peshawar	Shelter/field equip., Laboratory Sup., Clothing & Footwear	252,906
Dacaar Hand Pump Co.	Water & Sanitation	104,288
Dawood Yamaha Limited	Transport	104,545
Emaan Hosiery	Clothing & Footwear	564,313
Fazleesons (Private) Limited,	Printing	108,660
HA Industries	Water & Sanitation	105,577
H. Nizam Din & sons (Pvt) Ltd, Karach	Shelter/field equip.	191,690
Kawsar Engineering Works, PAK.	Water & Sanitation	353,266
Modern Traders	Education Supplies	179,399
M/S Instant Print System (Pvt) Ltd.,	Printing	254,926
M/S Khursheed Printers(Pvt) Ltd.,	Printing	171,893
Royal Pvc (Pvt) Ltd, Peshawar	Water & Sanitation	308,526
Saboor Islamic Printing Center, Pesh	Education Supplies, Printing	277,130
Sigma Press, Printers, Publishers	Identific. & Signage, Printing	222,986
Shafi Sons Eng (Pvt) Ltd., Lahore	Water & Sanitation	408,011
Softsys (Pvt) Ltd., Islamabad	Communication Equip., IT & Office Supplies	107,167
Wasim Drawing Stationers	Education Supplies	365,833
Panama		
Durman Esquivel, S. A.	Water & Sanitation	163,533
Pazko, S.A.	Water & Sanitation	110,688
Philippines		
Cosmotech Comm. & Systems Co.	Communication Equip., IT & Office Supplies	140,565
Russian Federation		
Gup "Gratsiya"	Clothing & Footwear	125,531
Prosveschenie Publishing House	Education Supplies	116,151
Yuzny Dvor	Medical/Hygiene Kits	134,068
Senegal		
Mobil	Fuel & Lubricants, IT & Office Supplies	109,123
So Se Co	Education Supplies	108,122
Sierra Leone		
International Associated Services	Water & Sanitation, Shelter/field equip., IT & Office Sup.	153,254
Jappa Enterprises	Water & Sanitation	138,969
John Michael Motors	Transport	226,645
Somalia		
Somalia	Fuel & Lubricants	131,112
South Africa		
A To Z Textile Mills Limited	Shelter/field equip., Household Technology,	2,423,856
Aventis Environmental Science	Household Technology, Laboratory Supplies	756,280
Bayer	Laboratory Supplies, Household Technology	358,835
Capri Bag Manufacturers (Pty) Ltd	Education Supplies	276,196
Cicci S.A. (Pty) Ltd.	Household Technology, Shelter/field equip., Water & San.	946,691
CIP Industries cc	Cold Chain Equipment	215,597
Edeni Chemical Trading (Pty) Ltd.	Laboratory Supplies	145,000
Griffin Trading C. C.	Education Supplies	320,896

Regional and Local Procurement by UNICEF Field Offices (orders over \$100,000)

Supplier	Commodities	Value (US\$)
Maskew Miller Longman (Pty) Ltd.	Printing, Education Supplies	156,715
Microhard Computing	IT & Office Supplies	108,114
Print Dynamix	Printing	132,961
Tarpaulin Bags And Tents	Education Supplies, Shelter/field equip.	265,992
Townsend International (Pty) Ltd	Education Sup., Shelter/field equip., Medical/Hygiene Kits,	630,090
Toyota Sa Marketing	Transport	154,785
Umgeni Products (Pty) Ltd	Nutrition	703,611
Zero Applicances	Cold Chain Equipment	126,880
Sri Lanka		
Weerodara Stationery (Pvt) Ltd	Education Supplies	246,858
Sudan		
Diesel Generator Co. Ltd.	Water & Sanitation	158,528
Omdurmans Digging Equipt Materials F.	Agriculture	162,287
Tanzania, United Republic of		
Step In Limited	Education Supplies, Communication Equip.	175,783
Sunflag (Tanzania) Ltd.	Household Technology	645,825
Tanzania Printers Limited	Education Supplies, IT & Office Supplies	268,172
Thailand		
Commonwealth Trading Co.,Ltd	Clothing &Footwear, Shelter/field equip., Household Tech.	1,142,540
Daiei Papers (S) Pte., Ltd.	Printing, Education Supplies	235,143
Medicap Limited	Pharmaceuticals	741,453
Modernform Oa Co., Ltd.	IT & Office Supplies, Printing	111,418
The Former Yugoslav Rep. of Macedonia		
Eko-Tehna - Skopje	IT & Office Supplies, Education Supplies	144,493
Maliot Princ D.O.O.	Education Supplies	170,850
Prosvetno Delo - Skopje	Printing	1,135,881
Turkey		
Adana Cimento Sanayii A.S.	Water & Sanitation	445,000
Adel Kalemcilik Ticaret Ve Sanayi A.S.	Education Supplies	2,530,883
Ark Kirtasiye Urun. Dis Tic Ltd Sti	Education Supplies	176,748
Aydokum Makina San Ve Tic A.S	Water & Sanitation	156,317
Borusan Birlesik Boru Fabrikasi A.S.	Water & Sanitation	2,456,038
ETI Pazarlama Ve Sanayi AS.	Nutrition	186,600
Gezer Ayakkabi Deri Sanayii Tic.	Clothing & Footwear, Shelter/field equip.	117,550
Intermet Ithalat Ihracat Ve Tic.A.S	Water & Sanitation	761,135
Konya Metalurji Dokum San Ve Tic	Water & Sanitation	113,405
Meteksan Printing & Ind. Trade Co.	Education Supplies, Shelter/field equip.	2,121,989
Toprak Dis Ticaret As	Printing	645,345
Trakya Dokum	Water & Sanitation, Nutrition	470,259
Yakupoglu Ticaret	Shelter/field equip.	2,580,000
Uganda		
Bros & Company (U) Ltd-Transporters	Education Supplies, Fuel & Lubricants, Water & Sanitation	994,638
Nile Produce Trading Co (U) Ltd	Nutrition	116,537
Roadmaster Cycles (U) Ltd	Transport	289,952
United Arab Emirates		
National Plastic & Building Material Ind	Water & Sanitation	308,976
Uzbekistan		
Carhill Investment Company Ltd.	Clothing & Footwear	120,000
Pe "Mirumyan K.V."	Medical/Hygiene Kits, Warehousing	125,658
Uzbek Children's Fund, Andijan Depart.	Clothing & Footwear	151,000
Viet Nam		
Centre For RWS & ES - MOARD.	Water & Sanitation	411,167
Cong Ty Duoc Vat Tu Y Te Tra Vinh	Pharmaceuticals	119,151
Cty Tnhh Thuong Mai Tan Vien Dong	Transport	135,236

Regional and Local Procurement by UNICEF Field Offices
(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Danang Plastic Factory	Transport	277,674
Educational Equipment Co. No. 1	Education Supplies	138,394
Metran Medical Co., Ltd	Medical Equipment	352,943
Thieu Nien Tien Phong Plastic Factory	Water & Sanitation	417,164
Trung Tam Ky Thuat Chat Deo (Ptc)	Water & Sanitation	153,472
Yemen		
Al-Mahfadi & Abo-Miskah Co.Ltd	Water & Sanitation	145,001
Bahaj	Water & Sanitation	120,579
Bayhan Trading & Agencies	Water & Sanitation, Nutrition	227,022
Hashem Abdul-Karim Al-Magrebi	Water & Sanitation	188,867
Husein Ben Husein Al-Hababi	Water & Sanitation	198,882
Yemen Drug Company	Pharmaceuticals	114,976
Yugoslavia (Kosovo Emergency)		
Europinty	Education Supplies	146,136
Ilir Canon	IT & Office Supplies, Printing	106,356
Yugoslavia, Federal Republic (Serbia)		
Drvna Industrija SLOGA	Education Supplies	825,510
Fam Pharm	Household Technology, Medical/Hygiene Kits	154,347
Kris	Household Technology, Education Supplies	331,438
Miljkovic D.O.O.	Shelter/field equip., Clothing & Footwear, Medical Renew.	129,374
Publikum	Printing	148,143
Zambia		
New Horizon Printing Press	Printing, IT & Office Supplies	312,255
Rank Industries (Zambia) Ltd	Education Supplies, IT & Office Supplies	115,949
Zimbabwe		
N. Richards & Company	Water & Sanitation	182,011
National Blankets Ltd	Clothing & Footwear	112,250
P G Building Supplies	Water & Sanitation	175,568
PG Timbers	Water & Sanitation	233,746
Wholesale Centre	Water & Sanitation	224,553

**Where Supplies Are Used:
Value of Supplies Procured and/or Delivered per Country**

Includes All Programme Orders , Procurement Services, OFFP & GAVI

Country	Value (US\$)	Country	Value (US\$)
Afghanistan	13,872,858	Gabon	559,980
Albania	1,582,209	Gambia	885,541
Algeria	1,303,327	Georgia	352,022
Angola	4,247,395	Ghana	10,405,313
Argentina	466,100	Guatemala	1,264,531
Armenia	628,280	Guinea	3,126,301
Azerbaijan	610,989	Guinea-Bissau	316,284
Bangladesh	19,466,374	Guyana	167,129
Barbados	121,813	Haiti	1,393,410
Belarus	124,169	Honduras	801,240
Belize	147,861	India	84,297,010
Benin	2,367,951	Indonesia	1,132,521
Bhutan	953,922	Iran, Islamic Republic of	3,395,371
Bolivia	805,430	Iraq	61,864,603
Bosnia-Herzegovina	1,761,495	Italy	123,683
Botswana	116,089	Jamaica	107,996
Brazil	102,431	Jordan	359,348
Bulgaria	158,659	Kazakhstan	9,674,431
Burkina-Faso	3,091,376	Kenya	27,888,699
Burundi	4,933,061	Kiribati	43,643
Cambodia	4,158,417	Korea, Democratic People's Republic of	4,840,235
Cameroon	2,273,906	Kyrgyzstan	2,198,640
Cape Verde	372,163	Lao, People's Democratic Republic	2,185,182
Central African Republic	1,261,158	Lebanon	998,755
Chad	1,562,325	Lesotho	193,846
Chile	147,741	Liberia	1,340,669
China	4,147,025	Libyan Arab Jamahiriya	19,500
Colombia	770,824	Madagascar	5,238,054
Comoros	466,269	Malawi	12,152,685
Congo	1,060,551	Malaysia	11,950
Congo, Democratic Republic of the	12,423,535	Maldives	153,290
Costa Rica	343,014	Mali	5,403,625
Cote d'Ivoire	3,188,243	Marshall Islnds	10,624
Cuba	1,533,107	Mauritania	813,013
Djibouti	310,589	Mauritius	107,938
Dominican Rep.	3,032,217	Mexico	152,155
East Timor	1,062,080	Micronesia	3,121
Ecuador	244,201	Moldova, Republic of	629,415
Egypt	1,736,424	Mongolia	1,409,572
El Salvador	2,552,428	Morocco	2,508,136
Equatorial Guin	128,845	Mozambique	11,795,870
Eritrea	2,715,573	Myanmar	9,344,135
Ethiopia	15,522,297	Namibia	466,309
Fiji	269,695	Nepal	4,210,748

Where Supplies Are Used: Value of Supplies Procured and/or Delivered per Country

Includes All Programme Orders , Procurement Services, OFFP & GAVI

Country	Value (US\$)	Country	Value (US\$)
Nicaragua	481,324	West Bank & Gaza	624,431
Niger	3,790,609	Yemen	5,284,110
Nigeria	24,314,898	Yugoslavia (Kosovo)	1,079,358
Oman	67,109	Yugoslavia	4,991,843
Pakistan	30,127,282	Zambia	2,875,986
Palau, Rep of	827	Zimbabwe	1,260,048
Panama	888,480		
Papua New Guinea	486,723		
Paraguay	125,960		
Peru	537,616		
Philippines	4,148,566		
Romania	372,714		
Russian Federation	1,898,889		
Rwanda	10,818,965		
Samoa	5,967		
Sao Tome and Principe	131,764		
Saudi Arabia	26,412		
Senegal	4,055,086		
Sierra Leone	3,378,664		
Solomon Islands	77,855		
Somalia	3,585,843		
South Africa	262,019		
Sri Lanka	1,890,082		
Sudan	9,391,804		
Suriname	15,280		
Suva	276,976		
Swaziland	81,431		
Syrian Arab Republic	325,260		
Tajikistan	1,591,208		
Tanzania, United Republic of	10,458,810		
Thailand	1,679,559		
The Former Yugoslav Rep. of Macedonia	2,889,974		
Togo	1,577,581		
Tonga	1,186		
Tunisia	277,346		
Turkey	2,031,576		
Turkmenistan	1,263,641		
Uganda	16,586,264		
Ukraine	510,772		
Uruguay	254,674		
Uzbekistan	4,207,001		
Vanuatu	29,089		
Venezuela	347,276		
Viet Nam	5,472,194		

Invitations to Bid and Responses Received (Offshore Procurement)

Country	Number of Invitees	Number of Responses
Argentina	2	1
Austria	9	9
Australia	20	15
Bangladesh	17	6
Belgium	75	52
Bosnia	2	1
Brazil	2	1
Canada	34	16
China (excluding Hong Kong)	33	21
Croatia	4	1
Cyprus	21	17
Czech Republic	6	2
Denmark	294	198
Ecuador	1	0
Egypt	11	8
Estonia	1	1
Finland	64	22
France	148	94
Germany	281	192
Greece	6	3
Hong Kong	5	3
Hungary	6	1
Indonesia	4	3
India	140	99
Ireland	16	10
Israel	10	5
Italy	96	60
Japan	51	28
Jordan	1	0
Kenya	5	4
Korea, Republic of	21	16
Luxembourg	2	1
Mexico	1	1
Malta	25	24
Malaysia	9	7
Nepal	1	1
Netherlands	118	87
Norway	38	24
Oman	7	4
Pakistan	105	99
Poland	6	3
Portugal	5	5
South Africa	13	7
Singapore	1	1
Spain	55	29
Syria	2	1
Sweden	69	36
Switzerland	38	22
Thailand	11	3
Turkey	91	40
United Arab Emirates	63	45
United Kingdom	246	163
United States	66	22
Viet Nam	1	1
Zimbabwe	1	1