

Translation from Spanish

Barrancabermeja, Colombia 19 February 2003

Considering the excellent results obtained within the program of Quality, Competitiveness and Performance of the Colombian Industries, implemented from the 11 of March of 2002, that consists of the delivery to the industrialists of managerial software called "Pharos", very specially, I ask to support the implementation of this program for another 17 new companies in the metal processing and mechanics sector of our city, for the sake of continuing the process to turn them into competitive companies capable to enter new markets and to ensure their position there.

This process will count on the endorsement and union of the local institutions that are from micro, small and to medium companies, and due to the governmental support they have in achieving improvements and progress for our city we would like to add another 36 companies in the same sector pertaining to Bucaramanga.

During year 2002 we at Barrancabermeja counted on the support and assistance of international and national experts who guaranteed the fulfillment of the programme objectives drawn up, with base in the priorities detected for the metal-mechanics and electrical sectors.

The two visits made by the international expert allowed our industrialists to detect weaknesses and to propose actions of training and activities improving of the sector. As result of these visits, 873.5 working hours were provided to increase of managers' qualification in the subjects of organizational and financial issues.

In addition, as a result of the training, a growth of the 11,32% is observed in the pilot companies, which got improvement in the areas of the organizational structure, positioning of the company on the market, qualification for the production, human resources, economic and financial situation and enterprise strategy.

Today, with our great satisfaction, the Chamber of Commerce, which I associate with and some other institutions like ECOPETROL, the SENA, ACOPI, continue to express they interest in supporting the accomplishment of programme like Component II for the improvement of the quality and industrial competitiveness for building up and developing our profitable and highly competitive production sectors.

Best regards,

Mr. Dario Echeverri Serrano,
Executive Director of the Chamber of Commerce of Barrancabermeja.
(from the letter evaluating the results of the UNIDO Programme)