

SUPPLY DIVISION ANNUAL REPORT 2003



For every child
Health, Education, Equality, Protection
ADVANCE HUMANITY

unicef 

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INTRODUCTION

UNICEF contributes to the fulfilment of the United Nations Millennium Development Goals and child rights through its focused efforts in the areas of girls' education, HIV/AIDS, early childhood development, immunization 'plus' and child protection. Supplies are an important element of these efforts. These supplies must meet high standards for quality and value and be delivered in a timely manner. Supply Division is responsible for overseeing UNICEF's global procurement and logistics operation and for making sure that procurement by every country office follows all organizational regulations and ethical standards.

In January 2003, Supply Division presented a report on its operations to the UNICEF Executive Board. The report reviewed the UNICEF supply function in the context of the organizational priorities. It also considered other aspects of the Division's work including Procurement Services. The report recommended steps to improve the efficiency of the UNICEF global supply operation, and addressed several future challenges, including the issue of vaccine security. It was favourably received by the Executive Board.

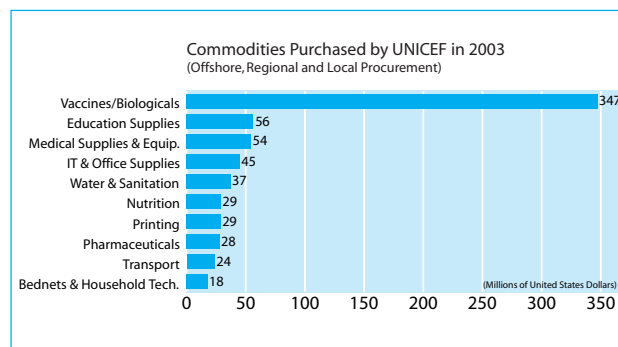
During the year, UNICEF procured approximately \$709 million of supplies, excluding freight. Offshore procurement totalled \$561 million. In addition, UNICEF received and distributed over \$9 million of donations in kind (including \$8 million of vitamin A).

... AND WHERE WE BUY IT

TOP 20 SUPPLIER COUNTRIES 2003

Belgium	177	Republic of Korea	12
France	79	Turkey	8
India	72	South Africa	7
Italy.....	51	Pakistan.....	7
Denmark	40	Switzerland	7
Japan	20	Finland	6
United States	17	China	6
United Kingdom	16	Canada	6
Germany	15	Sweden	6
Kenya.....	13	Thailand.....	6

WHAT UNICEF BUYS GLOBALLY...



The notable increase in offshore procurement since 2002 is attributable to higher procurement volumes for vaccines and emergency supplies for Iraq, Afghanistan and Liberia. Although the volume of emergency procurement increased, it did not impede procurement operations to regular country programmes. Seven of UNICEF's top 20 supplier countries continue to be countries where UNICEF supports programmes for children. Indeed, one third of UNICEF's total procurement is from suppliers in developing countries.

In 2003 UNICEF procured vaccines for 40 per cent of children in developing countries, the equivalent of 2.5 billion doses annually, worth \$347 million. The organization remained the largest buyer of mosquito nets in the world, procuring nearly 4.8 million mosquito nets, including 1.5 million long-lasting insecticidal nets, for a value of nearly \$14 million. The organization procured antiretroviral medicines for 25 countries. With a total value of \$56 million, UNICEF also expanded significantly its role in the procurement of educational supplies.

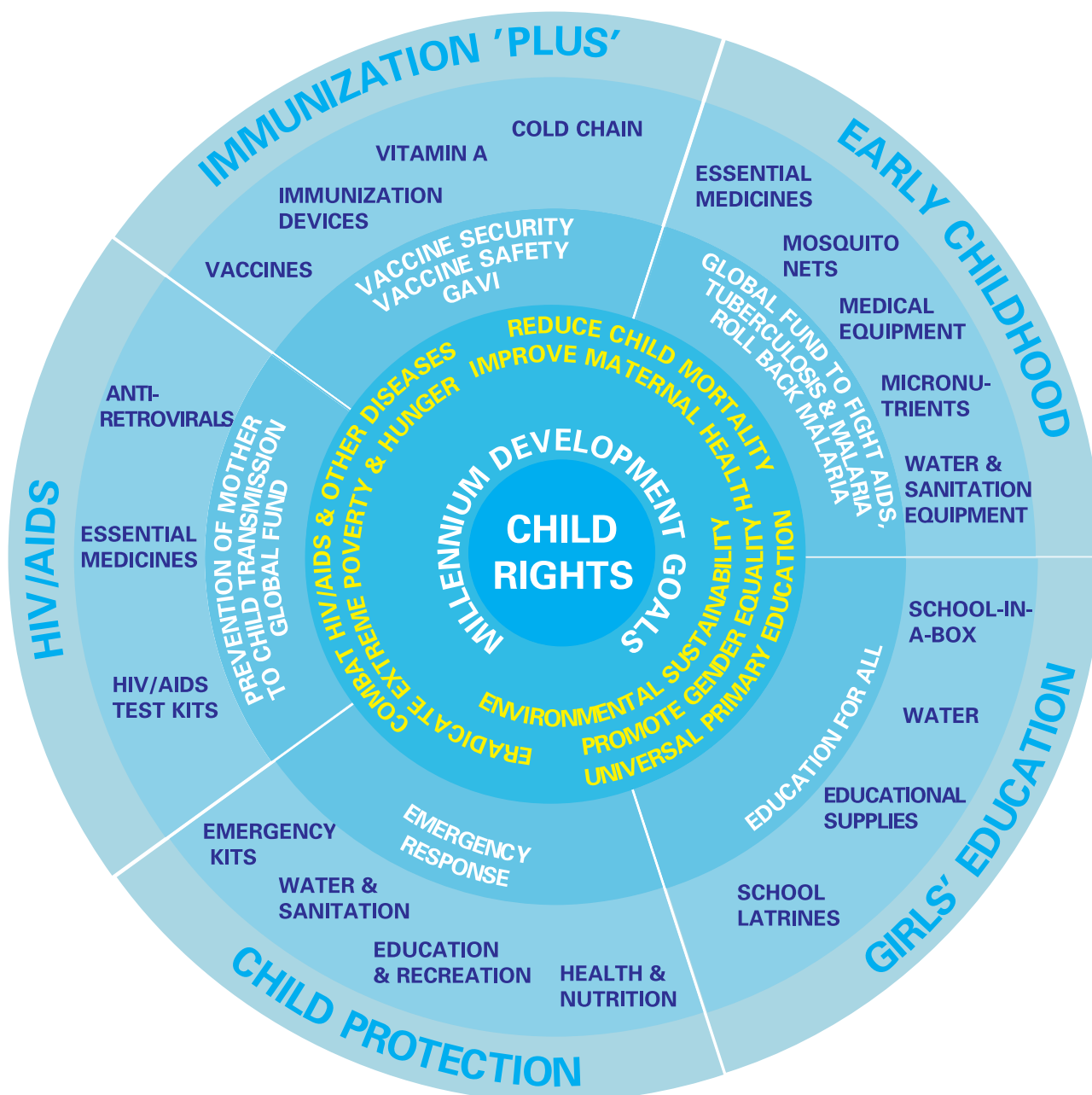
Procurement Services orders for UNICEF partners totalled \$139 million in 2003, an increase of \$19 million on 2002. Throughout the year work continued on expanding the reach of Procurement Services beyond the provision of supplies, to include in-country logistics, capacity building, and project management, amongst other activities.

1

SUPPLIES FOR UNICEF PRIORITIES

Child rights form the basis of the UNICEF mandate and lie at the heart of all UNICEF's activities. Although progress is being made, child rights will not be fulfilled until the last child is vaccinated against common diseases, has access to safe water and medical care, can participate in school, and receives protection. The Millennium Development

Goals, agreed by world leaders in 2000, provide an ambitious agenda. UNICEF has identified five priority areas (see graph) where it can make the most impact on the lives of children and contribute to the Millennium Development Goals. Supplies are essential to the individual and combined success of each priority.





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Niger's vaccine coverage was 51 per cent in 2003. Despite considerable progress in recent years, sustained efforts must continue. The photo was taken in August 2003 in the village of Saounaoua, District of Madarounfa, 650 km east of Niamey, the capital of Niger. The baby is Mahaman Anass, seven days old when the photo was taken.

I - IMMUNIZATION 'PLUS'

While the number of children protected by basic vaccines has increased dramatically over the past two decades, a quarter of newborns – 34 million babies annually – are not protected. Every year, two million children around the world still die of vaccine preventable diseases. In 2003, UNICEF procured 2.5 billion doses of vaccine globally, for a value of \$347 million. This represents a remarkable increase of 58 per cent from 2002. The procurement of vaccines on behalf of the Global Alliance for Vaccines and Immunization (GAVI) rose to \$123 million, and procurement utilizing UNICEF's Procurement Services reached \$125 million. The procurement value of two Expanded Programme on Immunization (EPI) vaccines, 1.9 billion doses of oral polio vaccine for \$178 million, and 185 million doses of measles vaccine for \$24 million, amounted to 58 per cent of all vaccine procurement. In second-place globally was 18 million doses of DTP-HepB + Hib vaccine, at \$63 million.

Vaccine security

In January 2002, UNICEF alerted its Executive Board to the vaccine shortages being experienced worldwide, due to significant changes that had taken place in the vaccine market. Since then, considerable progress has been made, in close collaboration with the World Health Organization (WHO) and other GAVI partners, such as the Vaccine Fund. Forecasting, which is done on a five year rolling basis,

has increased in accuracy. It exceeded 80 per cent in 2003, meaning that UNICEF purchased on average close to what it had forecast it would buy. During the year UNICEF received forecasts from all 90 countries it had approached, making the 2004-2008 joint forecast the most comprehensive ever put together.

Enhanced vaccine security does come at a cost. UNICEF has calculated that for measles vaccine over the 2004-2006 period, 20 per cent of the projected \$92 million cost is attributable to ensuring multiple sources of supply are used. However this is essential in order to avoid a monopoly. At the same time, vaccine prices in general are increasing. Supply Division has worked closely with countries and regional offices, conducting activities such as vaccine security missions, in order to orient countries on the changing vaccine market and support them in the development of accurate forecasting and timely and reliable funding.

UNICEF has also received an increase in requests to help support middle-income countries with their procurement. Traditionally, these countries have been procuring on their own. However, due to changing market factors, many countries have experienced difficulties, and in some cases suffered stock-out situations because they were unable to finalize procurement of the quantities of vaccines needed, at the right time. Supply Division helped

these countries continue self-procurement, and in exceptional circumstances procured vaccine on their behalf as a stop-gap measure. UNICEF expects this type of work to continue for the next few years as the vaccine market starts to re-stabilize.

In support of polio eradication and the development by WHO of post-eradication immunization policies, in 2003 Supply Division conducted market research on the future potential of inactivated polio vaccine supply as an alternative to oral polio vaccine. This research followed a 'Request for Commercial Indication' process and was the first time UNICEF used this type of formal and confidential process to obtain information on manufacturers' future business plans. The information will be used to help future programmatic decisions on vaccine selection.

Other immunization-related supplies

In addition to ensuring that the quality of vaccines meets international standards, UNICEF is committed to making sure that vaccines reach the end user in optimal condition, are administered safely, and that used materials are disposed of responsibly. A well-functioning cold chain and trained staff are essential. In 2003 expenditure on cold-chain equipment amounted to over \$14 million. Supply Division also provided technical assistance to the Bangladesh Country Office as part of a technical proposal on overhauling the system of cold rooms, submitted to the government. UNICEF advocates the use of auto-disable syringes, designed to prevent re-use by means of an internal mechanism that locks the plunger after a single use. During the year the organization procured \$32 million worth of syringes, of which \$31 million were auto-disable syringes. Supply Division also shipped over \$3 million worth of safety boxes for the safe disposal of used immunization materials.

Global Alliance for Vaccines and Immunization

GAVI represents about one-third of the UNICEF procurement value for vaccines. Several factors, however, distinguish the work involved in ensuring the uninterrupted and sustained supply of GAVI-supported vaccines. The breadth of the Alliance significantly increases the consultation and information-sharing demand on Supply Division.

In addition, GAVI operates a mechanism to enhance vaccine security, linking WHO, UNICEF and the Vaccine Fund in a Vaccine Provision Project. During



In Ivory Coast, a measles vaccination campaign in 2003 was organized for children on both sides of the front line. Even under these difficult circumstances, the safe disposal of used syringes was of the greatest importance.

2003, the project focused on improving the forecasts from countries for GAVI-supported vaccines, to create more predictable demand for vaccines until 2006. After intensive work, Supply Division was able to establish firm contracts to assure the supply of combination vaccines until 2006. Firm contracts represent 44 per cent of the total projected value of GAVI-supported vaccines and devices for countries currently approved over the 2004-2006 period.

Vitamin A

In 2003, UNICEF received over \$8 million of vitamin A, donated by the Micronutrient Initiative. As part of immediate emergency assistance, along with a vaccination against measles, vitamin A is often given to children from 6 months to 14 years of age to boost their immune systems. During the emergency in Liberia in 2003, for example, nearly 700,000 children were immunized against measles, and those between 6 months and five years old were also given a vitamin A supplement.



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A child receives a dose of AZT - an antiretroviral drug to impede the HIV virus - at lunchtime in the UNICEF-supported La Maison Arc-en-Ciel (Rainbow House) orphanage for children affected by HIV/AIDS, in Port-au-Prince, Haiti.

II - HIV/AIDS

'Five to six million people infected with HIV in the developing world need access to antiretroviral therapy (ART) to restore health and quality of life. Currently, only 400,000 are receiving this life-saving treatment. The failure to deliver ART therapy to the millions of people who need it is a global health emergency...In Africa, just one per cent of HIV positive people - 50,000 out of 4.1 million who need it - have access to treatment.'

The 3 by 5 Initiative

In 16 countries (14 of which are in Africa) current levels of under-five mortality are higher than they were in 1990. In nine countries, eight African, current levels exceed even those observed over two decades ago. HIV/AIDS has played a large part in these reversals. There are many reasons underpinning the lack of access by children to treatment and care, including a shortage of basic components such as trained staff in health facilities, laboratory equipment and supplies, sufficient funding, efficient pharmaceutical services, strong political will and government commitment. The prices of medicines and diagnostics (such as HIV test kits) remain an important barrier.

Antiretroviral (ARV) medicines are not only key to the prevention of mother-to-child transmission, but also for the treatment of mothers and their partners

to prolong life and help reduce the number of child orphans. Supply Division has a dual role as part of UNICEF's global efforts to fight HIV/AIDS: to procure quality medicines and diagnostics at the best price, and to share information related to this complex market with partners.

Since 1997, Supply Division has been involved in the supply of antiretroviral therapy. At this time, support was provided to set up pilot programmes to test the feasibility of interventions for preventing the transmission of HIV from mothers to infants. In 2003, UNICEF used its global supply network to deliver antiretroviral medicines to 25 projects in Africa and Asia. The organization also provided assistance, through Procurement Services, in the procurement of antiretroviral medicines.

During the year UNICEF procured 34 different antiretroviral formulations from generic, as well as originator pharmaceutical manufacturers. Improvements in the standardization of treatments are expected as the number of patients undergoing treatment expands. The value of ARV procurement in 2003 totalled \$1.7 million, and over \$1 million worth of HIV test kits were bought. It is clear that the procurement of ARVs, as well as anti-infective medicines for opportunistic infections and sexually-transmitted diseases and diagnostic test kits, will increase substantially in 2004.

Coordinating the availability of supplies at the onset of a programme for people living with HIV/AIDS, and ensuring a continuous, reliable supply of commodities during programming, requires careful supply and distribution planning at the earliest possible opportunity. Ideally, a coordinating mechanism should be established through the government, to ensure appropriate resource utilization. Regular monitoring of the supply status will not only ensure reliable access to supplies, but also prevent losses due to expiry.

UNICEF procurement of ARVs follows WHO guidelines. The organization only procures products that have been approved by WHO, from suppliers that appear on WHO's latest list of pre-qualified suppliers. The single exception to this is if certain products have been granted market authorization in the country requesting the supplies, and these products also meet Supply Division's stringent quality assessment. This policy will remain in place until the end of 2004.

As part of the United Nations, UNICEF is concerned about the intellectual property aspects of buying ARVs. Supply Division's experience shows that issues of international property are of interest to both originator pharmaceutical manufacturers and generic producers. Originator companies are interested in protecting their markets, and generic manufacturers seek to limit court cases and financial claims relating to intellectual property breaches. Although difficult, it is vital for Supply Division to review the patent and regulatory status of individual products, in order to find the best supply solutions for each country. UNICEF will continue to be engaged in the practical aspects of patent protection so as to be an effective and transparent purchaser of patented medicines.

Prices of ARV medicines are falling and have become more affordable through competition. Further price reductions are anticipated in the future. However, UNICEF is interested in other market developments, in addition to pricing. The organization is encouraging the development of a wider range, and better fixed dose combination products. UNICEF also seeks paediatric formulations, as ARVs for children are either lacking, or are far from optimal. Greater choice would allow UNICEF to accelerate its engagement with treating infants and young children.

UNICEF, together with other partners, launched the annual version of "Sources and prices of selected medicines and diagnostics for people living with HIV/AIDS" in June 2003. This report provided

market information on 74 reviewed products for the treatment and management of HIV/AIDS, from 61 manufacturers.

In 2003 UNICEF hosted several meetings relating to the procurement and supply management of HIV-related products, including a joint meeting with WHO to present an overview of present and projected demands for ARVs to pharmaceutical manufacturers. Thanks to its detailed preparatory work on the procurement of ARVs and diagnostics, Supply Division now has a solid platform for expanding procurement activities in the fight against HIV/AIDS.

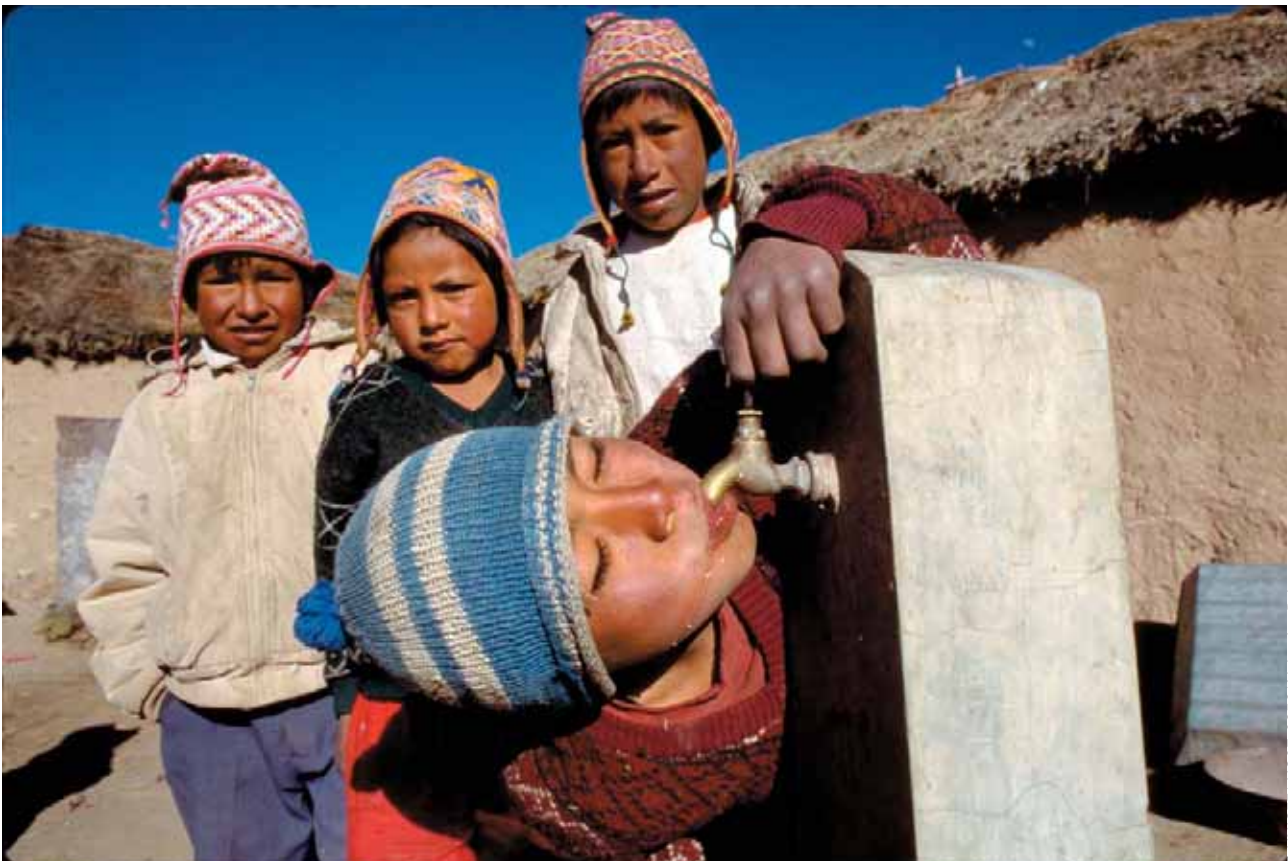
III - EARLY CHILDHOOD DEVELOPMENT

Each year, nearly 11 million children die before their fifth birthday, mostly from preventable diseases. Many more are left with physical and or mental disabilities. Infectious diseases still account for some 60 per cent of all child deaths. UNICEF promotes an integrated approach to early childhood development, ensuring that children get the best start in life through appropriate child and maternal health, nutrition, water and sanitation, hygiene and recreation opportunities. Supplies are central to these efforts, and constitute a significant proportion of what UNICEF procures. These supplies include water, environment and sanitation items, medical equipment, mosquito nets, micronutrients and essential medicines. In 2003 UNICEF procured approximately \$165 million worth of supplies for early childhood¹.

Water, Environment and Sanitation

As 1.1 billion people still do not have access to safe water and almost 2.5 billion lack basic sanitation, fulfilling the Millennium Development Goal to reduce the proportion of people without sustainable access to safe drinking water by 2015 is an enormous task, particularly if conventional water treatment and supply technologies are followed. Research however, provides evidence that simple, acceptable, low-cost interventions at the household level can dramatically improve the water quality of domestic stored water. The cost of such interventions is small in comparison to more classic methods. In 2003, UNICEF introduced some new products that are both low cost and effective. These include the basic family water kit that contains items such as buckets, water containers, soap, and water purification tablets for 10 families. Supply Division produced 2,000 family water kits in

¹ This figure includes medical supplies and equipment (\$53 million) excluding HIV/AIDS-related supplies, water environment and sanitation (\$37 million), pharmaceuticals (\$28 million), nutritional products (\$29 million), and malaria-related supplies (\$18 million).



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A boy from the Quechua indigenous group drinks water directly from a community tap, in the village of Kuchuri, Bolivia.

2003. Extensive field testing and monitoring ensures that these new products are appropriate and acceptable. The Division also shipped a total of 133,000 ten-litre water containers, and 305,000 bars of soap.

Nutrition supplies

About 150 million children under five – one in four – are malnourished. In 2003, procurement of nutrition supplies increased dramatically, reaching a value of \$29 million. This increase is in part due to \$9 million worth of high protein biscuits that were bought for Iraq.

A lack of micronutrients such as iodine, vitamin A and iron can have a devastating effect on the long-term health of mothers, unborn babies and young children. During the year UNICEF shipped a total of \$5 million worth of micronutrients, including \$1 million of iron and folic acid supplements for pregnant women and \$1.7 million of potassium iodate, used to fortify salt. In addition, UNICEF received a donation in kind of vitamin A for over \$8 million.

Fighting malaria

Malaria kills an African child every 30 seconds. The disease causes over one million deaths globally every year. It accounts for about one in ten deaths in young children in developing countries, with tropical

Africa bearing 90 per cent of the burden. Children usually die of malaria at home, without receiving adequate therapy, and only a small number of children with fever are treated in health facilities. Malaria management therefore needs to be as close to the home as possible. UNICEF strategies against malaria include both prevention measures and treatment. Supply Division has played a pivotal role in the global Roll Back Malaria partnership since its launch in 1998.

Malaria prevention: One of the most effective strategies in malaria prevention is the provision of insecticide-treated nets (ITNs) to all pregnant women, and children under the age of five. The supply of mosquito nets and insecticides to sub-Saharan countries has been one of the Division's priorities during the past year.

UNICEF remains the largest buyer of mosquito nets in the world, procuring 4.8 million in 2003, for a value of almost \$14 million. Of these, 1.5 million were long-lasting insecticidal nets (LLIN). The organization also bought nearly \$4 million worth of insecticide. It is expected that the procurement of mosquito nets will continue to increase at a significant rate in the coming years.

In close cooperation with the World Health Organization (WHO), minimum standards have been developed for mosquito nets and insecticides. Stand-

ards are essential for quality control, and UNICEF strictly follows WHO specifications for netting materials.

Long-lasting insecticidal nets (LLINs) have been developed in response to the low re-treatment rates of conventional insecticide-treated nets, especially in Africa. A long-lasting net is a ready-to-use, pre-treated mosquito net, which requires no further treatment during its expected life span. This is the preferred choice of mosquito net for UNICEF-supported programmes. In 2003, following years of intensive work by UNICEF and its partners, this new technology, developed in Japan, was transferred to net manufacturers in Africa. This technology transfer promotes the availability of the nets where they are needed.



© UNICEF SD/03/Malawi-1078/S.Blanchet

In the city of Blantyre, Malawi, hundreds of mosquito nets provided by UNICEF are packaged with an insecticide treatment kit: made of an insecticide tablet, plastic gloves, a plastic measuring bag and an explanatory leaflet. Insecticide-treated nets are the most efficient means of preventing malaria. Malaria remains the leading cause of infant mortality in Malawi.

The current global manufacturing capacity of mosquito nets is approximately 70 per cent of the required level to meet Abuja targets, which set a target of 60 per cent insecticide-treated net coverage for children under five years of age and pregnant women in Africa by 2005.

Malaria treatment: Treating malaria is becoming increasingly complex. Nearly all deaths are caused by *P. falciparum* malaria, which is progressively offering more resistance to conventional mono-

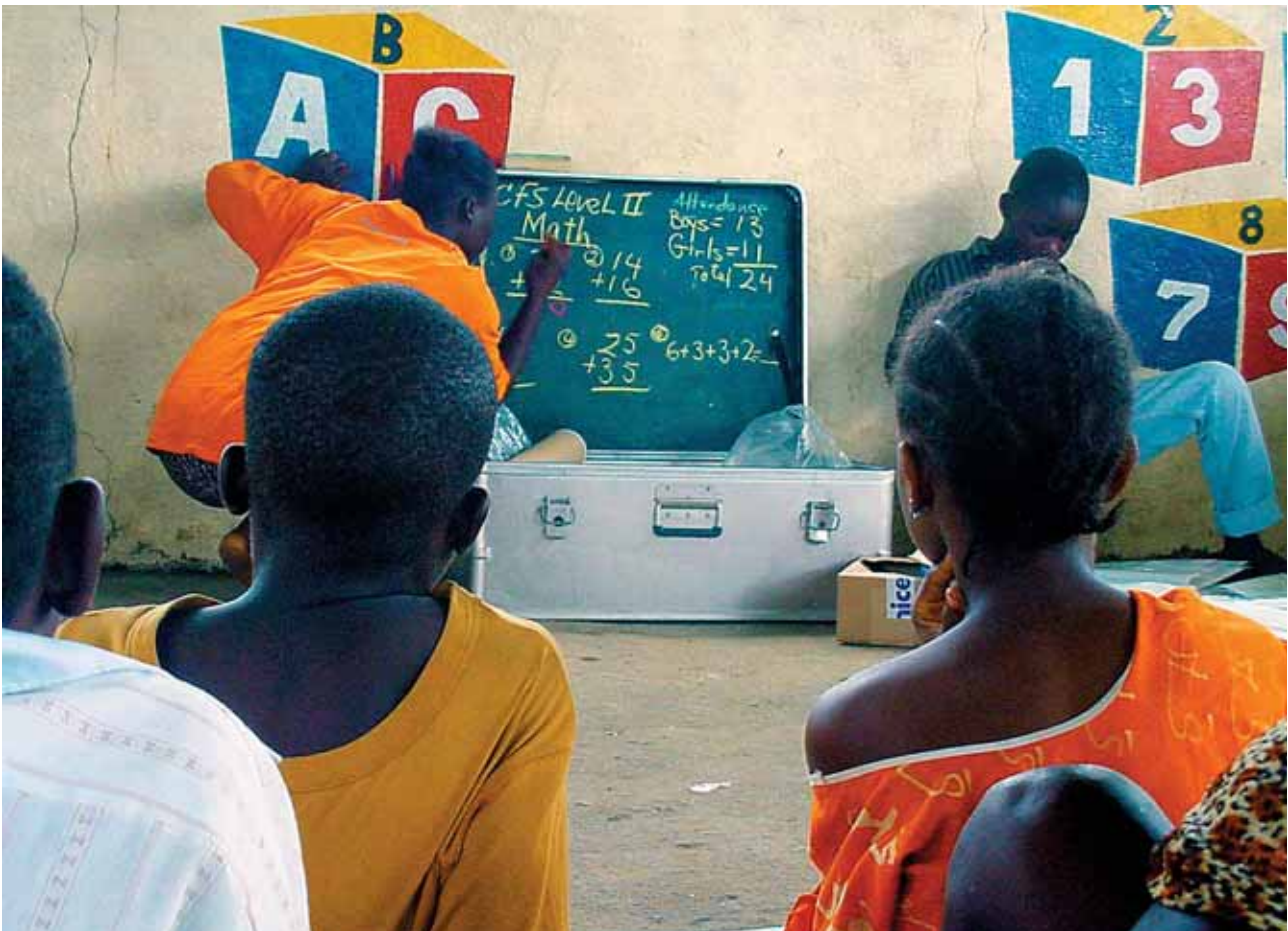
therapies such as chloroquine, amodiaquine and sulfadoxine-pyrimethamine. It is now recommended that countries experiencing problems of resistance should introduce combination treatments, preferably artemisinin-based, as the standard treatment for *P. falciparum* malaria.

Several malaria endemic countries have adopted a change in policy for *P. falciparum* malaria, from monotherapies to artemisinin-based combination therapies (ACTs), which has led to a sudden increase in demand for these medicines. In 2003, Supply Division procured \$1 million worth of ACT. ACT medicines are more expensive than the traditional monotherapies. The leap in demand has been made possible as some countries receive greater external financial support from such organizations as the Global Fund to fight AIDS, Tuberculosis and Malaria.

However, in addition to their higher price, how ACTs are produced and their active ingredients limit their availability. The medicines' active pharmaceutical ingredients are artemisinin derivatives that are extracted from the plant *Artemisia annua* (sweet wormwood). These ingredients cannot be simulated in the laboratory, so production is dependent on how quickly the plant matures and produces them. With a production process lasting 18 months, accurately forecasting future demand, sharing this information with manufacturers and encouraging them to commit financially, is essential to ensure that production matches future demand. Although monotherapies are being phased out for the treatment of *P. falciparum* malaria, they remain effective therapy against *P. vivax* malaria.

Prequalification of artemisinin products from individual manufacturers is one of the cornerstones to improving the quality of effective malaria medicines. In 2003, Supply Division hosted this prequalification initiative, coordinated by WHO. At present one fixed-dose combination ACT has been prequalified, and more products will follow. In 2003, Supply Division undertook tendering for ACTs in collaboration with WHO, which will continue in 2004.

UNICEF Supply Division together with WHO issued their first tender in May 2003 for artesunate and amodiaquine tablets in blister packs, to ensure the continued supply of effective antimalarial therapies to endemic countries.



© UNICEF/Kent Page

By ship, by truck, by wheelbarrow and by hand...all the way to Liberia's schoolchildren. Many hands help out to get UNICEF school-in-a-box kits to schools in Liberia where they are urgently needed in time for the back-to-school operation in November 2003. A school-in-a-box is a ready-made educational solution, developed for emergencies, and increasingly used in other development contexts.

IV - GIRLS' EDUCATION

Around the world, 121 million children, the majority of them girls, are being denied the right to an education. In 2003, education supplies represented the second-largest procurement expenditure for UNICEF, totalling \$56 million. In addition, a significant portion of the \$37 million of water, environment and sanitation supplies are used in schools.

There is no education without exercise books and text books. Evidence from many countries shows that when families have to buy these, and the greater the percentage of family income spent on this, the less likely it is for girls to attend school. In 2003, Supply Division bought a total of almost 15 million pencils and 17 million exercise books for education programmes around the world.

Continuing its support for back-to-school efforts in Afghanistan, UNICEF shipped 2,700 school-in-a-box kits during the year and Supply Division placed orders worth \$3.4 million for education supplies.

As part of its strategy to ensure that children have access to school, in addition to providing educational supplies, UNICEF also promotes the availability of safe water and sanitation in schools. This is particularly important in the enrolment and retention of

girls. Schools are also key to UNICEF's efforts to bring sanitation and safe water to the home, as children themselves become agents of change in their communities. Girls who learn about hygiene at school and have access to facilities there, will be in a better position to teach their own children.

The School Sanitation and Health Education Project, a UNICEF and International Water and Sanitation Centre-supported pilot project, active in Nepal, Viet Nam, Burkina Faso, Zambia, Colombia and Nicaragua, is an example of the organization's engagement on sanitation issues. The project combines both infrastructure and teaching components to achieve its goals. The infrastructure includes supplies for drinking water, hand washing and excreta and solid waste disposal in and around the school. The teaching components are activities that promote hygienic conditions in schools and improve the practices of school staff and children.

Participating countries are encouraged to use locally available, community developed technologies for the project that fit with the local environmental conditions. For this reason, UNICEF promotes local procurement of equipment where possible.



© UNICEF/03/Kenya/A. K. M. Kamaluddin

Girls and boys from Wajir District, Kenya, enjoying a lesson in a “Stimulating classroom”, with materials provided by UNICEF.

Case study: Kenya, a positive emergency in education

In 2003, the new Government of Kenya fulfilled one of its election promises by making primary education free, resulting in an additional 1.3 million children enrolling in primary schools. While school fees were the greatest barrier to the right to education in the country, another important factor was the unavailability of teaching and learning materials. The challenge was to provide these materials rapidly so that newly enrolled children would not leave school after the first flush of excitement was over because they did not have blackboards, pencils, exercise books, etc. This was particularly important as the majority of these new students were girls.

UNICEF Kenya and the UNICEF Eastern and Southern Africa Regional Office embarked on a very ambitious procurement plan, providing over 320,000 children with educational and recreational supplies. UNICEF assistance also included the provision of construction materials to assist with the building of temporary classrooms to accommodate the new pupils. In addition, UNICEF supported the construction of latrines in 41 schools and water facilities in 34 schools.

The regional and country offices collaborated closely to develop educational kits customized to meet Kenya’s needs. A total of over 6,000 school kits were procured at a cost of \$800,000. Each kit was designed to meet the needs of 50 children and one teacher. Some 3,500 teachers’ kits were also developed, procured and distributed. UNICEF supported children’s sports activities by providing 700 recreation kits containing items such as footballs, volleyballs and skipping ropes. The supplies were distributed in those parts of the country where enrolment, especially girls’ enrolment, was lowest. These educational and related supplies had a major impact in retaining Kenya’s 1.3 million new students.

This case study is an example of the growing trend for school kits to be developed and procured locally, with Supply Division focusing increasingly on quality issues.

V - CHILD PROTECTION IN EMERGENCIES

2003 was a year marked by severe and complex emergencies of great magnitude. Iraq drew blanket media attention, while other emergencies in Africa also created situations of great deprivation for children and their families. As the year ended, the natural disaster in Iran galvanized UNICEF's emergency response again.

Supply Division played an important role in supporting UNICEF's efforts to respond to several major emergencies in 2003. In addition to the Iraq Emergency (see panel on page 22), Supply Division delivered emergency supplies in a timely manner to Liberia, Algeria, Ethiopia, the Democratic Republic of the Congo, Uganda, Sierra Leone and Côte d'Ivoire, among others. The Division provided 47 full emergency airlifts of supplies in 2003. Of these, eight were free of charge – one was a donation from the Belgian Government and seven were coordinated through the United Nations Joint Logistics Centre. While no longer classified as an emergency, Afghanistan continued to receive a sizable amount of supplies in 2003.

UNICEF kits, the mainstay of many emergency responses, were produced in greater amounts than ever before. The **New Emergency Health Kit** was

designed by UNICEF and partners to meet the initial health care needs of a displaced population without medical facilities. It contains medicines, medical supplies and basic medical equipment for a population of 10,000 people for three months. UNICEF's **Family Water Kit** includes items such as water containers, buckets, soap, and water purification tablets to meet the needs of 10 families. The **Obstetric, Surgical Kit** contains supplies and equipment including surgical instruments, basic sterilization and resuscitation equipment, for health facilities to handle an average of 100 deliveries, including 50 with complications and surgery (with an average of 25 caesarean sections). For normal deliveries, UNICEF has developed the **Midwifery Kit**, containing basic medicines, renewable medical supplies, medical equipment and basic sterilization and resuscitation equipment. This is sufficient for health facilities to perform an average of 50 normal deliveries. The **First Aid Kit** is designed for anyone to treat or dress a range of minor injuries and ailments such as a cut finger, minor burn, or eye infection. It can be used in domestic settings or in schools, for example. All these kits were introduced in 2003.



Keeping educational opportunities open for children during and after an emergency helps them to retain a sense of normality when their surroundings are uncertain. UNICEF sends educational supplies as part of its initial emergency response.

Kits were procured and sent out in the following quantities in 2003:

New Emergency Health Kit	350
Family Water Kit	2,000
Obstetric, Surgical Kit	250
Midwifery Kit	500
First Aid Kit	3,000
School-in-a-box kit	23,300
Recreation Kit	1,000
Iraq student kit for 80 students	15,000
Iraq teacher kit for 15 teachers	12,000
Iraq blackboard kit for 1 school	10,000

Since 2002, Supply Division has had an emergency team made up of specialists in procurement, in-country logistics and warehousing, which meets regularly to discuss supply operation strategies for emergencies. The composition of the team varies according to the country and type of emergency. Emergency preparation was further strengthened in 2003 with the development of Supply Division's Emergency Preparedness Plan, which identified concrete measures for the Division to take, in case of an emergency in a country or region (see panel on page 22). Most of these measures are already in place.

In 2002-2003, with funding from the Department for International Development of the United Kingdom Government (DfID), Supply Division drafted a policy on in-country logistics and organizational capacity for logistics, including warehouse management. UNICEF had identified a lack of formal policy on in-country logistics as a serious constraint, particularly during emergencies when government mechanisms are disrupted and UNICEF often assumes more operational responsibility in receiving, warehousing, transporting and distributing commodities for affected children and their families. Strengthening UNICEF's global capacity within supply and logistics is essential in addressing organizational priorities and its core commitments for children in an emergency.

Part of the logistics initiative was a study, which recommended the establishment of a series of strategic regional emergency warehouses. In October 2003, the first hub opened in Johannesburg, South



In the UNICEF warehouse in Copenhagen, a staff member stacks boxes of essential medicines, ready to be transported to an emergency in Ethiopia.

Africa and became immediately operational, providing emergency supplies to Liberia. The emergency hub contains emergency items for 100,000 people, including blankets, cooking sets, tarpaulins and jerry cans. These bulky items were previously sent by air charter from Copenhagen or suppliers. It is estimated that the savings from transporting one shipment of emergency items by road or sea from the new warehouse instead of flying it from Copenhagen, are enough to cover its operating costs for a whole year.

Supply Division oversees the management of the Copenhagen warehouse and the Johannesburg emergency hub, and decides what stock is used in emergencies. These supplies form a global emergency stock and are ready for dispatch within 48 hours. Staff are on call 24 hours a day to pack and ship goods. UNICEF will open other emergency hubs in Dubai, Panama and Bangkok.

Other activities undertaken by the logistics initiative include developing a complete suite of training modules on supply-chain management. In the longer term, the project also aims to strengthen inter-agency collaboration, especially with the UN Joint Logistics Centre, the World Food Programme (WFP), The World Health Organization and the International Federation of Red Cross and Red Crescent Societies (IFRC).

2

PERFORMANCE AND PROGRESS

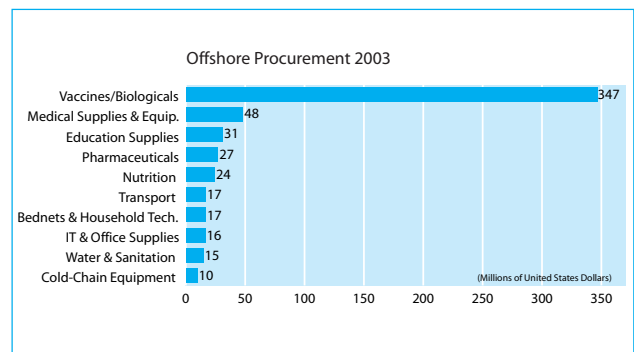
UNICEF's drive towards results-based management is enhancing the efficiency and effectiveness of the organization, making it more accountable and maximizing resources for children. Risk mitigation is an increasing draw on Supply Division resources, given the rising complexity of emergency situations, and the push towards higher procurement levels in developing countries. In the past few years, security has been an increasing obstacle to the delivery of supplies to children, the most striking example in 2003 being Iraq. With 21 per cent of UNICEF procurement taking place in country and regional offices, strengthening Supply Division's efficacy in supervising procurement and supply operations in UNICEF is necessary. Particular attention must be given to the quality assurance of products, sources and processes.

I - WORKING FASTER AND BETTER

Supply Division has improved its percentage of on-time deliveries and the internal processing time for transactions has dramatically fallen. This is due, in part, to the increase in products on long-term arrangement (LTA), from 729 at the start of the year to 968 by the end of December 2003. The high number of products on LTA allows Supply Division to supply goods at fixed but competitive prices for a longer period of time, and at the same time ensure the quality is maintained. These LTAs, in essence strategic partnerships with suppliers, have resulted in improved supply-chain management, with shorter delivery times to customers. Supply Division also maintains a number of direct ordering arrangements that allow all country offices to issue purchase orders to LTA suppliers directly.

Vaccine security, the safe delivery of HIV/AIDS products including antiretroviral medicines, back-to-school educational and recreational supplies, and the rapid introduction of long-lasting mosquito nets and other supplies require specialist knowledge and skills. These include expertise in planning and forecasting demand, knowledge acquisition and

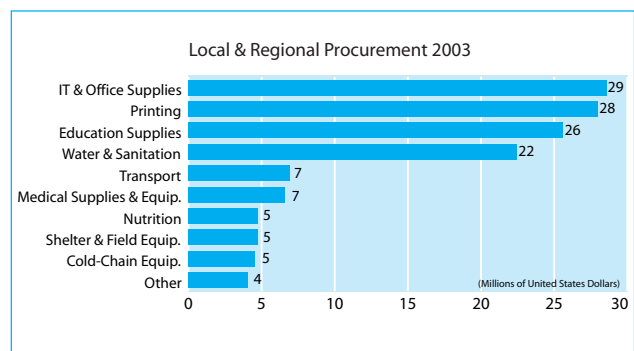
WHAT UNICEF BUYS OFFSHORE FOR ITS PROGRAMMES...



dissemination on products and sources, regulatory reviews, close monitoring and evaluation of product availability, and detailed attention to quality and logistics. To achieve these objectives, Supply Division has been paying particular attention to supply planning at the country and global levels.

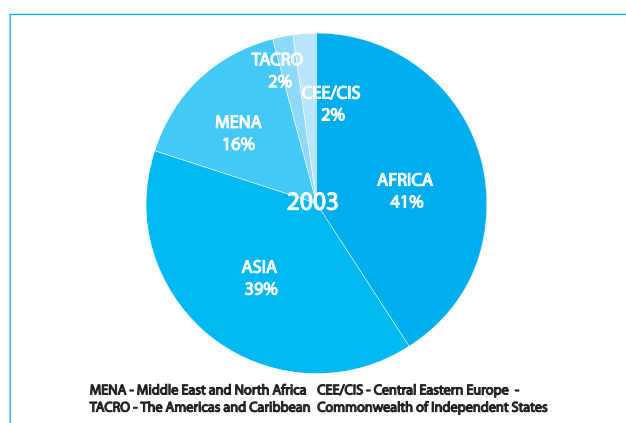
Since 2001, Supply Division has organized an annual 'Ting' meeting. A 'Ting' is a governing assembly, which met at regular intervals in Viking societies. Today, these meetings gather together colleagues from the field and headquarters, with the purpose of improving the supply function within UNICEF. In 2003, the focus of the Consulting

...AND WHAT FIELD OFFICES BUY FOR THEMSELVES



was to find effective ways to promote supply planning within the organization. During the year, Supply Division also developed tools to assist country offices and conducted several orientation workshops on supply planning, with the aim of increasing the quality and quantity of plans. Supply planning is essential in the timely delivery of supplies for programme implementation. Ultimately, it contributes to the implementation of UNICEF-supported programmes, in order to achieve the programme objective.

PERCENTAGE OF UNICEF SUPPLIES USED IN:



As part of supply planning at the global level, Supply Division has been promoting multi-year vaccine forecasting. The Division conducted training on vaccine forecasting at various regional immunization meetings in 2003. The result has been a dramatic improvement, as 100 per cent of the country offices that Supply Division buys vaccines and devices for, sent their vaccine forecasts for consolidation. This process, which has required a significant investment from the Division, is part of UNICEF's efforts to remedy the vaccine security problems the organization has been facing. It meant that in 2003 Supply Division could forecast requirements to manufacturers with over 80 per cent accuracy. Following this successful model, the Roll Back Malaria secretariat asked UNICEF to develop a new, detailed forecasting method, which is now being implemented for malaria-related supplies.

Another measure to strengthen the supply function within UNICEF is to ensure that both Supply Division and country offices follow good procurement practices

Continued focus on ethics is important for Supply Division, especially in view of the competitive business environment that the Division works in. Supply Division staff receive training on ethics, emphasizing ethical values and based on specific case studies.

according to recognized standards, and comply with audit recommendations. In 2003, Supply Division conducted several global, regional and country workshops on basic supply management, printing, supply planning and supplier evaluation. An unprecedented 206 field staff took part in these workshops.

Pretoria Procurement Centre

The Pretoria Procurement Centre continued to procure and ship supplies from South African sources for UNICEF programmes, mainly in southern Africa but also to other country programmes in West Africa and outside the African continent. Procurement for 2003 totalled \$3.5 million. The Centre also undertook the procurement of supplies for the drought-related emergency in southern Africa.

Ankara Procurement Centre

During 2003, the Ankara Procurement Centre handled directly the procurement and delivery of supplies valued at \$3 million.

The Centre was established in 2001, and in 2003 it became actively involved in UNICEF's response to the Iraq emergency.

In preparations before the conflict in Iraq, the Centre was part of the UN contingency plan to help put in place necessary supplies and logistics arrangements. Inter-agency activities included removing logistical bottlenecks. Of particular note were the joint warehousing, and special border-crossing arrangements to facilitate the movement of UN/UNICEF humanitarian supplies that were established during the Iraq conflict.

II - FROM THE UNICEF WAREHOUSE IN COPENHAGEN

The Copenhagen warehouse and the Johannesburg emergency hub shipped out over \$52 million worth of supplies in 2003, a 13 per cent increase compared to 2002. The supplies were packed in 230,659 boxes, with a total weight of 12,000 metric tonnes. On average, some 4,400 boxes were packed every week. Over 113,000 kits were produced and shipped during the year.

The operational efficiency of the Copenhagen warehouse was increased in 2003 by reorganizing the work and introducing faster packing lines and equipment. Three new strapping machines were installed, increasing the capacity of the packing lines by at least 10 per cent. A new forecasting tool was implemented in the Division to improve demand management for warehouse items. This tool allows more accurate forecasting of the expected offtake in the following 12 months, upon which warehouse replenishment is based.

Top 20 UNICEF warehouse items shipped in 2003

Item	Quantity
Black HB pencil	14.6 million
Exercise book A5	9 million
Eraser (for pencil)	8 million
Pencil (for slate)	7.7 million
Blue ball-point pen	7 million
Pencil sharpener	6.2 million
Exercise book A5	6 million
Tetracycline eye ointment (5g tube)	4.8 million
Carrier bag (for student school kit)	4.3 million
Wax crayons, assorted colours (box of 8)	3 million
Red ball-point pen	2.5 million
Exercise book A4	1.6 million
Student slate	1.6 million
School safety scissors	1.4 million
Gauze bandage	0.9 million
Surgical gloves (pair)	0.9 million
Amoxicillin powder/ oral suspension (penicillin) (100ml bottle)	0.8 million
Sulfamethoxazole with trimethoprim (antibacterial) (100ml bottle)	0.8 million
Scalp vein needle	0.8 million
Paracetamol elixir 125 mg (60ml bottle)	0.8 million



A UNICEF staff member puts address stickers on some 1,000 boxes that formed part of an emergency shipment of anti-malaria medicines worth \$740,000, bound for Ethiopia in 2003.

III - QUALITY CONTROL AND COMPLIANCE

While striving to get the most affordable prices, Supply Division also makes quality a priority, and works to ensure that all supplies procured by UNICEF comply with international norms such as WHO or International Organization for Standardization (ISO/BS/EN) standards.

In 2003 Supply Division put at the disposal of country and regional offices an ISO database, offering them access to 65 national and international norms and standards and other technical specification standards. Thirty-seven of these are international ISO standards. This database provides useful guidance to supply staff in the field.

The Division undertook 60 factory inspections in 2003, more than twice the number of inspections performed in 2002. Work focused on mosquito net manufacturers and new pharmaceutical suppliers. Supply Division also assisted several country offices in carrying out inspections of pharmaceutical suppliers, to help them identify quality local manufacturers. In order to minimize the risk to UNICEF of doing business, all major or strategic suppliers are evaluated. Over 95 per cent of business is done with evaluated suppliers.

All suppliers for standard pharmaceutical and medical items are pre-qualified either by the Division or by the

WHO Pilot Procurement, Quality and Sourcing Project. A similar procedure is being put in place for supplies relating to HIV/AIDS, tuberculosis and malaria.

In the area of vaccines, in 2003 Supply Division implemented vaccine arrival reports (VARs) on all UNICEF vaccine shipments. The VAR requires that all shipments are inspected upon arrival, to ensure that the vaccines have arrived in good condition, that they have not been exposed to extreme temperatures and that they meet all the procurement specifications. The VAR initiative increases the focus on monitoring the cold chain. In 2003, a 70 per cent return rate was achieved in the eight months after the initiative began. Following this encouraging result, the target for 2004 is a 90 per cent return rate.

Supply Division, together with WHO, has also created the Effective Vaccine Store Management initiative. The initiative aims to encourage countries to procure and maintain equipment, and to adopt management and training practices that fully protect vaccines in primary and intermediate vaccine stores. Experience shows that critical management and equipment failures continue to occur at these stores and such failures, which may result in the destruction of large quantities of vaccine, can place the immunization services of an entire country at risk.

Another measure taken to control the quality of supplies upon arrival has been the development of a complaints database. Upon receipt of a complaint, Supply Division takes immediate action, involving the supplier and working on finding the most appropriate solution. These complaints are then analysed twice a year, with consideration given to the quantity, type, trends, product groups, and so on.

IV - COMMODITY ASSESSMENT AND END-USER MONITORING AND EVALUATION (EUME) AT THE COUNTRY LEVEL

The Millennium Development Goals and UNICEF's priorities cannot be fulfilled without children, families and service institutions having access to affordable essential commodities. The main purpose of a commodity assessment is to review and analyse the availability and affordability of those essential commodities needed to address poverty. It determines a 'basket' of essential commodities at the household level and the basic service facilities required. The assessment also looks into the factors that militate against this availability, and examines the logistics

capacity of the government and partners to ensure accessibility to essential commodities. It provides recommendations and identifies strategies that the government and its partners could follow in their efforts to make the basket of essential commodities available and affordable to children and their families.

The commodity assessment is a process conducted jointly by the government and its partners, including UNICEF. In 2003, three countries embarked on the commodity assessment process, namely Bosnia and Herzegovina, Niger and Uganda.

It is also vital to review constantly how chosen commodities are received by the end user. Supply Division, in collaboration with field colleagues, has developed some guidelines for the monitoring and evaluation of supplies by country offices. The aim of these guidelines is to establish a framework for carrying out systematic missions to assess the quality, appropriateness and use of UNICEF's strategic supplies in the field.



At the start of a nationwide measles immunization campaign, a toddler is about to be vaccinated by a health worker at a clinic set up in the Afghana mosque in Kabul, Afghanistan.

© UNICEF/HQ02-00077 Paula Bronstein

V - UNICEF SUPPLY CATALOGUE

For the first time since 1997, Supply Division published a printed catalogue, with images, colour photographs, illustrative drawings and icons identifying emergency products and warehouse items. In addition to the detailed specifications of over 1,700 items, the catalogue contains business and technical notes. A CD version of the print catalogue was also made available.

An upgraded version of the Supply Catalogue online was launched in May 2003, with new features such as a regular listing of new and branded items and a section highlighting selected new products. It also contains technical bulletins on various items or subjects such as the New Emergency Health Kit, the Midwifery Kit and water quality assessment and monitoring. The availability of the Supply Catalogue online has contributed to streamlining the work of the Division, by allowing suppliers to view technical specifications and identify the products they can supply. The UNICEF Supply Catalogue online is available by clicking on the Supply Catalogue icon at www.unicef.org/supply.

VI - PARTNERSHIP WITH UNITED NATIONS AGENCIES AND OTHER PUBLIC PARTNERS

Supply Division maintains a very close and positive working relationship with UN agencies and selected non-governmental organizations, universities and research institutes. The Division consults frequently with the World Health Organization (WHO) on the quality control of vaccines and pharmaceuticals, and supply strategies for Roll Back Malaria. UNICEF provides financial support to WHO for the Vaccine Quality Advice Project, through which WHO ensures the quality of vaccines procured by UNICEF and other UN organizations is maintained.

UNICEF also works with the World Bank on procurement services for vaccines and other commodities, and the Global Fund to fight AIDS, Tuberculosis and Malaria on potential support to countries for procuring essential commodities. In 2003, a joint-agency proposal to the Global Fund for AIDS, Tuberculosis and Malaria for procurement and supply management services was developed by UNICEF, together with WHO, the United Nations Population Fund (UNFPA), the United Nations Development Programme, and the Inter-Agency Procurement Services Office.

Supply Division works with Médecins Sans Frontières, the Joint United Nations Programme on HIV/AIDS and WHO on market surveys of HIV-related supplies and jointly publishes a report annually,

giving an overview of sources and prices for these products. This is a very useful tool for both procurement agencies as well as health planners.

In December 2003, UNICEF entered a new partnership with the AIDS Medicines and Diagnostics Service, as part of the 3 by 5 Initiative. The service has been established to expand access to quality, effective treatment for HIV/AIDS, by facilitating the increased supply of antiretrovirals and diagnostics in developing countries. Specifically, it will provide forecasting information to manufacturers, make information on sources, prices, and the patent and regulatory status of quality medicines available to buyers, as well as offer technical support to countries, and assist in obtaining the best prices.

Until mid-2003, the Director of Supply Division chaired the UN Inter-Agency Procurement Working Group. Further work on combining contracting activities with other UN organizations has eliminated a duplication of efforts in many commodity areas, including audio-visual equipment, HIV test kits, field motor vehicles, and vaccines.

UNICEF is a member of the Inter-Agency Pharmaceutical Coordination Group (IPC), which was established in 1996 by UNICEF, WHO and the World Bank, and later joined by UNFPA. Through the IPC, each agency's pharmaceutical advisers meet regularly to review common policies and practices. This is an important partnership for UNICEF as the organization leads the UN system in the procurement of essential medicines and micronutrients.

VII - WORKING WITH SUPPLIERS

Within UNICEF, Supply Division maintains a unique working relationship with suppliers. Many initiatives to improve suppliers' understanding of UNICEF procurement were undertaken in 2003, in order to smooth procurement processes, and secure the supply of scarce or potentially uneconomic products. For instance, Supply Division hosted its first meeting of generic antiretroviral manufacturers and manufacturers of medicines for the treatment of drug-resistant malaria. Other agencies including the Global Fund to fight AIDS, Tuberculosis and Malaria, WHO and the Roll Back Malaria secretariat attended. The meeting focussed on sharing information, and discussing projected HIV/AIDS and malaria product requirements for 2004-2005.

A similar session was held for suppliers in the area of educational commodities. Suppliers found the sessions to be informative and useful in demystifying the procurement process.

PANEL

1

PROCUREMENT SERVICES

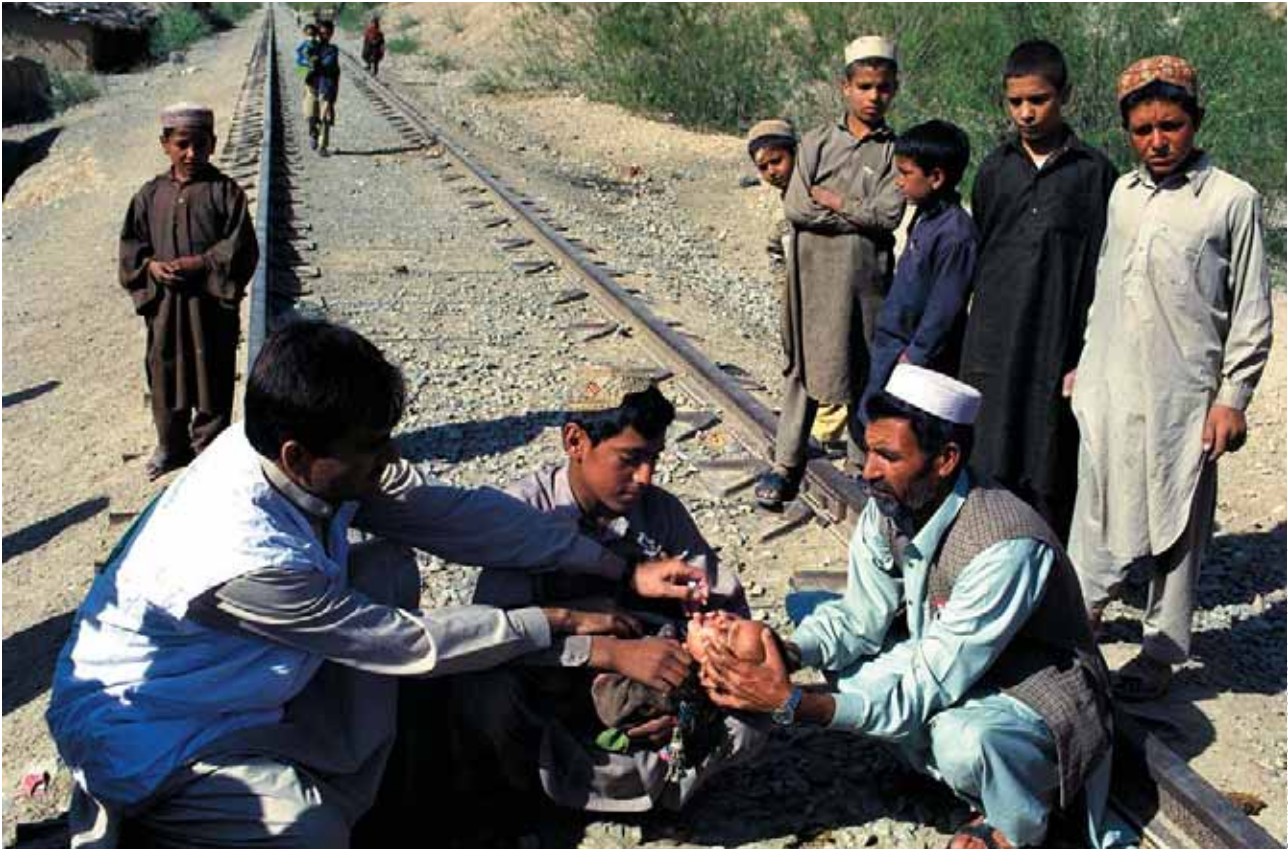
UNICEF Procurement Services works with governments and other partners to help them in their own efforts to procure supplies for children and their communities. These efforts increase the scale and impact of UNICEF-supported programmes, and leverage additional resources for children. In Uganda, for example, the value of supplies and equipment bought through Procurement Services in 2003 was greater than the value from UNICEF's own budget.

As part of Supply Division, Procurement Services staff coordinate the provision of supplies and related management services, in close collaboration with UNICEF country and regional offices. Supply Division has developed a full supply management package in areas where UNICEF has recognised leadership, such as vaccines, mosquito nets and pharmaceuticals. This package extends the reach of Procurement Services beyond the provision of supplies, to include in-country logistics, capacity building, and project management, amongst other activities.

In 2003, the value of orders through Procurement Services increased significantly to reach \$139 million. In addition Procurement Services provided \$12 million of warehouse items. While vaccines still accounted for approximately 80 per cent of this value, the pharmaceuticals, nutrition and medical supplies and equipment commodity areas showed clear signs of growth. Their value share rose from 8 per cent in 2002 to 16 per cent in 2003. Interest in the supply of antiretroviral medicines to treat HIV/AIDS is also increasing.

In addition to governments and international financial institutions, new partners such as global funds and alliances, non-governmental organizations (NGOs) and UN agencies are increasingly using Procurement Services. Some of the most remarkable achievements in 2003 include:

- **Collaboration with the Mailman School of Public Health at the University of Columbia.** In 2003, under the five-year agreement on procurement and supply management for the expansion of HIV/AIDS mother-to-child treatment, UNICEF provided \$2 million of medicines and technical assistance for 11 sites in eight countries. Based on its initial success, this collaboration will expand significantly in the future.
- **The procurement of polio vaccine through the World Bank 'buy down' mechanism.** In 2003, UNICEF was responsible for the procurement and timely arrival of oral polio vaccine (OPV) for national immunization days in Nigeria and Pakistan. These countries were the first to take advantage of an innovative financial mechanism, through which the World Bank provides loans to countries with a funding shortage, for the procurement of OPV. Provided that certain criteria are met, governments repay the loan with funds from the Bill and Melinda Gates Foundation, Rotary International and the UN Foundation.



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A baby, held by his brother, is given a dose of oral polio vaccine by two male health workers, near Torkham in north-west Afghanistan. UNICEF procures oral polio vaccine to support continuing efforts to eradicate the disease globally.

- The HIV/AIDS programme in Malawi.** The National AIDS Commission of Malawi nominated UNICEF as the procurement agent for the first year of its HIV/AIDS programme, funded by the Global Fund to fight AIDS, Tuberculosis and Malaria. Funds pledged for the programme total almost \$200 million for five years, including over \$40 million in the first two years. UNICEF's role is to undertake the procurement of supplies for the first year, in order to strengthen the capacity of the central medical stores in the procurement and distribution of the supplies needed for the HIV/AIDS programme.
- The HIV/AIDS Prevention Project in Bangladesh.** In 2003, the Government of Bangladesh requested UNICEF's assistance to manage the newly set up HIV/AIDS Intervention Fund. The \$12 million project focuses on HIV/AIDS prevention. UNICEF assistance relates specifically to screening grant requests from NGOs, concluding grant agreements, disbursing funds and overseeing contracts, monitoring and reporting. These activities are an example of how procurement-related services extend UNICEF's assistance to partners.
- Supplies for secondary schools in Rwanda.** Under a Memorandum of Understanding with the Government of Rwanda, UNICEF procured over \$2.5 million of educational supplies for vocational and secondary schools. Assistance included a needs assessment, the development of specifications for supplies and the procurement itself. Rwandan officials participated in the process, gaining a better understanding of international procurement.
- Promoting football for girls.** Sport is a good way of promoting a child's physical and mental development, and can teach children valuable social skills. In 2003, UNICEF, together with the Fédération Internationale de Football Association (FIFA) developed a football kit to promote girls' football. Costing \$123 each and containing items such as footballs, a stopwatch, flags and a whistle, the kits have been sent to 12 countries around the world. FIFA is interested in developing the partnership further.

Reconstruction funds such as those for Afghanistan, Sri Lanka and Iraq offer great potential in terms of UNICEF partnership. Further, the Global Fund to fight AIDS, Tuberculosis and Malaria has approved grants committing \$2.1 billion to 224 programmes in 121 countries. Approximately half of the funds are for the purchase of medicines and commodities. As the initial capacity of many countries is limited, this gives country offices the possibility to offer their government counterparts the benefit of UNICEF's extensive procurement expertise in order to build their own capacity.

The World Bank 'buy down' mechanism, currently used for the procurement of OPV vaccine in Nigeria and Pakistan, could be expanded in the future. The mechanism is innovative in the sense that loans are transferred into grants provided by other donors if performance criteria are met.

PANEL

2

EMERGENCY PREPAREDNESS AND RESPONSE: IRAQ AND IRAN

For the very reason that emergencies are unique, often unpredictable, and crucial decisions must be taken fast, preparing for emergencies is vital. UNICEF's commitment is to be able to respond to an emergency within 48 hours, any time of the day, any day of the year. UNICEF has many years of experience working with women and children in crisis, and has an established procedure for assisting them in the most effective way. It is often because the organization has been present in a country for many years, running its regular programmes, that it has accumulated invaluable knowledge about the local conditions. UNICEF's coordinated response undergoes regular review. Since supplies are a major component of UNICEF's emergency activities, Supply Division plays an active role, and is influential in process reviews. UNICEF has developed a list of standard items that can be used in various types of emergency so that not a single minute is wasted during a crisis.

The year 2003 was marked by many emergencies, yet two, in Iraq and Iran, illustrate how in starkly contrasting situations, preparedness is essential. UNICEF prepared a humanitarian response to armed conflict in Iraq for months in advance, bringing together headquarters, regional and country offices. Supplies were pre-positioned before the conflict began, to ensure their

continued availability. Iran however, hit by an earthquake, was a sudden natural emergency that could not have been predicted. Yet thanks to the emergency plan that was in place, the country office identified essential life-saving supplies quickly, and Supply Division packed and sent these items within 36 hours.

IRAQ EMERGENCY

As part of UNICEF efforts, Supply Division's role during the Iraq emergency was to ensure that children and their families would continue to have access to essential supplies. Activities followed three main phases: pre-positioning supplies in Iraq and neighbouring countries before the conflict, sending additional essential items during the conflict and in its immediate aftermath, and coordinating the procurement of education supplies and printing in time for a massive back-to-school rehabilitation campaign in October 2003. Within the UN family, UNICEF became the leading agency for the learning and development sector and water and sanitation sector for Iraq. The organization also assisted in the health and nutrition sector.

The value of orders processed for the Iraq Emergency Programme exceeded \$51 million in 2003, an unprecedented amount for a single emergency



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In an emergency, UNICEF can pack and ship urgently needed supplies to arrive within 48 hours. This airshipment was one of 47 full emergency airlifts of supplies sent by UNICEF Supply Division in 2003.

in one year. Education supplies represented 45 per cent of the total, with another significant proportion being spent on health and nutrition programmes (including vaccines and emergency nutritional supplies).

At the end of 2002 and the beginning of 2003, UNICEF delivered supplies including 930 Emergency Health Kits, 250 Recreational Kits, over 2,500 tonnes of high-protein biscuits, 50 collapsible water tanks with a 5,000 litre capacity, thousands of bars of soap and 150,000 syringes for measles immunizations, to strategic locations in and around Iraq.

Further supplies were sent in the following months, based on detailed consultation with UNICEF staff in Iraq. Again, these focused on children's health, water and sanitation, and educational needs. For instance, thousands of doses of vaccines to limit the outbreak of diseases such as polio, measles, tuberculosis, hepatitis B, diphtheria, tetanus and whooping cough, were procured. To administer these vaccines safely, over 65,000 boxes of syringes and 67,500 safety boxes for the disposal of used syringes were also delivered.

In June 2003, Supply Division began work as part of efforts to get four million Iraqi children back to school. Supply Division procured a total of 42,000

student kits (each covering the needs of 80 children) over two months, with the Copenhagen warehouse producing 15,000 of these. The production of the other 27,000 kits was outsourced to companies in China, India and Turkey who were able to guarantee the delivery of quality kits on time, and at a reasonable price. The companies sent the kits directly to Baghdad, from where UNICEF and the Iraqi Ministry of Education distributed them throughout the country. In addition 12,000 teachers kits (each for 15 teachers) and over 10,000 blackboard kits and 35,000 blackboards were procured.

Because of the vast scale of efforts, 20 additional warehouse staff were hired and a new production line was put in place in Copenhagen. At the peak of activity, kits were produced at the unprecedented rate of 2,500 per week.

This was the largest education supply operation for UNICEF in its history.

Close cooperation between the Iraq Country Office, the Middle East and North Africa Regional Office, the Office of Emergency Programmes, Programme Division and Supply Division was essential for the smooth running of all activities.



© UNICEF/Iran 2003/Hamid Marashi

Offloading essential medicines and health and emergency kits from UNICEF's first cargo airlifted from Kabul to Bam on the morning of 28th December 2003. The supplies were later handed over to Iranian authorities for use in field hospitals.

IRAN EMERGENCY

In the hours following the terrible earthquake that hit Iran on 26th December 2003, and after the initial reports from Bam, the UNICEF Office in Iran and Supply Division in Copenhagen finalized a list of emergency items that would be required for the survival of affected children and their families.

Based on the local analysis of the situation, priority was given to health care, drinking water and shelter. Within 36 hours, the following supplies were flown out of Copenhagen and reached Bam: emergency health kits to cover 120,000 people for three months, obstetric kits (which contain essential medicines and equipment for the delivery of babies), more than 14,000 blankets, including baby blankets, water purification tablets and 5,000-litre water tanks, generators to re-establish power, and other shelter supplies. Simultaneously, UNICEF Afghanistan sent some emergency supplies (medicines and medical equipment, tents, tarpaulins and children's blankets).

Taking advantage of the offer of a free charter plane from the Belgium Government, within 24 hours the UNICEF warehouse in Copenhagen had put together 416 school-in-a-box kits - covering the educational needs of more than 33,000 children. A supply of these kits is always available in the Copenhagen warehouse, ready for such an emergency. The Belgian plane arrived in Iran a couple of days later.

The coordination of this emergency effort involved some 50 staff in Iran, Copenhagen, Afghanistan, Jordan, New York and Belgium. It had the benefit of decades of experience in emergency response.

In recent years, UNICEF has made considerable efforts to improve its emergency preparedness and these efforts showed concrete results, saving countless children's lives in Iran, Iraq and other countries.

ANNEX 1

UNICEF SUPPLIER COUNTRIES

(OFFSHORE, REGIONAL AND LOCAL PROCUREMENT)

ANNEX 2

OFFSHORE PROCUREMENT THROUGH COPENHAGEN/ NEW YORK

ANNEX 3

REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

ANNEX 4

WHERE SUPPLIES ARE USED

VALUE OF SUPPLIES PROCURED AND/OR DELIVERED PER COUNTRY

ANNEX 5

INVITATIONS TO BID AND RESPONSES RECEIVED

(OFFSHORE PROCUREMENT)

UNICEF SUPPLIER COUNTRIES
(Offshore, regional and local procurement)

Country	Value (US\$)	Country	Value (US\$)
Afghanistan	3,899,552	Democratic Republic of the Congo	1,358,610
Albania	410,221	Denmark	39,732,436
Algeria	752,028	Djibouti	151,452
Angola	3,083,727	Dominican Republic	559,960
Argentina	833,728	Ecuador	271,161
Armenia	96,518	Egypt	2,432,125
Australia	3,070,730	El Salvador	333,717
Austria	564,793	Eritrea	309,758
Azerbaijan	301,588	Ethiopia	4,653,254
Bahrain	1,543	Fiji	117,488
Bangladesh	4,454,062	Finland	6,304,382
Barbados	146,341	France	79,402,328
Belarus	87,266	Gabon	102,618
Belgium	176,867,630	Gambia	275,744
Belize	38,267	Georgia	109,276
Benin	346,842	Germany	14,560,044
Bhutan	632,493	Ghana	1,514,354
Bolivia	566,554	Greece	33,543
Bosnia and Herzegovina	504,618	Guatemala	509,009
Botswana	329,755	Guinea	821,912
Brazil	1,434,245	Guinea-Bissau	227,044
Bulgaria	49,363	Guyana	91,021
Burkina Faso	1,116,954	Haiti	336,772
Burundi	964,059	Honduras	509,112
Cambodia	2,828,375	Hungary	97,847
Cameroon	389,030	India	71,621,407
Canada	6,174,366	Indonesia	3,255,653
Cape Verde	207,088	Iran (Islamic Republic of)	1,478,542
Central African Republic	294,765	Iraq	3,263,382
Chad	448,920	Ireland	955,769
Chile	2,123,535	Israel	1,850,978
China	6,219,995	Italy	51,240,681
Colombia	353,191	Jamaica	275,740
Comoros	131,376	Japan	20,238,161
Congo	462,588	Jordan	3,340,436
Costa Rica	16,594	Kazakhstan	167,987
Cote d'Ivoire	1,024,683	Kenya	12,880,105
Croatia	3,349	Kuwait	3,406,575
Cuba	988,559	Kyrgyzstan	82,524
Cyprus	3,018,129	Lao People's Democratic Republic	610,300
Czech Republic	141,867	Lebanon	2,877,353
Democratic People's Republic of Korea	386,519	Lesotho	215,903

UNICEF SUPPLIER COUNTRIES
(Offshore, regional and local procurement)

Country	Value (US\$)	Country	Value (US\$)
Liberia	501,642	Singapore	20,332
Libyan Arab Jamahiriya	3,092	Solomon Islands	5,580
Luxembourg	3,579,106	Somalia	608,368
Madagascar	917,953	South Africa	7,402,946
Malawi	971,418	Spain	2,331,466
Malaysia	788,935	Sri Lanka	2,378,910
Maldives	80,959	Sudan	1,472,845
Mali	1,102,106	Swaziland	543,812
Malta	1,128,633	Sweden	6,171,920
Mauritania	447,032	Switzerland	6,747,223
Mauritius	48,827	Syrian Arab Republic	1,229,139
Mexico	721,519	Tajikistan	592,310
Mongolia	288,451	Thailand	5,868,042
Morocco	286,337	The former Yugoslav Republic of Macedonia	130,266
Mozambique	913,437	Timor-Leste	355,192
Myanmar	1,321,793	Togo	335,641
Namibia	556,589	Tunisia	81,996
Nepal	1,034,424	Turkey	7,906,960
Netherlands	3,336,533	Turkmenistan	123,638
Nicaragua	480,285	Uganda	2,845,442
Niger	702,876	Ukraine	561,907
Nigeria	2,221,067	United Arab Emirates	3,030,767
Norway	1,835,092	United Kingdom	16,315,881
Oman	2,303,764	United Republic of Tanzania	4,084,179
Pakistan	7,109,045	United States	16,575,297
Panama	465,043	Uruguay	46,807
Papua New Guinea	78,072	Uzbekistan	234,001
Paraguay	69,399	Vanuatu	2,228
Peru	896,570	Venezuela	389,648
Philippines	813,233	Viet Nam	984,315
Poland	154,840	Yemen	3,826,947
Portugal	3,229	Zambia	2,012,423
Republic of Korea	12,079,990	Zimbabwe	2,257,323
Republic of Moldova	94,001		
Romania	540,500		
Russian Federation	1,644,656		
Rwanda	547,130		
Sao Tome and Principe	37,962		
Saudi Arabia	18,694		
Senegal	1,410,049		
Serbia and Montenegro	554,849		
Sierra Leone	1,400,404		

OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Australia		
CSL Limited	Vaccines/Biologicals	2,537,536
Mono Pumps (Australia) Pty. Ltd.	Water & Sanitation	473,782
Austria		
Brevillier-Urban Schreibwarenfabrik	IT & Office Supplies, Education Supplies	164,734
Sandoz GmbH	Pharmaceuticals	351,323
Belgium		
Becton Dickinson International	Medical Renewable, Diagnostic Test Kits	25,935,014
GlaxoSmithKline	Vaccines/Biologicals	146,080,395
Laboratoria Wolfs N.V.	Pharmaceuticals, Nutrition	186,578
Michiels Fabrieken N.V.	Nutrition	1,972,168
Purna Pharmaceuticals N.V.	Pharmaceuticals	1,190,922
Terumo Europe NV	Medical Renewable	1,293,786
Bolivia		
Ametex S.A.	Shelter/Field Equip.	109,848
Brazil		
Bio-Manguinhos	Vaccines/Biologicals	734,421
Canada		
Aventis Pasteur Canada	Vaccines/Biologicals	3,609,041
Banner Pharmacaps (Canada) Ltd	Pharmaceuticals, Nutrition	277,350
Intervax	Vaccines/Biologicals	2,243,840
Chile		
AJAY - SQM Chile S.A.	Nutrition	2,036,288
China		
ITI Company (Shanghai) Ltd.	Medical Equipment, Education Supplies	1,541,270
Northern International (Holding) Co	Education Supplies	403,403
Cyprus		
Remedica Ltd.	Pharmaceuticals	2,949,223
Czech Republic		
Krkonosske Papirny a.s.	Education Supplies	105,883
Denmark		
A/S Vestfrost	Cold-Chain Equipment	561,259
Ambu A/S	Medical Equipment	189,580
Borg & Bigum Danmark A/S	Clothing & Footwear, Identific. & Signage	103,457
Bukkehave A/S	Transport	1,005,260
Canon Danmark A/S	Medical Equip., Education Supplies, Medical Renewable	2,349,747
Cicci Aps	Education Supplies	1,723,593
Compact A/S	Nutrition	516,257
Danimex Communication Ltd.	Communication Equip., IT & Office Supplies	1,574,831
Dr. Lange Danmark A/S	Water & Sanitation	120,034
Ementor Denmark A/S	Com. Equip., Cold Chain Equip., Medical Equip.	3,651,755
EuroCare Denmark Ltd. ApS.	Laboratory Sup., Medical/Hygiene Kits, Pharmaceuticals	116,139
Faraone Danmark Aps	Education Supplies	771,552
Fortitech Europe ApS	Nutrition	290,752
Grundfos DK A/S	Water & Sanitation	187,827
H. Jessen Jürgensen A/S	Cold-Chain Equipment	116,644
Hobart Foster Scandinavia A/S	Cold-Chain Equipment	114,447
Icopal Plastic Membranes A/S	Shelter/Field Equip., Water & Sanitation	148,192
Isaak	Education Supplies	254,241
KelsenBisca A/S	Nutrition	2,532,731
Kjaer & Kjaer Worldwide A/S	Transport	112,890
Kuhne & Nagel A/S	Transport	547,053
Missionpharma A/S	Medical Renewable, Pharmaceuticals	390,977
Peter Justesen Company A/S	Transport, Nutrition, Medical Equip. Education Supplies	403,346
Roche Vitamins A/S	Nutrition	104,886

OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Scanpharm A/S	Pharmaceuticals	506,855
Select Sport A/S	Education Supplies	128,839
Smith & Nephew A/S	Pharmaceuticals	174,968
Statens Seruminstitut	Vaccines/Biologicals	10,038,217
Steka Reklame ApS	Clothing & Footwear, Identific. & Signage	159,408
TDC Totalløsninger A/S	Communication Equip.	106,278
Vestergaard Frandsen A/S	Shelter/Field Equip., Household Tech., Water & Sanitation	2,109,352
Zarges Aps	Education Supplies	269,205
Egypt		
Al Ahram Commercial Press	Education Supplies	452,967
Sahara Printing Co.	Education Supplies	547,612
Shorouk	Education Supplies	405,934
Finland		
AB Crown Products OY	Education Supplies	1,548,580
HUURRE FINLAND OY	Cold-Chain Equipment	177,274
Nerox Filter Oy	Water & Sanitation	110,430
Pa-Hu Oy	Medical Renewable	3,108,252
Sademan Oy	Nutrition	243,119
Smead Paperisto Oy	Medical Renewable, Education Supplies	1,033,087
France		
AAVS Advanced Audio Visual Systems	Communication Equip.	106,430
Agencinox	Medical Equipment	190,480
Arch Chemicals S.A.	Water & Sanitation	617,463
Aventis Intercontinental S.A.S	Pharmaceuticals	708,364
Aventis Pasteur	Vaccines/Biologicals	64,952,055
Bristol-Myers Squibb Sarl	Pharmaceuticals	203,853
Compagnie Européenne d'Exportation	Clothing & Footwear, Medical/Hygiene Kits	168,493
Guerbet	Pharmaceuticals	299,531
Laboratoire Renaudin	Pharmaceuticals	236,733
LMS World Water Treatment Group GMD	Water & Sanitation	460,605
Mediprema S.A.	Medical Equipment	279,411
Nutriset	Nutrition	5,744,826
Omyacolor SA	Education Supplies, IT & Office Supplies	2,243,418
Panpharma Laboratories	Pharmaceuticals	190,595
Peters Surgical	Medical Renewable	188,047
Peugeot Motorcycles S.A.	Transport	200,969
Peugeot SODEXA	Transport	111,098
Renault V.I. SA (Renault Trucks)	Transport	215,083
Sanofi Winthrop Industrie S.A.	Water & Sanitation, Pharmaceuticals	1,231,416
Germany		
Aesculap AG & Co. KG	Medical Renewable	154,557
B. Braun Melsungen AG	Medical Renewable, Pharmaceuticals	407,751
Bayer AG	Pharmaceuticals	117,680
Boehringer Ingelheim GmbH	Pharmaceuticals	261,401
Boss Pro-Tec	Water & Sanitation	123,675
Chempatex Medizinische	Medical Renewable	162,020
Destroyect GmbH Medical Devices	Medical Renewable	2,836,065
Fahrzeugbau Stoof GmbH	IT & Office Supplies	297,601
Fleischhacker GmbH & Co.KG	Laboratory Supplies, Medical Equipment	294,046
Hagemann & Partner Bildungsmedien	Nutrition	157,229
Henke-Sass, Wolf GmbH	Medical Renewable	465,584
Herlitz PBS AG	Education Supplies	1,225,038
KBI Kunststoffbeutel Prod. GmbH & C	Pharmaceuticals	2,228,065
Landre GmbH	Medical Renewable, IT & Office Supplies, Educ. Supplies	1,253,372
Lomapharm, Rudolf Lohmann GmbH KG	Pharmaceuticals	762,633
Merck KGaA	Water & Sanitation	107,997

OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Pythago Color GmbH	Education Supplies	1,030,220
Rotexmedica GmbH	Pharmaceuticals	272,412
SANAVITA Aktiengesellschaft & Co.	Pharmaceuticals	456,950
SECA Vogel & Halke GmbH & Co.	Nutrition	417,782
SIEMENS Audiologische Technik GmbH	Medical Equipment	163,153
Smurfit Europa Carton GmbH	Warehousing, Education Supplies	533,381
Stoehr Turn- Und Sportgeraet GmbH	Education Supplies	149,338
India		
Apex Continental Ltd.	Cold-Chain Equipment	487,081
Avon Cycles Private Ltd.	Transport	320,717
Blow Kings	Cold-Chain Equipment	426,155
FDC Ltd.	Pharmaceuticals	521,448
Geetanjali Woollens Pvt. Ltd.	Shelter/Field Equip.	218,712
Ipca Laboratories Limited	Pharmaceuticals	1,742,606
Kanam Latex Industries Private Ltd.	Medical Renewable	103,140
Karnataka Antibiotics	Pharmaceuticals	433,705
Orchid Biomedical Systems	Diagnostic Test Kits, Medical/Hygiene Kits	117,115
Panacea Biotec Ltd.	Vaccines/Biologicals	25,129,438
Ranbaxy Laboratories Ltd.	Pharmaceuticals	417,124
Serum Institute Of India Ltd.	Vaccines/Biologicals	25,876,082
Shantha Biotechnics Pvt. Limited	Vaccines/Biologicals	3,423,375
Strides Arcolab Limited	Pharmaceuticals	1,179,065
Indonesia		
P.T. Bio Farma (Persero)	Vaccines/Biologicals	2,111,675
Iran (Islamic Republic of)		
Offset Press Inc.	Education Supplies	746,152
Ireland		
Medentech Ltd	Water & Sanitation, Pharmaceuticals	201,416
Ovelle Limited	Pharmaceuticals	296,454
Trinity Biotech	Diagnostic Test Kits	410,045
Italy		
Alfa Intes	Pharmaceuticals	391,382
Artsana Spa	Medical Renewable	124,619
Chiron S.r.L.	Vaccines/Biologicals	39,312,007
Coelmo s.r.l.	Nutrition, Warehousing, Water & Sanitation, Medical Equip.	1,345,825
Galeno A.M.S. S.r.l.	Medical Equipment	167,855
Gio Style Spa	Cold-Chain Equipment	287,632
Iveco S.p.A.	Water & Sanitation, Transport	106,060
Nuova Industrie Biscotti Crich Spa	Nutrition	7,399,463
Nuova Omsa S.R.L.	Shelter/Field Equip., Medical Equipment, Rehab./Disabilities	589,192
Pharmatex Italia SRL	Pharmaceuticals	304,200
Saponerie M. Fissi S.P.A.	Medical Renewable, Household Technology	109,034
Universal S.p.A.	Education Supplies, IT & Office Supplies	641,890
Japan		
Fujirebio Inc.	Diagnostic Test Kits	381,810
J. Gerber & Company (Japan) Ltd.	Transport	2,090,788
Japan BCG Laboratory	Vaccines/Biologicals	2,450,388
Nissan Trading Co., Ltd	Cold-Chain Equipment, Transport	105,037
Sumitomo Chemical Co. Ltd.	Household Technology	5,596,037
Tanabe Seiyaku Co. Ltd.	Vaccines/Biologicals	557,365
TOA Corporation	Communication Equip.	213,185
Toyota Motor Corporation	IT & Office Supplies, Transport, Staff Supplies	8,659,178
Jordan		
Forum Furniture	IT & Office Supplies	735,293
National Press	Education Supplies	1,067,679

OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Kuwait		
Ahlia Industrial Projects Co.	Water & Sanitation	1,450,827
AL Khat Printing Press	Education Supplies	1,661,260
Al Nazaer Company	Education Supplies	140,537
Fahad Al Marzouk Printing & Publish	Education Supplies	153,951
Lebanon		
All Prints Distributions and Publis	Education Supplies	441,968
Arab Printing Press S.A.L	Education Supplies	600,178
Arab Scientific Publishers	Education Supplies	151,083
Chemaly & Chemaly Printing Press S.	Education Supplies	508,584
Dar El Kotob S.A.L	Education Supplies	414,993
Joseph D. Raidy Printing Press	Education Supplies	212,148
Nazeeh Karaky Est.	Education Supplies	182,923
Luxembourg		
Dometic Sarl	Cold-Chain Equipment	2,366,154
Malaysia		
Hovid SDN BHD	Pharmaceuticals	656,000
SM Pharmaceuticals	Pharmaceuticals	109,550
Malta		
Pharmamed Ltd.	Pharmaceuticals	1,128,633
Mexico		
Baxter SA de CV	Pharmaceuticals	388,830
Netherlands		
HUWA	Water & Sanitation	242,702
IDA - International Dispensary	Pharmaceuticals	231,722
Melspring International B.V.	Pharmaceuticals, Water & Sanitation, Shelter/Field Equip.	280,669
Merck Sharp & Dohme B.V.	Pharmaceuticals	184,345
Pally Holland B.V.	Nutrition	332,617
Project Production International BV	Nutrition	350,630
Simed International B.V.	Water & Sanitation, Rehab./Disabilities, Medical Equipment	1,520,452
Nigeria		
Sunflag (Nigeria) Ltd	Household Technology	121,280
Norway		
Fiskars Norge A/S	IT & Office Supplies, Com.Equip., Educ.Supplies	204,163
NAPS Norway A/S	Cold-Chain Equip., Water & Sanitation, Com.Equip.	188,754
Telenor Satellite Networks AS	Communication Equip., IT & Office Supplies	945,011
Telenor Satellite Services AS	IT & Office Supplies, Communication Equip.	178,022
Weifa AS	Pharmaceuticals	214,953
Oman		
Saud Bahwan Automotive LLC	IT & Office Supplies, Transport	2,232,967
Pakistan		
Buraq Surgical Corporation	Medical Equipment	136,718
Indus Pencil Industries (PVT) Ltd.	Education Supplies	173,617
Mensunco Sports (Pvt) Ltd.	Education Supplies	218,280
National Tent House	Shelter/Field Equip.	150,925
Shahsons (PVT) Limited	Education Supplies	599,421
Poland		
Polskie Zaklady Optyczne S.A.	Laboratory Supplies	154,840
Republic of Korea		
CJ Corp.	Vaccines/Biologicals	636,000
Green Cross Vaccine Corporation	Vaccines/Biologicals, Diagnostic Test Kits	4,574,320
LG Life Sciences Ltd.	Vaccines/Biologicals	6,750,875
Senegal		
Institut Pasteur de Dakar	Vaccines/Biologicals	432,740

OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
South Africa		
BASF South Africa PTY Ltd.	Household Technology, Water & Sanitation	188,176
Bayer Pty (Ltd)	Household Technology	2,879,270
Lucra Trading	Diagnostic Test Kits	405,648
The Chart Studio (PTY) Ltd.	Education Supplies	172,569
Spain		
Bieffe Medital S.A.	Pharmaceuticals	1,474,915
SETA (Sociedad Espanolade Tratamein	Water & Sanitation	479,751
Toyland S.A.	Education Supplies	171,124
Sweden		
Anza AB	Education Supplies	127,214
Atlas Copco Craelius AB	Water & Sanitation	1,505,604
HemoCue AB	Laboratory Supplies	175,426
Kemira Kemi AB, Kemwater	Water & Sanitation	394,362
Linden International AB	Medical Equipment	224,228
Menox AB	Medical Equipment	259,947
Optoteam AB	Medical Equipment	110,451
Sibir International AB	Cold-Chain Equipment	1,507,292
Smurfit Munksjo Lagamill	Medical Renewable	711,900
Volvo Car Corporation	Transport	129,774
Switzerland		
Berlinger & Co. AG	Cold-Chain Equipment, IT & Office Supplies	211,582
Berna Biotech Ltd.	Vaccines/Biologicals	4,265,496
F. Hoffmann-La Roche Ltd.	Pharmaceuticals	298,386
Mepha Ltd.	Pharmaceuticals	313,263
RUEGER SA	Cold-Chain Equipment	128,678
Syngenta Crop Protection AG	Household Technology	302,488
Syrian Arab Republic		
Koutby Bros Co.	Education Supplies	428,421
Tarabichi printing & packaging	Education Supplies	108,874
Thailand		
Akrungaroon Industry Co. Ltd.	Household Technology	441,664
Commonwealth Trading Co., Ltd.	Household Technology	1,263,236
Medicap Limited	Pharmaceuticals	1,062,645
Promotion of Appropriate Technology	Water & Sanitation	334,335
Siam Dutch Mosquito Netting Co. Ltd	Household Technology	176,280
Thaibednets Manufacture Co. Ltd	Household Technology	733,618
Turkey		
Adel Kalemcilik Tic. ve San. A.S.	Education Supplies	215,820
Dogan Ofset Yayincilik ve Mafbatbaa	Education Supplies	793,828
Egeplast A.S.	Water & Sanitation	139,871
Mas Matbaacilik Ticaret ve Sanayi A	Education Supplies	198,484
Meteksan Printing & Industrial	Education Supplies	746,191
Nurol Printing & Packaging Industry	Education Supplies	362,134
Ofset Filimcilik ve Matbaacilik AS	Education Supplies	489,555
Ramko Foreign Trading Ltd. Co.	Water & Sanitation	1,508,160
United Arab Emirates		
Al Ghurair Printing & Publishing	Education Supplies	958,061
Emirates Printing Press LLC	Education Supplies	270,841
Fiber Technology Corporation	Water & Sanitation	139,050
Gomax FZC	Education Supplies, IT & Office Supplies	463,108
National Plastic & Building	Water & Sanitation	300,869
United Kingdom		
Aladdin Sales & Marketing Limited	Cold-Chain Equipment	212,115
Avery Berkel Salter Weigh-Tronix	Nutrition	427,020

OFFSHORE PROCUREMENT THROUGH COPENHAGEN/NEW YORK

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
BP SOLAR LTD	Cold-Chain Equipment	157,597
Bright Light Solar Ltd.	Cold-Chain Equip., Com.Equip., Water& Sanitation	180,416
Cromwell International	Clothing & Footwear, Education Supplies, Water&Sanitation	164,056
Dulas Ltd.	Cold-Chain Equipment	1,877,958
Evenproducts Ltd.	Water & Sanitation	314,587
Geometrix Ltd.	Education Supplies	842,589
GlaxoSmithKline Export Limited	Pharmaceuticals	418,708
ITT Sanitaire Ltd (Portacel Divisio	Water & Sanitation	813,091
LFPV Limited	Transport	251,911
Morningside Pharmaceuticals Ltd.	Medical Renewable, Pharmaceuticals,Medical Equip.	583,847
Osprey Ltd.	Water & Sanitation, Household Technology	105,482
Oxfam	Nutrition	436,024
Paintmaster (2000) Limited	Education Supplies	282,566
Robens Institute	Water & Sanitation	351,172
Smithkline Beecham International	Pharmaceuticals	591,715
Sollatek UK Ltd	Cold-Chain Equip., IT & Office Supplies, Water&Sanitation	134,164
Sunrise Medical Limited	Medical Equipment	112,313
Toyota Gibraltar Stockholdings Ltd.	Transport, IT & Office Supplies	1,334,223
Tri-Med Ltd.	Water & Sanitation, Shelter/Field Equip.	522,734
Tyco Healthcare Group	Medical Equipment, Medical Renewable	3,750,320
Wagtech International Ltd.	Water & Sanitation, Transport	244,209
United Republic of Tanzania		
A to Z Textile Mills Limited	Household Technology	2,383,415
United States		
Atlantic Business Systems, Inc.	Printing, Communication Equip.,IT & Office Supplies	295,774
BMIL INTERNATIONAL INC	Cold-Chain Equipment	177,300
Canon Business Solutions-East, Inc.	IT & Office Supplies	170,839
Cisco Systems, Inc	Communication Equip., IT & Office Supplies	694,383
Cognos Corporation	IT & Office Supplies	154,787
Colorcraft of Virginia, Inc.	Printing	278,396
Derive Technologies	Communication Equip., IT & Office Supplies	246,944
Devlin Video International	IT & Office Supplies	100,000
Enterasys Networks	IT & Office Supplies	204,386
Gaumard Scientific Company, Inc.	Medical Equipment, Education Supplies	179,863
Hewlett Packard	IT & Office Supplies	815,302
Hewlett Packard Company	IT & Office Supplies	565,745
Hewlett-Packard Professional Servic	IT & Office Supplies	167,207
International Business Machines	IT & Office Supplies	125,000
IXOS Software, Inc.	IT & Office Supplies	188,700
Kyocera Solar Inc.	Cold-Chain Equipment	394,321
Manchester Technologies, Inc.	Communication Equip.,Cold Chain Equipment	225,173
Merck & Co., Inc.	Pharmaceuticals, Vaccines/Biologicals	1,054,631
Microsoft Corporation	IT & Office Supplies	1,349,810
Office Depot	IT & Office Supplies	180,000
Oracle Corporation	IT & Office Supplies	134,230
RedDot Solutions Corporation	IT & Office Supplies	106,491
Remlitho, Inc.	Printing	261,343
SAP America Inc.,	IT & Office Supplies	3,055,155
Shorr Production	Nutrition	202,500
Sitara Networks, Inc.	Communication Equip., IT & Office Supplies	270,744
Software Spectrum	IT & Office Supplies	641,188
Sybase, Inc.	IT & Office Supplies	275,278
The Document Company Xerox	IT & Office Supplies	133,888
Total Concept Graphics, Inc.	Printing	103,955
Wisconsin Aluminum Foundry Co. Inc.	Medical Equipment	185,867

REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Afghanistan		
Ahmad Printing Press, Kabul	IT & Office Supplies, Printing, Education Supplies	154,174
AL NAHAR	IT & Office Supplies	152,965
Golden Relief Resources L.L.C	IT & Office Supplies	108,672
JUBAILI BROS, KABUL	IT & Office Supplies	163,870
MoHammed Dawood Niazi Ltd. Kabul	Education Supplies	629,988
Red Sea Engineers & Constructors,Kbl	IT & Office Supplies	194,660
Truebell Marketing & Trading L.L.C	IT & Office Supplies	231,267
Algeria		
S.B.B Santé	Medical Equipment	117,799
Angola		
BRICOMAT-Const. Maq. e Ferram. LDA	Water & Sanitation, IT & Office Supplies	131,760
EAL - EDICOES DE ANGOLA, LDA.	Printing, Education Supplies	232,388
GUARDA SEGURA	Shelter/Field Equip., Transport	135,134
LUANDA EDITORA, LDA.	Education Supplies	259,880
NCR - ANGOLA	IT & Office Supplies, Communication Equip.	339,050
PONTO UM, PUBLICIDADE, LDA	Education Supplies, Printing	650,813
PUBLIBRINDE, Brindes Publicitarios-Lda	Education Supplies, Clothing & Footwear, Printing	170,184
ROCHA MONTEIRO LTD	Communication Equip., Educ.Supplies, IT & Office Supplies	129,303
TOYOTA DE ANGOLA, SARL	IT & Office Supplies, Transport	463,966
Argentina		
José Freiberg S.A.C.I.	Education Supplies	272,304
Azerbaijan		
Santral Elektrik LTD STI	IT & Office Supplies, Water & Sanitation	102,821
Bangladesh		
Bangla Academy	Printing	228,484
Bangladesh Progressive Enterprise Press	Printing, Identific. & Signage	575,130
Binimoy Printers Ltd.	Printing	109,003
Brac Printers	Printing	148,870
Desktop Computer Connection Ltd	IT & Office Supplies	113,276
Elite Printing & Packages Ltd.	Education Supplies, Printing	658,083
Essential Drugs Company Ltd.	Pharmaceuticals	234,900
Goodwill Trade International	Education Supplies, Clothing & Footwear	178,935
Multilink International Co. Ltd.	IT & Office Supplies	106,571
Orchid Printers	Printing, IT & Office Supplies	174,301
Printers Line Ltd.	Printing	102,338
Robin Printing and Packages Limited	Printing	112,888
S. S. Scientific Corporation	Education Supplies	195,918
SHAHITYA PRAKASH	Printing	145,549
Technoworth Associates Ltd.	Water & Sanitation	185,137
Bhutan		
GAKI ENTERPRISE	Education Supplies, Water & Sanitation, Laboratory Supplies	132,219
Brazil		
Cromos Editora e Industria Grafica Ltda	Printing	143,345
Burkina Faso		
CFAO - SIFA	Transport	261,186
E.S.O.F.	Water & Sanitation	105,800
Burundi		
ETS KADENDE	Water & Sanitation	115,165
GREAT LAKE INTER. COMPANY	Fuel & Lubricants	134,883
Cambodia		
Chhoun Khisak	Medical Equipment, Water & Sanitation	108,373
IN PITEAK	Water & Sanitation	215,572
KEO NY Construction	Water & Sanitation	151,370
NGO TAY EAK Construction	Water & Sanitation	110,451

REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
NUTH CHHENG ANG CONSTRUCTION	Water & Sanitation	166,599
Te Aik Hong Office Machines Supplies	IT & Office Supplies, Education Supplies	122,311
THAKRAL BROTHERS PTE LTD	IT & Office Supplies	123,707
Cameroon		
MACPAC INTERNATIONAL	Transport, Printing, IT & Office Supplies, Education Supplies	102,832
China		
A.Andrews & Co.	IT & Office Supplies	209,438
Beijing Sanjiangjinke Auto Sales Co.	Transport	180,701
Beijing Xintongjiu Science & Trade Co.	Communication Equip., Educ. Supplies, IT & Office Supplies	216,777
China National Medical Equip.& Supplies	Laboratory Supplies, Medical Equipment	131,027
Dalian F.T.Z Toyota Motor Sales Co. Ltd	Transport	369,600
DOFTEC, Xinjiang	Water & Sanitation, Education Supplies	207,129
M/S Hainan Sheng-Chang Wuye Dev.	Medical Equipment, Water & Sanitation, Education Supplies	158,148
Ministry of Public Health, EPI	Vaccines/Biologicals	153,000
Qinghua University Printing Factory	Printing	166,912
Shanghai Soap(Group) Product Sales C	Household Technology	147,936
Xi'an International Trade Economic	Clothing & Footwear, Warehousing, Water & Sanitation	109,096
Zhengzhou NISSAN Automobile Co. Ltd	Transport	177,389
Congo		
Utexafrica	Clothing & Footwear, Printing, Transport	172,707
Democratic People's Republic of Korea		
EFCO Corporation	Printing	190,083
Democratic Republic of the Congo		
KINPRESS (IMPRIMERIE TYPO-OFSET)	Education Supplies, Printing	144,599
SINTEL S.P.R.L.	Communication Equip., IT & Office Supplies	102,787
Denmark		
A/S Vestfrost	Cold-Chain Equipment	462,819
Canon Danmark A/S	IT & Office Supplies	528,877
DanOffice Ltd	IT & Office Supplies	254,482
Ementor Denmark A/S	IT & Office Supplies	5,013,908
PETER JUSTESEN COMPANY A/S	Communication Equip., Nutrition, IT & Office Supplies	405,436
Dominican Republic		
MANRIQUE INDUSTRIAL, C. POR A.	Shelter/Field Equip.	135,580
Egypt		
Misr El-Hegaz For UPVC Pipes & Plast.P	Water & Sanitation	401,689
Sadko Trade & Distribution	Cold-Chain Equipment	146,263
Ethiopia		
Bahiru Birru Metals&Wood Work Enterp	Education Supplies, Nutrition, Shelter/Field Equip.	102,747
Bereket PLC	Water & Sanitation, Education Supplies	112,412
CHAMBER PRINTING HOUSE PVT	Education Supplies, IT & Office Supplies, Printing	131,973
DIRE INDUSTRIES PLC	IT & Office Supplies, Communication Equip., Educ. Supplies	122,463
FINFINNE PRINTING & PUBLISHING S.C.	Printing, Education Supplies	178,304
HARON Computer Pvt. Ltd. Co.	IT & Office Supplies, Education Supplies, Printing	312,193
HEALTH CARE FOOD MANUFACTURER	Nutrition	654,521
Maky TX Trading	Shelter/Field Equip., Medical Renewable, Education Supplies	141,258
MOENCO	Transport	248,551
PHARMID	Pharmaceuticals	163,938
Selamawit Abate Importer	Shelter/Field Equip., Clothing & Footwear, Educ. Supplies	690,517
SNAP TRADING AND INDUSTRY P.L.C	Education Supplies, IT & Office Supplies, Printing	140,216
France		
Sofip Export	IT & Office Supplies	117,221
Ghana		
GHACEM LIMITED	Water & Sanitation	169,427

REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
PIDECK	IT & Office Supplies	100,514
ROYAL CROWN PRESS LTD.	Printing	111,580
Guinea		
TOTAL GUINEE	Fuel & Lubricants	190,328
India		
Ajanta Pharma Limited	Pharmaceuticals	271,825
Ajay Industrial Corporation	Water & Sanitation, Warehousing	573,994
Annapoorna Industrial Corporation	Education Supplies	169,118
Antarctica Limited, Kolkata	Printing	205,366
AOV International	Water & Sanitation, Cold-Chain Equipment, Warehousing	344,257
Apex Continental Limited	Cold-Chain Equipment	331,831
Apex Continental Ltd.	Cold-Chain Equipment	272,860
Asian Pencil Pvt. Ltd., New Delhi	Education Supplies, Shelter/Field Equip.	580,474
Atlas Surgical Company, New Delhi	Medical Equipment, Medical/Hygiene Kits	154,712
Eros Industries	Education Supplies	179,770
HCL Infosystems Ltd.	IT & Office Supplies	117,866
HERO HONDA MOTORS LIMITED	Transport	103,250
Instant Offset Printers, New Delhi	Printing	157,816
JMD House, New Delhi	Printing	169,475
KAY & COMPANY	Printing, Medical Equip., Education Sup., Water & Sanitation	371,392
MBI Kits International Park View	Nutrition	173,403
MEDIKITS	Cold-Chain Equipment	319,202
Newage Industries	IT & Office Supplies	105,522
Nicholas Piramal India Limited, Thane	Pharmaceuticals, Vaccines/Biologicals, Nutrition	830,483
Nikhil Offset	Education Supplies, Printing, Cold-Chain Equipment	440,454
Printex Works	Education Supplies, Printing	112,506
Salter India Private Ltd., New Delhi	Medical Equipment, Nutrition, Water & Sanitation	213,581
Shital Ceramic Works, Ahmedabad	Water & Sanitation	183,513
Sintex Industries Ltd., Kalol	Water & Sanitation	101,086
Strides Arcolab Limited, Bangalore	Pharmaceuticals	196,300
Toyop Relief, Mumbai	Education Supplies	179,188
Indonesia		
PT Balai Pustaka	Education Supplies	137,440
PT INDONESIA PRINTERS	IT & Office Supplies, Printing, Education Supplies	230,226
PT Multi Kuarta Kencana	Education Supplies, IT & Office Supplies	122,442
Iran (Islamic Republic of)		
Hasoun Makoo Company	Water & Sanitation	169,588
Iraq		
AHLIA INDUSTRIAL PROJECTS CO.,	Laboratory Supplies	178,203
Al Wifaq Printing Press	Printing, Education Supplies	111,500
AL-BARAKA Printing Press	Education Supplies, Printing	108,571
AL-DEWAN PRINTING PRESS	Printing, Education Supplies	150,388
ALI ABDUL SAHIB/Engineering Services	Water & Sanitation, Warehousing, Transport, Nutrition	193,723
Al-Mahasen Co.,	Cold-Chain Equipment, Water & Sanitation, Fuel & Lubricants	117,200
Al-Naizak Printing Press	Printing	171,280
Hajer Printing Press	Clothing & Footwear, Printing, Education Supplies	205,233
Haverkamp GmbH	IT & Office Supplies	185,112
IBN AL-ARAB BUREAU	Printing, Clothing & Footwear, Education Supplies	166,384
Israel		
Educational Bookshop	Education Supplies, Clothing & Footwear, Printing	184,619
Haim Levi Ltd.	Transport	175,055
Hirbawi Investment & Int'l Trade Co.	Education Supplies, Identific. & Signage	150,579
M. Sun Zughaiar Company	Education Supplies, Identific. & Signage	194,275
S.N.O ASEEL Co. for Printing & Trading	Printing	361,193

REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$ 100,000)

Supplier	Commodities	Value (US\$)
Japan		
Nissan Trading Co., Ltd Nissan	Transport	104,533
Jordan		
JORDAN DATA SYSTEM	IT & Office Supplies	167,908
National Chlorine Industries	Water & Sanitation	251,236
NATIONAL PRESS	Education Supplies, Printing	137,038
Technical Distribution Agency	IT & Office Supplies, Communication Equip.	218,459
Kenya		
Adva Tech Office Supplies	Communication Equip., Education Supplies	148,054
CALTEX OIL (KENYA) LIMITED	Fuel & Lubricants	271,868
CIRCUIT BUSINESS SYSTEMS LTD	Education Supplies, IT & Office Supplies	382,621
Colour Creations	Printing, Clothing & Footwear, Identific. & Signage	268,731
DAVIS & SHIRTLIFF LIMITED	Water & Sanitation, Laboratory Supplies	153,432
English Press Ltd	Printing, Identific. & Signage, Education Supplies	1,196,001
LISAL CHEMICALS COMPANY LTD	Staff Supplies, Medical Renewable, Medical Equipment	212,552
Mabati Rolling Mills Ltd	Water & Sanitation	161,494
MEGAMART HOLDINGS LIMITED	Shelter/Field Equip., Water & Sanitation, Nutrition,	124,780
NAIROBI IRONMONGERS LTD	Water & Sanitation, Transport, Cold-Chain Equipment	420,729
NAVCOM LTD	Communication Equip.	109,536
Norwegian Church Aid	Nutrition	584,284
PROCTOR & ALLAN	Nutrition	370,535
RICKY STATIONERS	IT & Office Supplies, Education Supplies	144,351
RYMANS LIMITED	Education Supplies, IT & Office Supplies,	2,628,534
TARPO INDUSTRIES LIMITED	Shelter/Field Equip., Identific. & Signage, Education Sup.	109,818
Techno Relief Services Ltd.	Nutrition, Education Supplies, Water & Sanitation	2,690,674
TOYOTA EAST AFRICA LTD	Transport, Communication Equip. Education Supplies	490,389
Liberia		
PETROL 1 INC.	Fuel & Lubricants, Water & Sanitation	107,537
Luxembourg		
Dometic Sarl	Cold-Chain Equipment	1,212,952
Madagascar		
CNAPMAD	Printing, Laboratory Supplies, Education Supplies	133,057
MADPRINT	Printing, IT & Office Supplies, Education Supplies	141,198
SOCIETE CHANDARANA & CIE.	Cold-Chain Equipment, Com.Equip., Education Supplies	108,935
Malawi		
CAPITAL FURNITURE COMPANY LTD	Education Supplies, Shelter/Field Equip.	121,115
Mali		
DIAMA -TOYOTA	Transport	209,421
MOBIL OIL MALI	Fuel & Lubricants	109,416
TOTALFINAELF MALI s.a.	Fuel & Lubricants	116,298
Mozambique		
Agrifocus-Agricultura e Comércio Intl	Laboratory Supplies	112,000
DATASERV LDA	Printing, IT & Office Supplies	163,069
SERIGRAFIA CRESCENTE	Identific. & Signage, Clothing & Footwear	145,614
Myanmar		
MAN International Co., Ltd.	Printing	122,824
Myanmar Pipes & Accessories Co.,Ltd	Water & Sanitation	151,443
SHAY SAUNG PRINTING PRESS	Printing	229,875
Shwe Naing Ngan Printing House	Printing	321,640
Nicaragua		
SUNLINE INTERNATIONAL, S.A	Medical Renewable, Medical Equipment	250,098
Niger		
BUROPA PAPER-	Water & Sanitation, Education Supplies	150,897

REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
Nigeria		
Silhouette International Ltd.	Education Supplies	132,953
SUN FLAG (NIGERIA) LTD.	Household Technology	359,490
SYNGENTA NIGERIA LIMITED	Household Technology	218,659
Pakistan		
DACAAR Handpump Factory,	Water & Sanitation	173,099
H.Sheikh Noor-ud-Din & Sons (Pvt) Ltd.,	Shelter/Field Equip.	573,024
Lareb Printing Press	Printing	406,827
M/S F.K. PVC PIPE COMPANY	Water & Sanitation	123,764
Noorani Printing & Packing Industry	Identific. & Signage, Printing	259,926
Packs Packages,	Warehousing	122,029
Prime Star Industries (Pvt) Ltd.,	Water & Sanitation	151,447
SIGMA PRESS, PRINTERS, PUBLISHERS	Printing, IT & Office Supplies	131,622
Taj Packrite	Warehousing	118,218
Zahra Industries Private Limited	Education Supplies	1,268,212
Peru		
Abbott Laboratorios S.A.	Pharmaceuticals	320,332
Philippines		
EC-TEC COMMERCIAL	Printing, Education Supplies	118,530
Russian Federation		
OOO Artemed	Rehab./Disabilities, Medical Renewable, Medical Equipment	138,829
OOO Vital-PK	Education Supplies	100,711
ZAO Kil-M	Medical Equipment, Rehab./Disabilities	123,623
Senegal		
TYPORAPIDE	Printing, IT & Office Supplies, Education Supplies	131,111
Sierra Leone		
Centrum Investment	Water & Sanitation, Transport	104,880
JOHN MICHAEL MOTORS	Transport	212,160
NATGAS CORPORATION (S. L.) LTD.	Warehousing, Fuel & Lubricants	100,604
Somalia		
SOMALIA	Fuel & Lubricants, Water & Sanitation, Warehousing	106,061
Transglobal International Ltd	Water & Sanitation	316,747
South Africa		
BPSA	Transport, Fuel & Lubricants, Cold-Chain Equipment	146,834
CIP Industries cc	Cold-Chain Equipment	277,416
COLORPRESS (PTY) LTD	Printing	135,437
Discount Steel Trading	Water & Sanitation	364,832
Griffin Exports cc	Education Supplies, Medical/Hygiene Kits, Shelter/Field Equip.	347,700
Maskew Miller Longman (Pty) Ltd.	Education Supplies, Printing	303,190
Nissan South Africa (Pty) Ltd	Transport	256,312
Pacific Paper Technologies (Pty) Ltd	Education Supplies	159,708
TOWNSEND INTERNATIONAL (PTY) LTD	Water & Sanitation, Education Supplies	152,782
TOYOTA SA MOTORS (PTY) LTD.	IT & Office Supplies, Transport	189,443
Yamaha Distributors	Transport	271,753
Sri Lanka		
GUNARATNE OFFSET LIMITED	Printing	128,773
Lazergraphic (Pvt) Ltd.	Education Supplies, Printing	125,674
UNION LANKA STATIONERS	Education Supplies	143,004
Weerodara Stationery (Pvt) Ltd	Education Supplies, Printing	140,826
Sudan		
Hafez El Sayed El Barbary Co. Ltd.	Fuel & Lubricants, Water & Sanitation	234,529
SEABULK TRADING G.S.A.	Water & Sanitation	219,292

REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
UNITED ENGINEERING SERVICES	Warehousing, Water & Sanitation, Education Supplies	164,785
Swaziland		
LEITES MOTORS LTD.	IT & Office Supplies	123,340
Swazi Delta Mbabane	Water & Sanitation	101,874
Sweden		
Sibir International AB	Cold-Chain Equipment	634,478
Switzerland		
Papemo	IT & Office Supplies	714,011
Syrian Arab Republic		
Mhd Nasser Abdallah Al-Kannani	Water & Sanitation	101,851
Thailand		
C.A.S PAPER CO.,LTD.	Education Supplies, Printing	423,048
Eastern Printing Public Co., Ltd.	Printing, Education Supplies	188,081
HUA NAM PRINTING CO., LTD.	Education Supplies, Printing	104,474
RICOH (THAILAND) LIMITED	IT & Office Supplies, Education Supplies	120,605
ROUMSUB INDUSTRY CO., LTD.	Medical/Hygiene Kits	282,314
Turkey		
AJANS-TÜRK Gazete. ve Matb. San. A.S.	Printing	123,463
ARCH KIMYA SAN. VE DIS TIC A.S	Water & Sanitation	941,860
Elit Imalat San. ve Tic. Ltd. Sti.	Education Supplies	230,000
ETSUN Ent. Tarim Urun. AS.	Education Supplies	296,250
Meteksan Printing & Ind. Trade Co.	Education Supplies	329,438
RAM DIS TICARET AS.	Education Supplies, Medical Equipment	320,760
RAMKO Dis Ticaret Ltd. Sti.	Water & Sanitation	151,097
Uganda		
Bros & Company (U) LTD-Transporters	Water & Sanitation, Fuel & Lubricants, Education Supplies	480,672
CRESTANKS LIMITED	Water & Sanitation, Shelter/Field Equip.	716,346
GM TUMPECO LTD	IT & Office Supplies	150,678
GRAPHIC SYSTEMS (U) LTD	Printing	313,498
Techno relief Services (U) Ltd	Shelter/Field Equip.	108,707
United Arab Emirates		
Cosmoplast Ind. Co.	Warehousing, Water & Sanitation	311,957
National Plastic & Building Material Ind	Water & Sanitation	231,025
Transglobal International Ltd.	Shelter/Field Equip., Water & Sanitation	140,998
United Kingdom		
A.J. Cope & Son Ltd	Laboratory Supplies, Diagnostic Test Kits	344,770
Dawson UK Ltd. (Book Division)	Printing	238,177
NRG Group World Accounts	IT & Office Supplies	279,099
United Republic of Tanzania		
TANZANIA PRINTERS LIMITED	Education Supplies, Medical/Hygiene Kits, Printing	820,983
United States		
Atlantic Business Systems, Inc.	IT & Office Supplies	411,884
Fisher Scientific Global Export Division	Diagnostic Test Kits, Laboratory Supplies	117,762
Manchester Technologies, Inc.	IT & Office Supplies	1,359,825
Venezuela		
Technology & System Ideal Net, C.A.	IT & Office Supplies	123,774
Viet Nam		
CONG TY IN & VAN HOA PHAM	Transport, IT & Office Supplies, Printing	106,111
Yemen		
ABDO AL-HAMEED AL-ATHWARY	Water & Sanitation	117,259
AL-ATHWARI CENTER	Water & Sanitation, Rehab./Disabilities	172,134
HASHEM ABDUL-KARIM AL-MAGREBI	Water & Sanitation	185,902

REGIONAL AND LOCAL PROCUREMENT BY UNICEF FIELD OFFICES

(orders over \$100,000)

Supplier	Commodities	Value (US\$)
HUSEIN BEN HUSEIN AL-HABABI	Water & Sanitation	255,904
NASSER SALEH AL-AGBARI	Water & Sanitation, Warehousing	139,797
pta council of parents in ibb	Water & Sanitation	189,102
PUBLIC CORPORATION CARPENTRY	Education Supplies	142,050
YAQWB AHMED HAMED	Water & Sanitation	111,493
Zambia		
INSAKA PRESS CO. LTD	Education Supplies	122,852
NEW HORIZON PRINTING PRESS	Printing, Identific. & Signage, Education Supplies	490,382
SARO AGRI EQUIPMENT LIMITED	Water & Sanitation	147,529
SOCIETY FOR FAMILY HEALTH	Shelter/Field Equip., Water & Sanitation	124,349
Supersonic International Zambia Ltd	IT & Office Supplies, Education Supplies	294,958
Zimbabwe		
AFRI-LINK (PVT) LTD	Nutrition	112,659
MILD ENGINEERING ENTERPRISES	Water & Sanitation	112,175
National Blankets Ltd	Shelter/Field Equip., Clothing & Footwear	137,833
PG BUILDING SUPPLIES	Water & Sanitation, Education Supplies	141,584
ROLDEN TRADING t/a PRESTIGE BOOKS	Education Supplies	160,770
TS Timber (pvt) ltd	Water & Sanitation	120,641
Zero suppliers	Education Supplies	155,144

**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	22,811,567	El Salvador	434,340
Albania	686,816	Equatorial Guinea	151,894
Algeria	1,067,576	Eritrea	4,263,314
Angola	8,235,740	Ethiopia	26,919,925
Argentina	839,065	Fiji	603,635
Armenia	302,357	Gabon	175,220
Azerbaijan	1,165,507	Gambia	1,241,797
Bangladesh	30,327,599	Georgia	208,334
Barbados	239,208	Ghana	15,148,501
Belarus	88,987	Guatemala	548,347
Belize	76,027	Guinea	3,104,945
Benin	2,217,143	Guinea-Bissau	1,255,001
Bhutan	1,143,555	Guyana	131,248
Bolivia	804,515	Haiti	1,248,839
Bosnia and Herzegovina	583,246	Honduras	538,097
Botswana	381,275	India	106,309,656
Brazil	703,521	Indonesia	7,154,360
Burkina Faso	4,349,752	Iran (Islamic Republic of)	1,502,600
Burundi	11,295,757	Iraq	66,042,448
Cambodia	5,805,744	Jamaica	298,465
Cameroon	2,170,558	Jordan	2,875,144
Cape Verde	421,846	Kazakhstan	295,330
Central African Republic	1,517,707	Kenya	27,504,267
Chad	2,314,129	Kyrgyzstan	498,507
Chile	87,249	Lao People's Democratic Republic	1,298,184
China	4,188,141	Lebanon	2,308,838
Colombia	353,539	Lesotho	838,377
Comoros	327,060	Liberia	4,925,392
Congo	879,096	Libyan Arab Jamahiriya	5,212
Cook Islands	8,685	Madagascar	6,531,714
Costa Rica	16,594	Malawi	16,726,272
Cote d'Ivoire	4,801,585	Maldives	157,896
Croatia	3,685	Mali	6,653,303
Cuba	1,546,559	Marshall Islands	10,095
Democratic People's Republic of Korea	6,239,588	Mauritania	2,776,518
Democratic Republic of the Congo	16,596,033	Mauritius	62,743
Djibouti	318,450	Mexico	336,383
Dominican Republic	646,307	Micronesia (Federated States of)	39,393
Ecuador	304,993	Mongolia	582,667
Egypt	7,532,437	Morocco	2,950,006

**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\$)
Mozambique	6,989,929	Tunisia	102,593
Myanmar	10,359,749	Turkey	1,338,290
Namibia	649,636	Turkmenistan	428,556
Nepal	7,672,574	Tuvalu	34,704
Nicaragua	714,609	Uganda	21,955,957
Niger	3,447,886	Ukraine	1,023,036
Nigeria	23,787,938	United Republic of Tanzania	12,690,652
Occupied Palestinian Territory	2,935,142	Uruguay	46,810
Oman	83,846	Uzbekistan	1,651,023
Pakistan	48,493,277	Vanuatu	35,628
Panama	504,745	Venezuela	396,396
Papua New Guinea	811,324	Viet Nam	2,430,118
Paraguay	70,395	Yemen	10,618,649
Peru	987,310	Zambia	12,255,728
Philippines	6,228,669	Zimbabwe	4,547,060
Republic of Moldova	436,396		
Romania	534,580		
Russian Federation	1,662,376		
Rwanda	5,409,609		
Samoa	87,353		
Sao Tome and Principe	116,252		
Saudi Arabia	26,724		
Senegal	3,289,954		
Serbia and Montenegro	1,163,329		
Sierra Leone	4,587,934		
Solomon Islands	87,630		
Somalia	6,202,515		
South Africa	208,576		
Sri Lanka	6,165,052		
Sudan	8,917,114		
Swaziland	1,026,186		
Syrian Arab Republic	1,883,095		
Tajikistan	2,067,120		
Thailand	609,926		
The former Yugoslav Republic of Macedonia	157,860		
Timor-Leste	1,071,326		
Togo	1,351,515		
Tonga	16,526		

**INVITATIONS TO BID AND RESPONSES RECEIVED
(Offshore procurement)**

Country	Number of Invitees	Number of Responses
Argentina	1	1
Australia	15	5
Austria	5	4
Bangladesh	12	7
Belgium	56	39
Botswana	2	1
Brazil	3	2
Bulgaria	1	1
Cambodia	1	1
Cameroon	1	1
Canada	12	5
Chile	1	1
China	39	32
Croatia	1	0
Cyprus	26	24
Czech Republic	13	13
Denmark	264	191
Egypt	2	2
Ethiopia	1	1
Finland	18	15
France	113	73
Germany	209	148
Ghana	1	1
Greece	1	1
Hungary	7	5
India	149	107
Indonesia	7	2
Iran (Islamic Republic of)	2	1
Ireland	9	6
Israel	6	1
Italy	103	69
Japan	25	17
Jordan	14	4
Kenya	3	3
Kuwait	2	1
Lebanon	6	5
Lithuania	2	0
Luxembourg	3	2
Malaysia	25	20
Malta	12	9
Monaco	1	1
Namibia	1	1

INVITATIONS TO BID AND RESPONSES RECEIVED
(Offshore procurement)

Country	Number of Invitees	Number of Responses
Netherlands	78	58
Nigeria	2	2
Norway	35	28
Oman	7	4
Pakistan	16	15
Peru	1	0
Poland	6	1
Russian Federation	4	3
Senegal	1	1
Singapore	1	0
Slovenia	1	0
South Africa	42	25
Republic of Korea	4	3
Spain	54	38
Sweden	36	30
Switzerland	27	14
Syrian Arab Republic	5	5
United Republic of Tanzania	7	6
Thailand	27	22
Tunisia	1	1
Turkey	53	39
United Kingdom	213	140
United States	66	33
United Arab Emirates	43	28
Viet Nam	2	0
Yemen	2	2
Zimbabwe	1	1

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