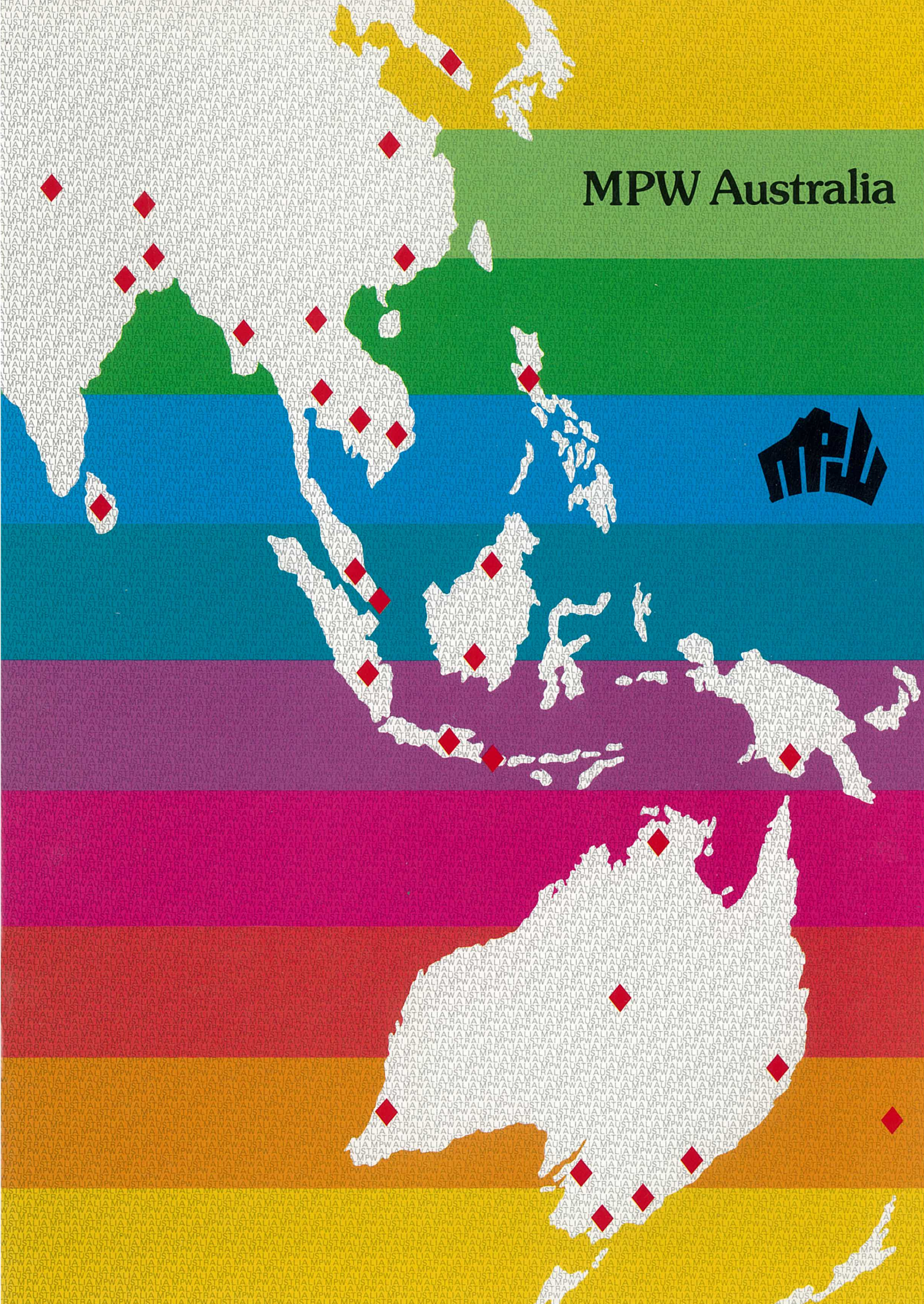
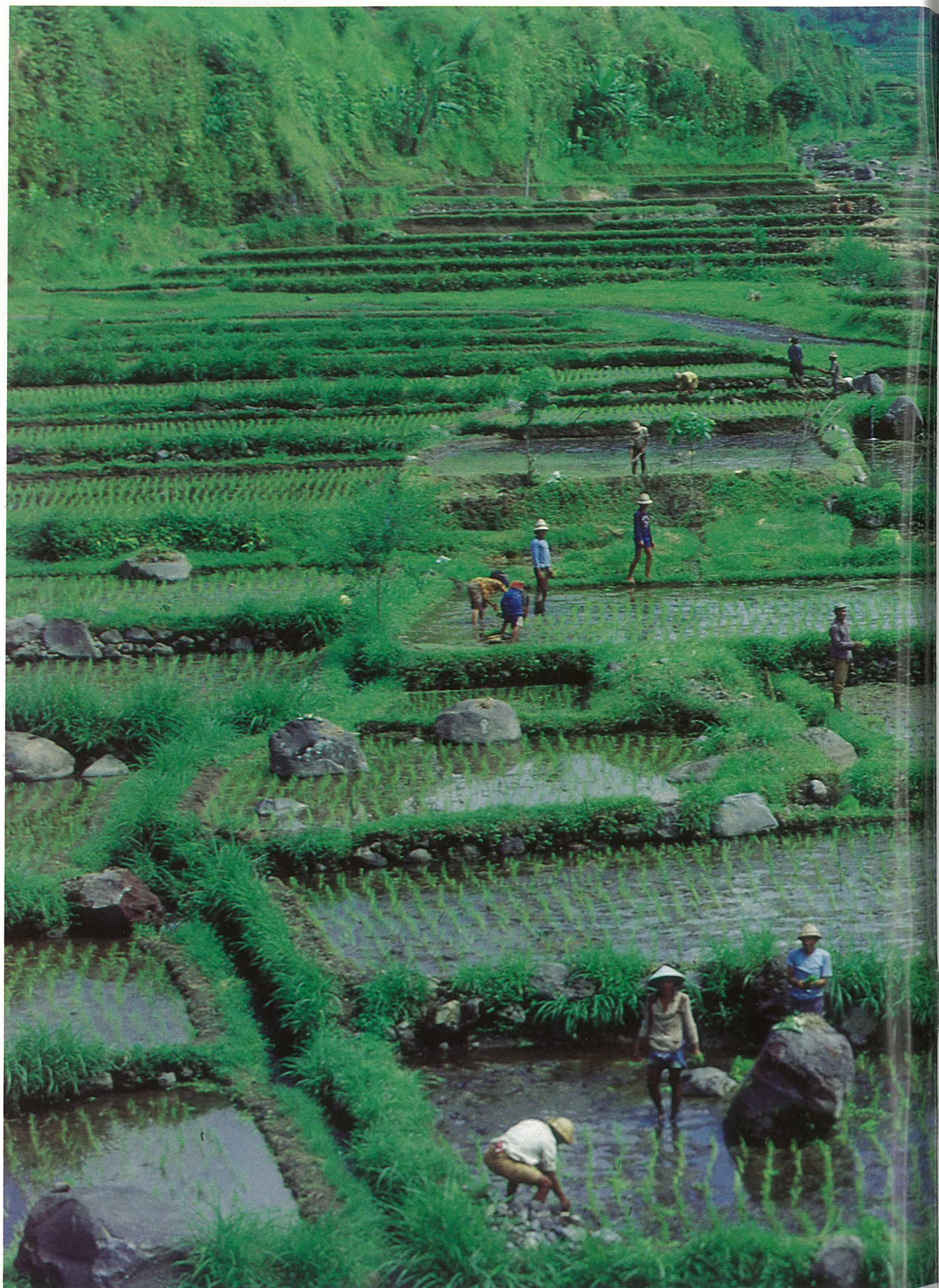


MPW Australia





Principals and Consultants

5

MPW Australia

MPW Australia is a multi-disciplinary company providing services for international development. It includes MPW Rural Development Pty Ltd and a number of other professional practices.

When MPW was established in 1977, its services included agriculture, livestock, economic planning, basic engineering and social sciences. Today, the company's activities also cover management, irrigation and water supply, rural development, marketing, training, agribusiness and investment advice.

MPW has completed projects in more than 25 countries for the major multi-lateral development agencies.

MPW is a leader in the integration of social, cultural and environmental factors where the principal goals are defined in physical, technical and economic terms.

MPW also provides services related to investment options and development strategies and provides both feasibility services and property management services for these investments.

MPW has established unique expertise in skills and training needs assessment and provides services and facilities for training courses. This service, available through the MPW Training Unit, operates in several countries for projects managed by MPW or other companies and agents.

The disciplines required for MPW's activities require both high technology and traditional skills. MPW staff are selected for their suitability to these areas. They are leaders in their fields with proven abilities as professional consultants.

MPW partners, staff and consultants are experienced in project identification, feasibility, assessment, preparation, appraisal, supervision, implementation and evaluation for the World Bank, the Asian Development Bank, the International Fund for Agricultural Development, the Arab Agricultural Authority for Investment and Development, the United Nations Development Programme, the European Development Fund, the Australian ASEAN Economic Co-operation Programme and the Australian, Netherlands and German aid organisations, and governments of various countries directly.



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Affiliated Groups/MPW Offices

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J. Lindsay Falvey



F. Jerry Murray



Phillips J. Young

Principals and Consultants

John E. Leake



Directors

F. Jerry Murray, BA, PhD, MAIAS
 J. Lindsay Falvey, MAgrSc, PhD, MAIAS, MAAC
 John E. Leake
 Phillips J. Young, BVSc, MDA, MAIAS
 Wayne J.K. Haslam, B Eng, M Eng Sc, Dip Plan St, FIEA, MBIM

Senior Consultants

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 John N. A. Reid BS (Eng), MS (MIT) Management, Economics
 David J. King BSc (Agr Eng), M Sc, MAIAS
 Norman S. Welsh BAgSc MAIAS, MAAC
 F. James Crittle BA (Ec) (Hons), Information Systems
 Ray N. Phillips BAgSc, MBA MAIAS, MAAC
 E. Peter Ashby B Rur Sc, Dip Ag Ec, ASA
 Peter Jellinek MSc, PhD, BVSc, (Reproductive Physiology)
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 Peter R. Falvey BAgSc, Dip Ed, MAIAS, MAAC
 Nicholas Smart (Agroprocessing, Marketing)
 David Pentelow BEc (Hons.)
 David J. Caddy BA, T&R Planning, MRAPI
 Lewis McMaster BAgSc, BA (Horticulture)
 Mark L. Wray BAgSc, (Rural Computer Services)
 Phillip S. Arnfield BEc, ASA
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 Valerie P. Kelly BA Dip Pol (Women in Dev)

Senior Project Staff

Ronald F. McMahon BE (Ag) MIE Aust
 John M. Catling DMS AFAIM MInstM

Associate Consultants

Graham K. Gaston BA (Geog), Dip Town Plan, RAPI AIUS AIM
 John C. Henshall BCom (Ec) Dip Town & Reg Plan, RAPI AIUS

Other Staff

MPW has more than 25 professional staff and 20 administrative staff with offices in Melbourne, Adelaide, Brisbane, Perth, Canberra, Sydney and Manila.

Accountants and Bankers

Accountants: Coopers and Lybrand, Adelaide
 Bankers: Commonwealth Banking Corporation, Adelaide
 Financial Controller: Geoff Beaton



Wayne J. K. Haslam

Institutional Development and Training

Institutional Development includes sociological services, general management consulting and analysis, training needs assessment, and definition of duties. Sociological services include identifying social constraints, and fitting technological innovation to values and social structures.

Institutional and Social Development Project Examples

Bangladesh: Livestock Development Project II (ADB).

Indonesia: Bah Bolan River Development (ADAB). **Nepal:**

Command Area Irrigation Project (ADB). **Thailand:** Village Water Supply Project (ADAB); Ministry of Agriculture Support Services Project (IBRD). **Bangladesh:** Ganges-Kobadak Irrigation Project (ADB); Second Tubewell Project (ADB). **Malaysia:** Resettlement Projects (Sabah Government). **Nepal:** Second Hill Irrigation Project (ADB); Command Area Development Project (ADB).

Philippines: Davao Del Norte Irrigation Project I (ADB); Smallholder Livestock Development Project (ADB). **Pakistan:**

Left Bank Outfall Drain Project (IBRD/ADB); Chasma Right Bank Irrigation Project (ADB); On-Farm Water Management Project (ADB). **Sri Lanka:** Kirindi Oya Irrigation and Settlement Project (ADB), Cyclone Resistant Construction Technology (ADAB). **Thailand:** Land Titling Project (IBRD/ADAB); Village Water Supply Project (ADAB).

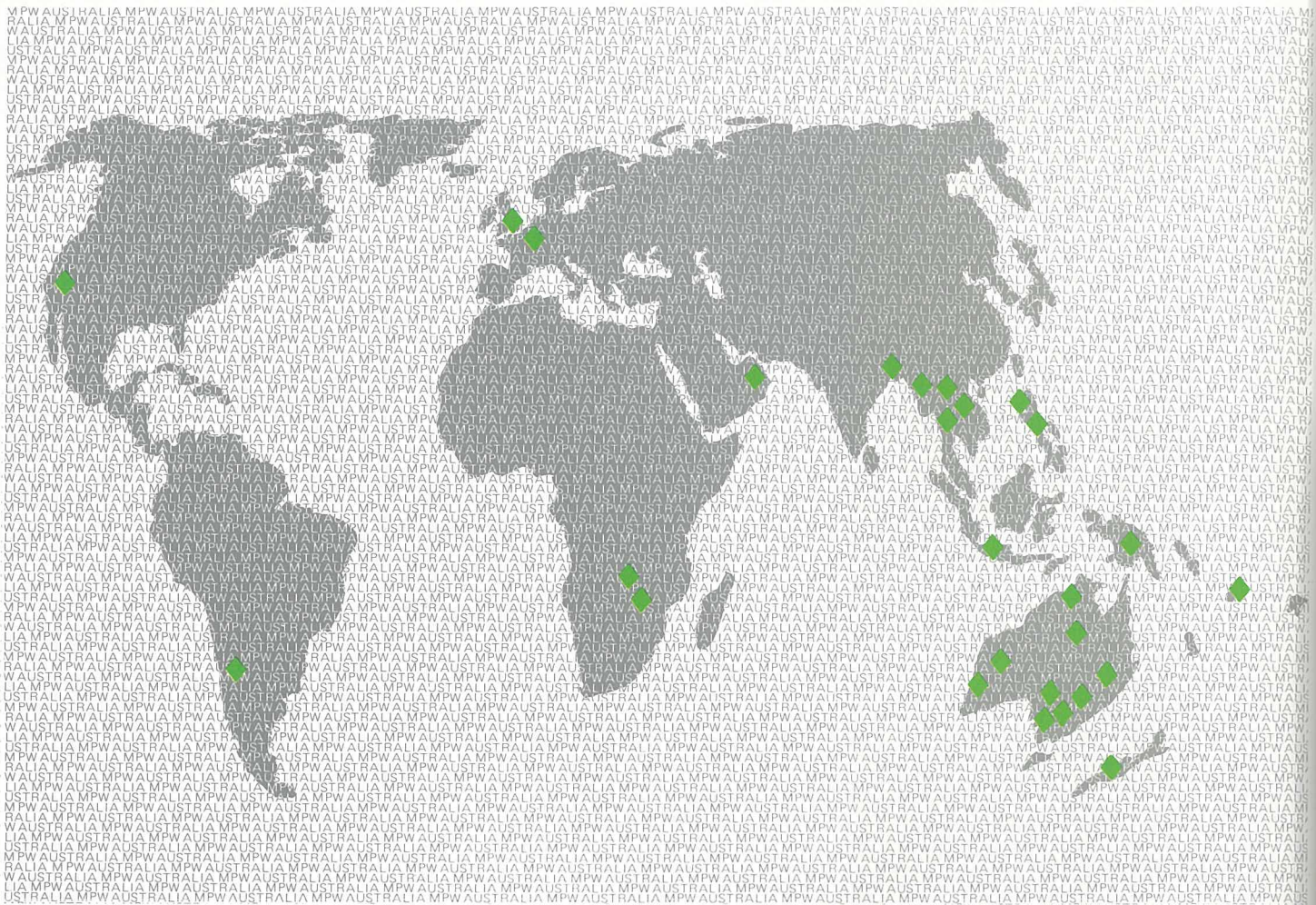
The MPW Training Unit operates from its own fully equipped seminar facilities, or in client facilities. Expertise includes training needs assessment, skills gap analysis, curriculum development, course co-ordination, instruction, evaluation, program planning.

Training Project Examples

Australia: Evaluation of university courses in development at Queensland, New England, ANU (ADAB); Training of foreign students in cattle management (private clients). **Brunei, Indonesia, Malaysia, Philippines, Singapore, Thailand:** Intensive workshop on Australian Investment in ASEAN Countries (AAECP). **Indonesia:** Meat processing skills (private clients).

Lao-PDR: Agricultural Rehabilitation and Development Projects (World Bank); Integrated Agricultural Research Project (UNDP); Cassava Utilisation Project (ADAB). **Nigeria, Kenya, Ethiopia, Sierra Leone, Ghana, The Gambia, Uganda:** Three month Preservation of Stored Cereals Training Course (ADAB). **Pakistan, India, Bangladesh, Nepal:** Three month preservation of Stored Cereals Training Course (ADAB). **Philippines:** Three month rural marketing and extension course (ADAB); Three month agricultural marketing course (ADAB). **Thailand:** Three month agricultural extension and marketing course (ADAB); Three month management, planning and agricultural development course in Thailand (ADAB); Department of Agricultural Extension staff development outline; Department of Livestock (IBRD/ADAB); Training of provincial planners (ADAB); Study tours for technicians, planners and administrators (ADAB).





MPW Australia has extensive experience in agricultural and horticultural development in Asia, the Pacific, Africa and Australia.

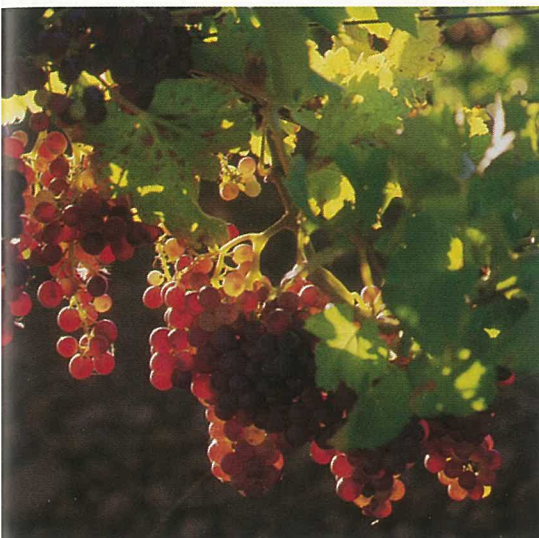
Agriculture and Horticulture

Agricultural Project Examples

Australia: Various private investments clients in all states of Australia. **Bangladesh:** Assessment of village agricultural production (NGO). **Burma:** Burmese Agricultural Farm Produce Corporation (UNDP); Mandalay Dairy Development Project (ADAB). **Fiji/South Pacific:** Regional study for food security planning (FAO/ADAB). **Lao-PDR:** Agricultural Rehabilitation and Development Projects (IDA/IFAD); World Bank economic report of Lao-PDR published in 1983; Agricultural projects preparation (UNDP); Programme for agricultural projects for presentation to the United Nations Round Table Conference, Geneva (UNDP); Cassava production and utilization project (ADAB). **Oman:** Feasibility of eight projects to support finance applications to Arab financing agencies. **Philippines:** Central Visayas Regional Project (IBRD); Farm Systems Development Corporation. **Thailand:** National Agricultural Research Project (IBRD); Rural Development Project (IBRD); Pasture production programme (UNFDAC); Thai German Highland Development Project (GTZ). **Zambia:** Agricultural planning of development projects (NGO). **Zimbabwe:** Economic review services for agriculture (NGO).

Horticultural Project Examples

Australia: (private clients) Property development plans for chestnuts, blueberries, grape vines and exotic fruits in Victoria; Financial and technical analysis for vegetable and horticultural crops and a large monocultural strawberry production unit in South Australia; Vineyard developments in South Australia; Export of fresh perishable produce from Australia to Europe and United States; Consulting to blueberry growers in Victoria and South Australia; Production of cut flowers for daily supply to domestic markets. **Chile:** Preliminary market analysis for horticultural crops in Australia for comparison with the production bases of similar crops in Latin America (private client). **Philippines:** Advice for the establishment of a large horticultural development (private client). **Thailand:** Cashew development project (World Bank); Village horticultural development programmes (World Bank).



MPW has wide ranging experience in livestock, including ruminants (meat, milk and draught) and monogastrics in both smallholder and intensive systems.

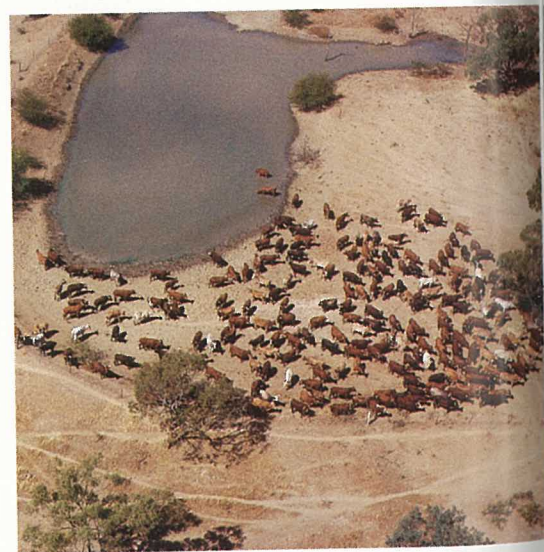
Project Examples

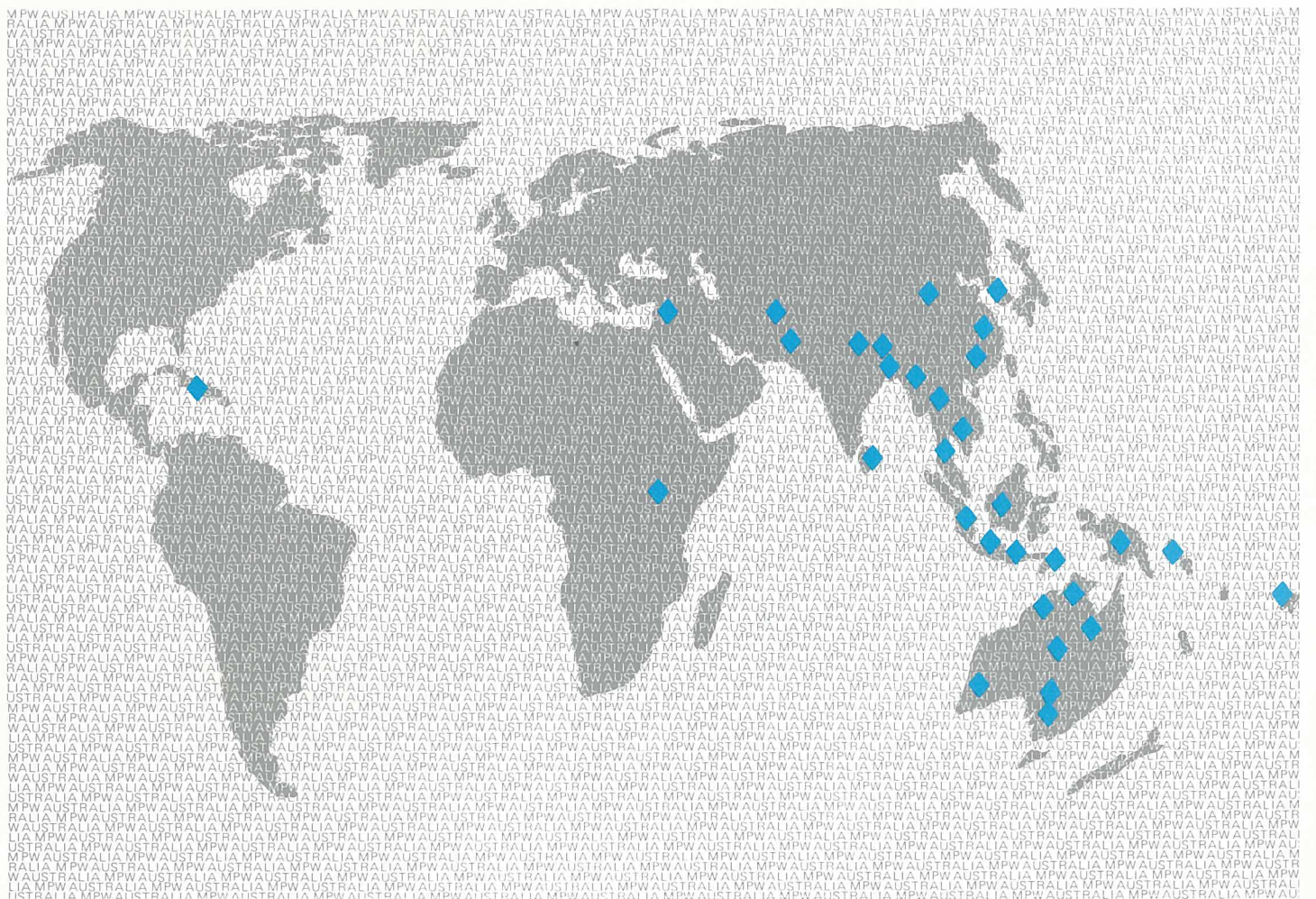
Bangladesh: Preparation of Second Livestock Development Project (ADB); Chittagong Hill Tracts Project Identification (ADAB).

China: Northern Pastures and Livestock Development Project (IFAD); General Identification Mission to China in 1983 (IFAD);

Livestock

Qinghai Province Project (WAOPA); Ruminant livestock study (World Bank); Modernising farms in Qinghai Province (WAOPA); Nan Shan Dairy Development Project (ADAB). **Indonesia:** Kalimantan/Livestock Project (private client), Transmigration Area Development Project (IBRD); Cattle ranches in Sumatra and Timor (private client); Pilot Livestock Development Project preparation in East Nusa Tenggara (ADAB); Smallholder Cattle Development Project (IFAD); Second Smallholder Cattle Development Project (IFAD/World Bank). **Kampuchea:** Livestock Increase Programme (Australian Refugee Trust). **Lao-PDR:** Livestock Development Project Preparation (ADAB); Agriculture Rehabilitation Projects (IDA/IFAD); Agricultural Rehabilitation and Development Project IV (IDA). **Malaysia:** Pahang Barat Integrated Agricultural Development Project (ADB). **Nepal:** Livestock Development Project II (ADB). **Pakistan:** Barani Area Development Project (ADB). **Papua New Guinea:** Food and Nutrition Project (IFAD). **Solomon Islands:** Livestock Development Project (ADB); Second Livestock Development Project (ADB). **South Korea:** Livestock Development Study (ADAB). **Sri Lanka:** Review of Government Livestock Farms (GTZ). **Syria:** Livestock Project Review (IBRD). **Thailand:** Livestock research programme of Highland Agricultural Project (ADAB); National Livestock Project (World Bank/ADAB); Smallholder Livestock Development Project (ADB); Northeast Livestock Development Project (World Bank). **Uganda:** Rehabilitation of beef industry (ADAB). **Vietnam:** Cattle development project (ADAB). **Western Samoa:** Agricultural Sector Study (ADB). **West Indies:** Evaluation and Development Plan for Antigua Live stock Industries (EDF).





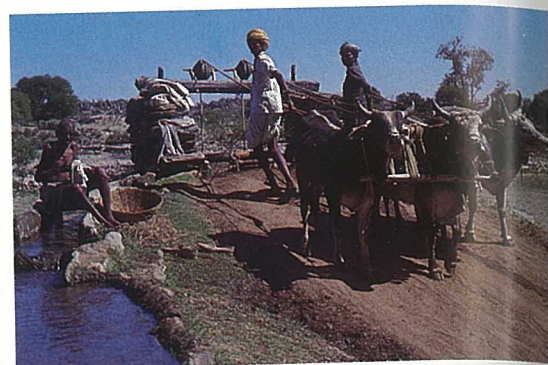
MPW has international expertise in irrigation and water supply projects, including planning, water usage, institutional, economic, water user and training skills.

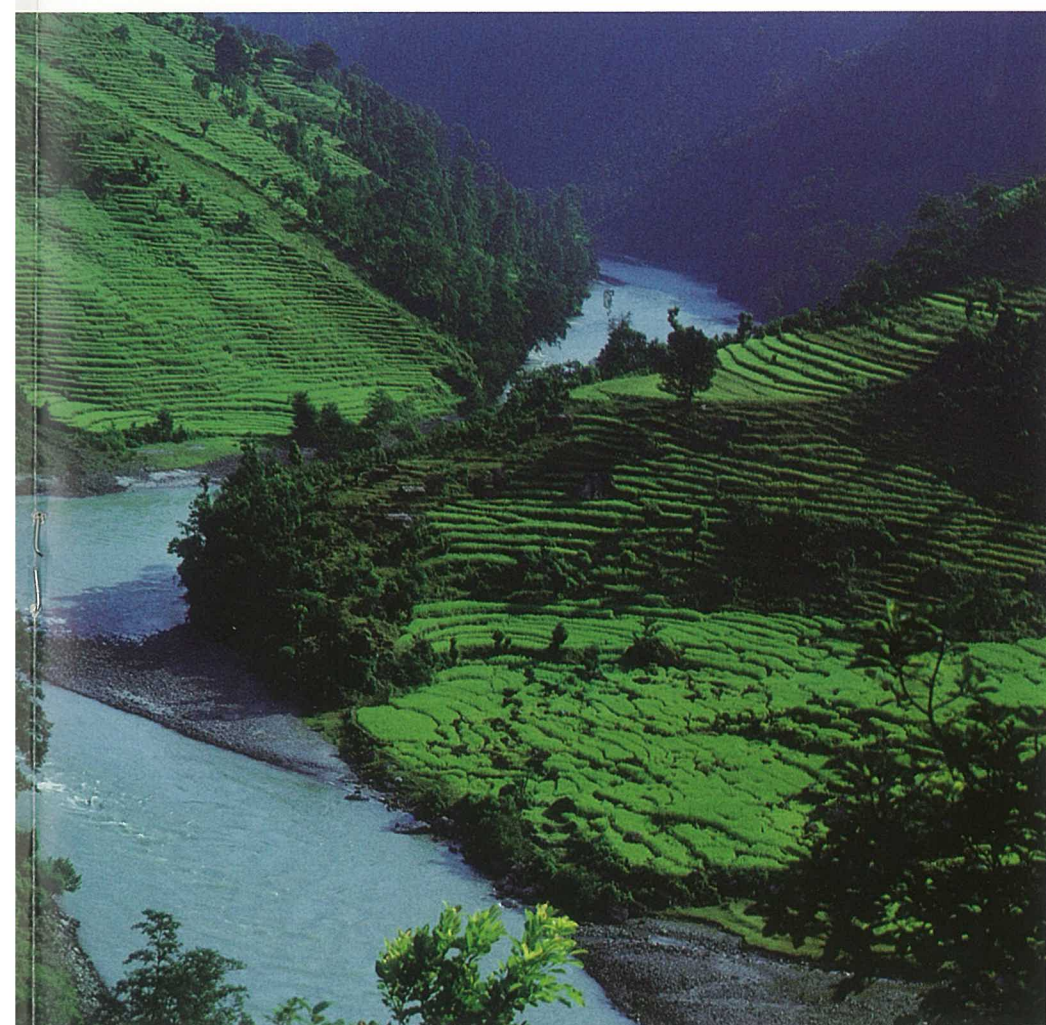
Project Examples

Australia: Irrigation planning and water scheduling for horticultural properties (private client); Camballin/Liveringa Property Appraisal and Development Plan (private client); Glasshouse Watering System Design and Installation (private client); Dam siting and supervision (private client). **Bangladesh:** Small scale irrigation of village gardens (ADAB). **Burma:** Pump Levee Irrigation of Fodder Crops, Mandalay Dairy Development Project (ADAB). **China:** Modernisation of a flood irrigation system in Qinghai Province (WAOPA). **Indonesia:** Integrated Plan for river

Irrigation and Water Supply

basins development in Central Java (ADB); Bah Bolan River Improvement Project (ADAB). **Lao-PDR:** Research Project Design for Irrigation Crops (UNDP); Supervision of rice Irrigation project (IDA); Evaluation of expansion of irrigation projects (IDA). **Nepal:** Eastern Terai Irrigation Project (ADB); Command Area Development Project (ADB); Second Hill Development Project (ADB). **Pakistan:** On-farm Water Management Project (ADB); Chasma Right Bank Irrigation Project (ADB); Left Bank Outfall Drain Project (World Bank/ADB). **Sri Lanka:** Kirindi Oya Irrigation and Settlement Project (ADB). **Sudan:** Feasibility study for water pumped from the Blue Nile (DANIDA); Gezira Irrigation Scheme (FAO). **Thailand:** Management of the Thai-Australian Village Water Supply Project (ADAB); Irrigation Agriculture Training Proposals (DOAE); Water supply in Land Settlements (DPW). **Uganda:** Strategies for Livestock watering (ADAB). Senior staff of MPW at Associate Director and Senior Consultant level have additional experience with medium and small scale irrigation projects and provincial and rural water supply projects in Lao-PDR, The Philippines, Thailand, Nigeria and Bangladesh. Projects were financed by governments, IBRD, ADB and ADAB and required engineering, agricultural, planning, sociological and training skills.





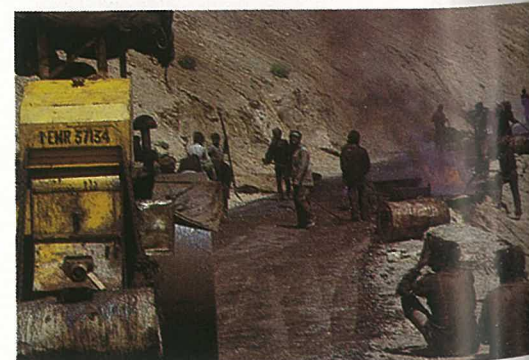
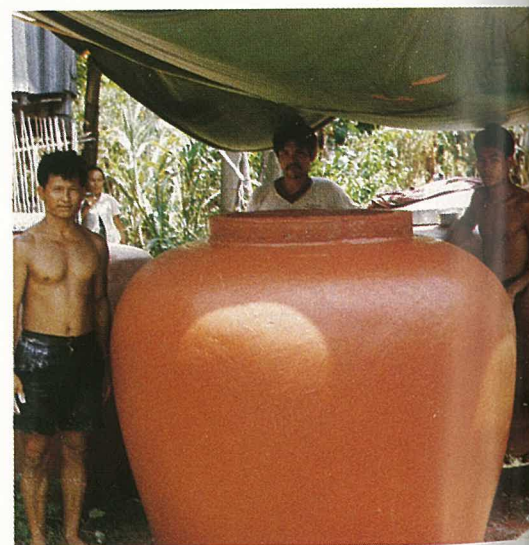
MPW possesses the key disciplines of rural development projects including economics, marketing, financial analysis, institutional development, training, rural sociology, agriculture, livestock services, land development, farm management, project management and basic engineering.

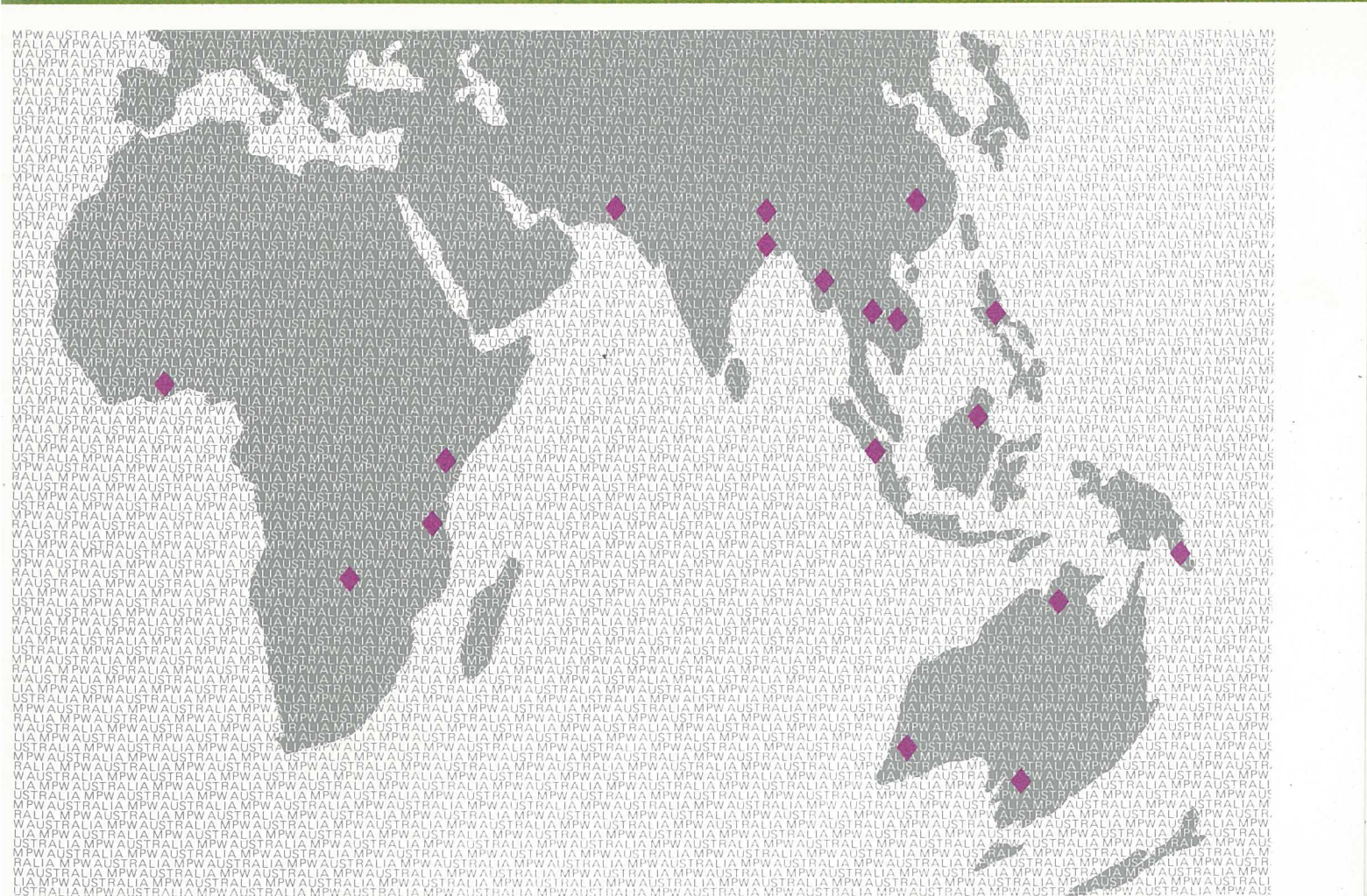
Project Examples

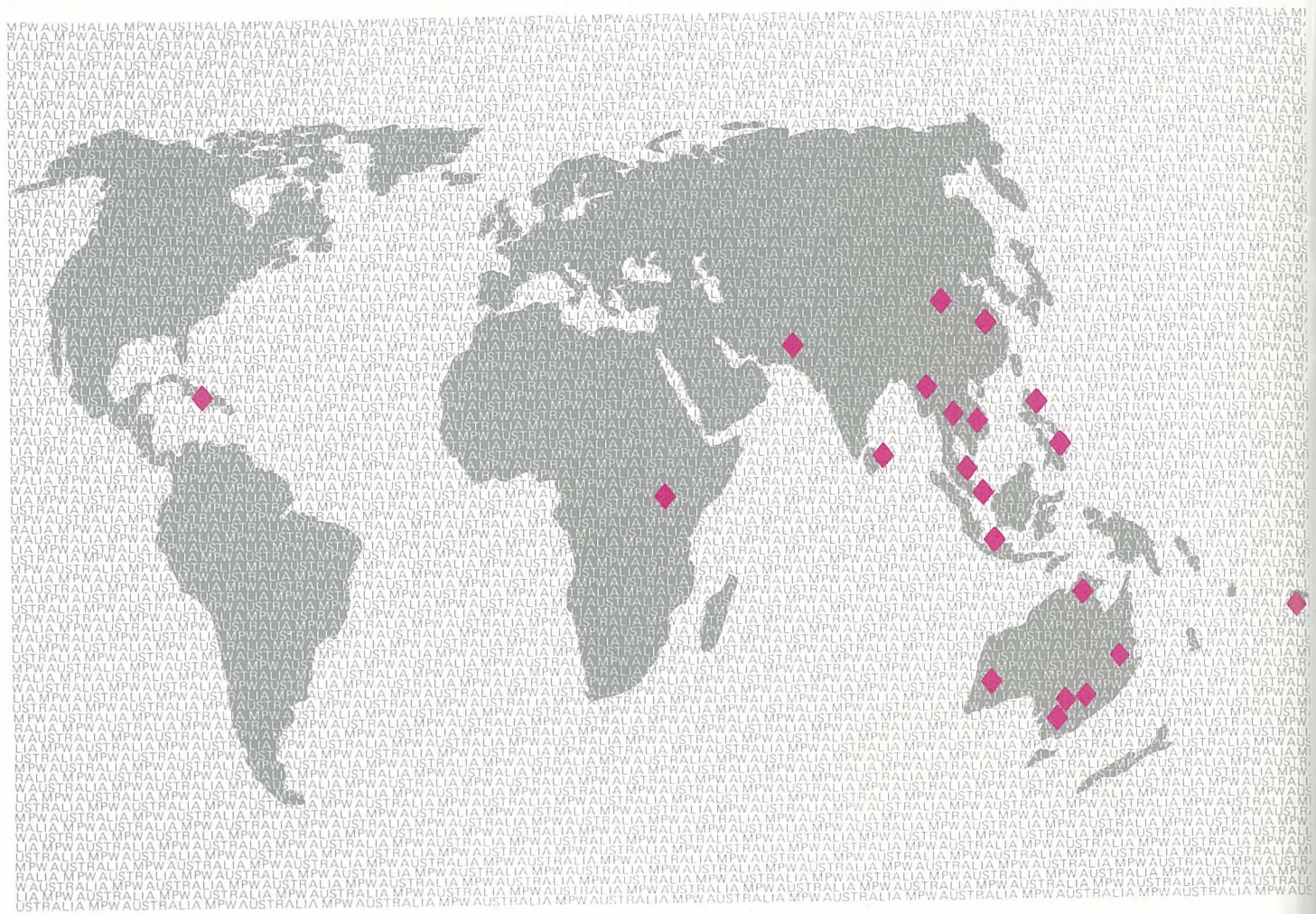
Australia: Development feasibility studies and management of properties in the tropics of Northern Australia; Properties management in the mediterranean regions of South Australia and Western Australia. **Bhutan:** Alpine Rangeland Project (ADB). **Burma:** Agricultural integration in the Mandalay Dairy Development Project (ADAB). **Bangladesh:** Chittagong Hill Tracts Project Identification (ADAB); Ganges-Kobadak Irrigation Project (ADB). **China:** Qing-Hai Area Development Planning (WAOPA); Northern Pastures Project Supervision (IFAD/UNDP). **Ghana/Zambia/Tanzania and Kenya:** Identification mission for rural development projects (ADAB). **Indonesia:** Smallholder Cattle Development Project (IFAD); Bah Bolan River Improvement Project (ADAB). **Lao-PDR:** Integrated Development Project Design (UNDP); Agricultural Rehabilitation and Development Projects Appraisal and Supervision (IDA/IFAD/FAO-CP).

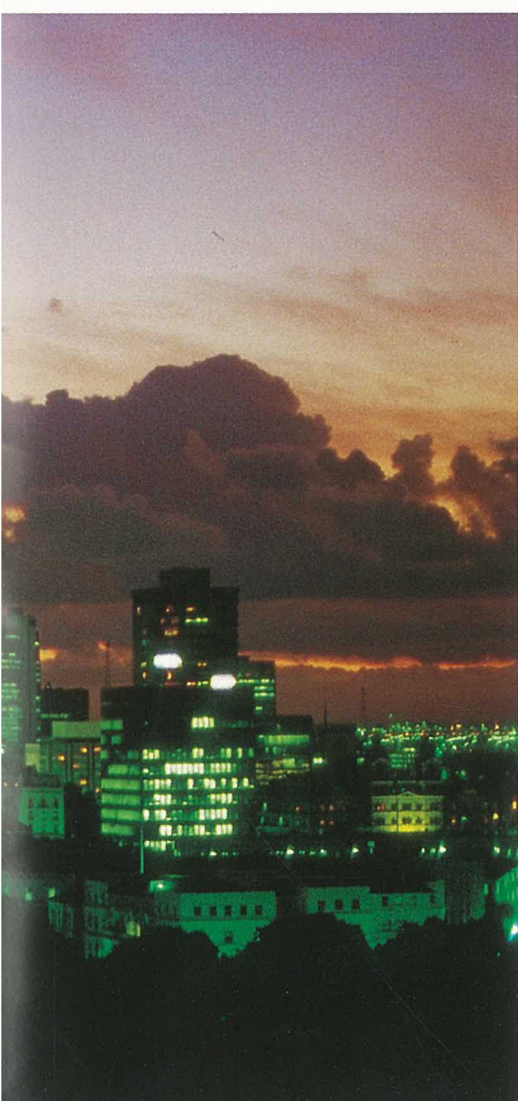
Rural Development

Malaysia: Resettlement Project (Sabah Government). **Nepal:** Command Area Development Project (ADB); Second Phase Small Farmers Development Project (IFAD). **Pakistan:** On-Farm Water Management Project (ADB). **Papua New Guinea:** Food and Nutrition Project (IFAD). **Philippines:** Central Visayas Regional Project (IBRD); Zamboanga Del Sur Development Project Livestock Integration Planning (ADAB). **Sri Lanka:** Kirindi Oya Irrigation and Settlement Project (ADB). **Thailand:** Thai-Australia Village Water Supply Project (ADAB); Rural Road Improvement (ADAB); Rural Development Project (IBRD); Land Titling Project (IBRD/ADAB); Highland Agricultural Project (ADAB).









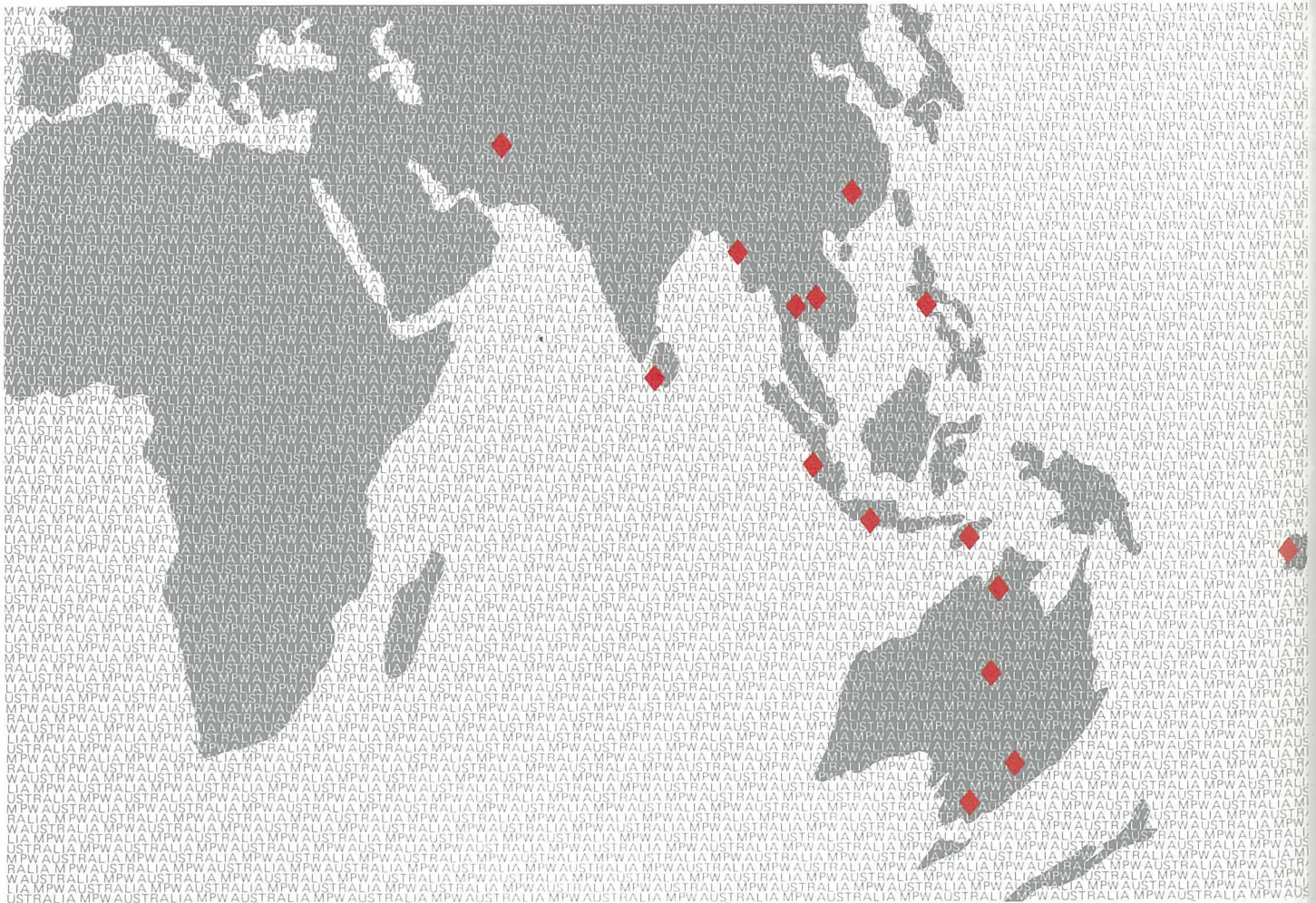
Economic planning and investment policy formulation is conducted by international economic planners, policy formulation specialists, technical planners and project economists. MPW provides investors and governments with economic planning and policy interpretation services, such as preparation of five year plans which is an integral part of development in many countries. MPW also provides economic planning inputs for regional planning and national planning within specific sectors.

Project Examples

ASEAN Countries: Foreign investment promotion training for investment authorities (AAECP). **Australia:** Survey of Investment in Australian Agriculture; National Agricultural Sector Study; Environment Impact Studies; Investment of Foreign Government in multi-million dollar northern Australian properties; Investment of foreign company in multi-million dollar properties; Management of technical and financial aspects of private investments in agribusiness; Genetic Engineering Investment Feasibility; Agricultural Produce Export Marketing. **China:** Agricultural Investment (IBRD/IFAD/UNDP). **Indonesia:** Investment in private Agriculture and Agroprocessing; Economics of various projects (IFAD). **Lao-PDR:** Agricultural Sections of the World Bank Economic Report (IBRD). **Philippines:** Investment Analysis for Horticulture (private client); Economic Study of Livestock Production (ADB); Dairy Sector Study (ADB). **Sri Lanka:** Recommendations for Livestock Policy and Investment (GTZ). **Thailand:** Investment Promotion-Workshop and Training (ADAB); Board of Investment Livestock and Livestock Products (UNDP/IBRD); Financial Analysis of Village Water Supply Sector (ADAB); Economics of Intensive Cattle and Buffalo Production (ADB and IBRD); Private

Finances and Economics

investment in agriculture; Cashew feasibility. **Western Samoa:** Agricultural Sector Study (ADB). **West Indies:** Economic Assessment of Livestock Industries and Forecasts (EDF). MPW assists in sector and economic reports as prepared by the World Bank and other international financing agencies. These services are commonly based on the expertise of MPW professional consultants with the country and agency concerned.





Agroprocessing

Agroprocessing is important for adding value to agricultural products; MPW plans and manages various aspects of agro-processing projects on behalf of private and institutional clients.

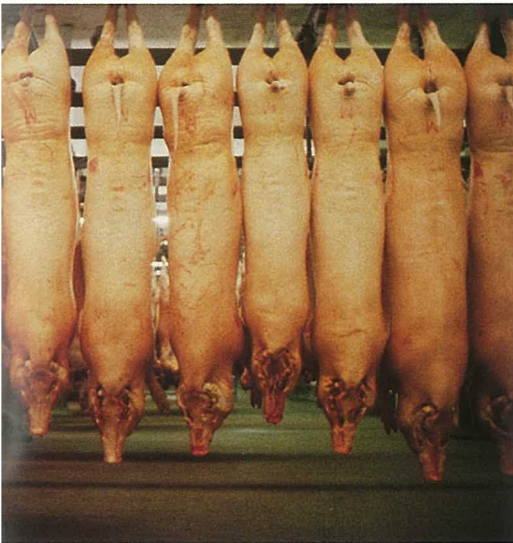
Project Examples

Australia: Gamma-Irradiation treatment of fresh strawberries for export by air to Europe and USA (private client); Management of export abattoir at Alice Springs, Northern Territory (private client); Training in Grain Seed Processing and Storage (ADAB); Trial Packaging for Strawberries (private client); Packaging of Herbs (private client). **Burma:** Responsible for the implementation of a \$12 million milk processing facility in Mandalay in association with CMPS (ADAB). **Indonesia:** Portable abattoir installation (private client); Meat plant design and butcher training (private client). **Lao-PDR:** Processing of cassava and maize into monogastric feeds (ADAB); Importing and processing of maize from Thailand (IDA/IFAD); Sugar production and processing industry (IDA/FAO-CP); Rehabilitation of rice mills (IDA/OPEC); Identification of projects for the Round Table Conference, Geneva (UNDP). **Solomon Islands:** Abattoirs feasibility. First and Second Livestock projects (ADB). **Thailand:** Meat processing plants in Northern Thailand (Thai Board of Investment); Processing factory pineapple waste to animal feed (ADB); Crop by products for intensive fattening and dairy production (IBRD/ADAB); Cashew processing pre feasibility and design (IBRD and GTZ). Senior Consultants of MPW have also provided services in seed processing and preservation, rice, maize, oil seed crops, meat, wool, and milk processing, preparation of specifications for equipment and oil seeds processing.

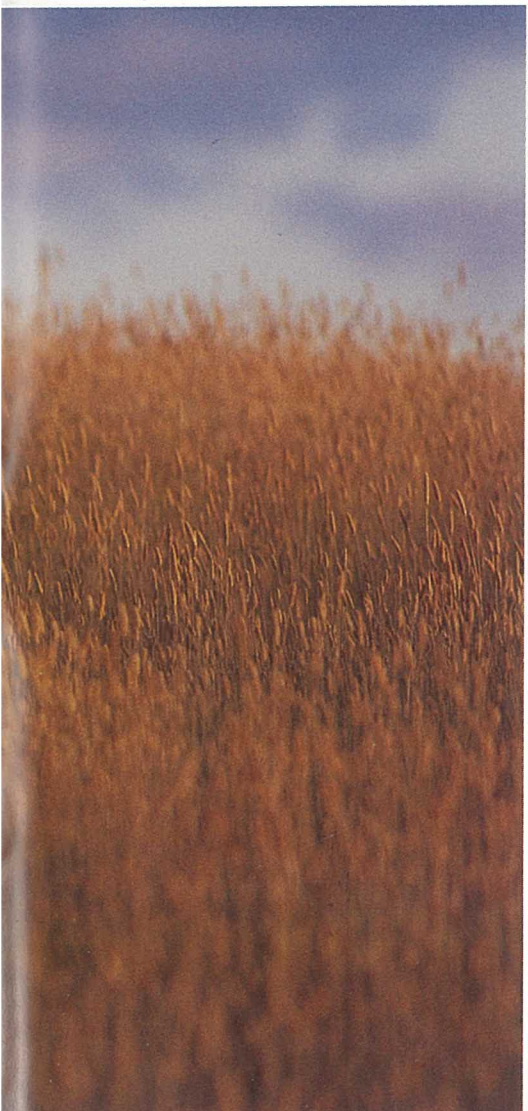
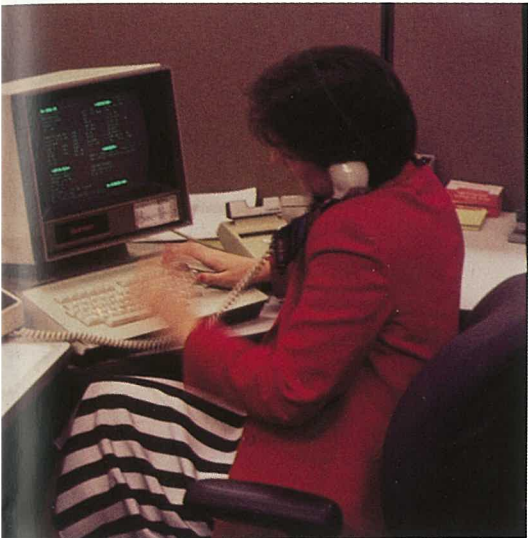
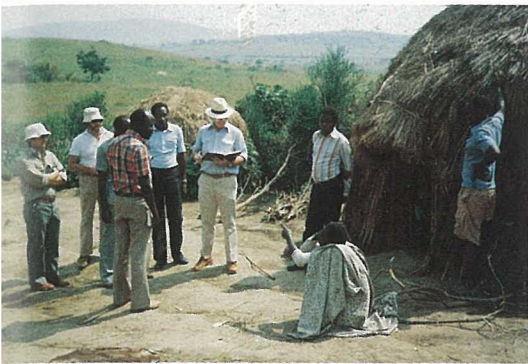
Agribusiness

MPW has provided services for agribusiness investors for design, feasibility and evaluation of enterprises. Upgrading of traditional Australian properties to include new techniques under conditions of controlled management has been employed to increase potential profitability from these properties.

Agroprocessing and Agribusiness







MPW provides full project management services to ensure efficient co-ordination of inputs, including staff selection, and management procurement, monitoring and reporting. Project management expertise ranges from large integrated projects to detailed feasibility studies.

Project Examples

Australia: Training Course Co-ordination and Management (ADAB and others)—regular management services for intensive three months courses in management, marketing, agriculture and technology. Cattle Property Management (private clients)—staff have provided property management services for some 24 properties. Agricultural Sector Analysis and forecast (corporate client)—management, co-ordination and documentation of an extensive review for investment policy formulation. **Bangladesh:** Second Livestock Development Project (ADB-TA). **Bhutan:** Alpine Pastures Rehabilitation Project (ADB-TA). **Burma:** Mandalay Dairy Development Project (ADAB)—designated agent of ADAB on behalf of MPW CMPS. The project is costed at some AUD 12 million and is based on components of project management, dairy development and factory construction and operation. **Indonesia:** Cattle Property Management (private client)—staff have provided full services of management for two extensive cattle properties. Portable Abattoir Management (private client)—staff have provided services for installation and management. Cattle Shipping and Trading Company—staff have provided services to supervise operations of Inter-island cattle trading. **Sri Lanka:** Government Livestock Farms (GTZ)—management of review of government livestock farms. **Thailand:** Thai-Australian Village Water Supply Project (ADAB)—full management, co-ordination and staffing. The project has seven full time MPW professional staff in addition to short term inputs. Land Titling Project (IBRD/ADAB)—management and consultancy inputs for the socioeconomic components. Ministry of Agriculture Support Services Project (IBRD/ADAB)—preparation and project design inputs for the National Livestock project.

Project Management

Affiliated Groups

MPW Australia has established formal associations with key groups to complement the skills of the Company. In all cases, associations are based on agreements of professional principles and compatibility of company operations.

Austweather International Pty Ltd: a private meteorological consulting group providing specialist services to agriculture, industry and developments requiring detailed and site specific forecasts of weather in the short and long term. Austweather International also provides services to international agencies such as the World Meteorological Organization. MPW Australia and Austweather Australia are joint owners of Austweather International.

A & R International Co: a Thai professional consulting company providing high level services in management, planning, irrigation, water supply, rural development, fisheries and agriculture in Asia.

E.P. Ashby and Co: a farm management and accountancy practice providing computerised services for agriculture and regular updates on financial management in South Australia. The practice has merged with MPW.

R.N. Phillips and Associates: a management and farm advisory practice serving Victoria, providing services to Government for regional planning and management and farm feasibility, advice and management. The practice has merged with MPW.

AREC (Australian Revegetation and Environmental Consultants Pty Ltd): a firm providing specialist services in reafforestation and rehabilitation of arid lands to restore and preserve productive capacity. MPW is a shareholder in, and provides professional staff and management expertise for AREC. The firm has contracts in the Middle East and Australia.

Universities, colleges and key public sector organisations have agreements with MPW to jointly provide specialist services, particularly in the fields of education, training and new technology.

Melbourne: MPW Australia, 302 Little Lonsdale St, Melbourne 3000. Telephone: (03) 67 5244 Telex: AA151206 MPWVIC. Fax: (03) 67 4497. (Dr J. Lindsay Falvey)

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Sydney: MPW Australia, 2 Fir Tree Avenue, West Ryde NSW 2114. Telephone: (02) 858 2723. Telex: AA121822 (SY1545) PUBTLX. Fax: (02) 635 6060. (Mr F. James Crittle)

Manila: MPW Australia, Magsaysay Centre, Roxas Blvd, Metro Manila, Philippines. Telephone: 59 1179. Telex: PH27995 MPWML PH. (Dr F. Jerome Murray)

Bangkok: Representative office: A & R International Pty Ltd, 71/5 Setsiri 2nd Rd, Kwang Samsen Nai, Phya Thai, Bangkok. Tel: 279 7576. Telex: TH20666 Rajapak Attn: Dr Apichart

Jakarta: Licensed office: P. T. Opak Daya, Kav C-18 J1. H.R. Rasuma Said, Jakarta. Tel: 514 057, 514 058. Telex: JA45419 Pb

Rangoon: Representative office: 18A Natmauk Road, Rangoon. Telephone: 01 50032. Telex: BM 31202 MDCS

Singapore: Representative office: Soon Douglas (Pte.) Ltd, 6 Benoi Road, Jurong, Singapore 2262. Tel: 861 4944. Telex: RS23620

MPW Offices

