



ENTERPRISE PARTNERS

Expression of Interest (Eoi)

Technical Assistance & Application for possible Intervention Partnership Fund (IPF): Leather Finishing Improvement Intervention

The Leather Finishing Improvement Intervention seeks to encourage and assist interested tanneries in Ethiopia to produce and supply finished leather of international standard to both domestic and export markets. The support among other includes technical assistances by chemical companies' high-level finishing experts and risk sharing grant up to £40,000. The Eoi used to identify and select up to 10 tanneries to be considered in the intervention initially.

1. Basic Information

Company Name and		
Contact Details:		
Contact Person:		Designation;:
Mobile No.	E-mail	

2. Which chemical companies you would like to partner with? (Circle one of them)

- a. Stahl
- b. CODYECO
- c. Other _____
- d. Other _____

3. What is your tannery's average annual processing capacity? What percent of this capacity is being utilized?

Process stages	Unit Measure	Processing Capacity			Capacity Utilization in Percent		
		Cow Hides	Sheep Skin	Goat Skin	Cow Hides	Sheep Skin	Goat Skin
Beam house							
Retained leather							
Crust leather							
Semi and basic finished							
Properly finished							
Other							

If you have any difficulty of completing the application form or requires more information about the intervention and the Intervention Partnership Fund, please contact Ato Tewodros Yilma, Leather & Livestock Intervention Manager of Enterprise Partners at: Tewodros_Yilma@enterprisepartners.org or call 0911-51-73-46



4. If your tannery's capacity utilization is below the capacity, what are the main reasons?

- a. Lack of market
- b. Price of product
- c. Quality of product
- d. Quantity of product
- e. Others _____
- f. Other _____

5. What are the main products your tannery is producing? (List maximum four main products)

- a. _____
- b. _____
- c. _____
- d. _____

6. Who are the major buyers of your products?

- a. Shoe manufacturing
- b. Garment manufacturers
- c. Leather glove manufacturers
- d. Leather goods manufacturers
- e. Others _____
- f. Other _____

7. If you are exporting what is the average share of your export to the total sells?

- a. Below 25%
- b. Between 25% to 50%
- c. Between 50% to 75%
- d. Other _____

8. If you are exporting what are the major export products? (List maximum four main products)

- a. _____
- b. _____
- c. _____
- d. _____

9. Does your company has a capacity gap on leather finishing techniques? If so what are the gaps? How are you thinking to solve them? Explain?

10. If you think that chemical companies could play role in helping solve the leather finishing capacity gap of your company what are the possible roles?



11. If you are aware of the leather finishing capacity improvement Intervention of EP in collaboration with ELIDI and ELIA, are you interested to participate in the program? Yes No

12. If you are interested to participate in the intervention program, are you willing to do your part to make the intervention successful? ? Yes No

13. If you are aware of the Intervention Partnership Fund to support participating tanneries, do you want to apply for the fund? Yes No

14. If you want to apply fund can you indicate how you plan to use the fund?

15. Can you explain as how your planned use of the fund contributes to achieve objectives of the leather finishing capacity improvement?

16. Any other comment
