

DTI 2005 ANNUAL REPORT

Secretary's Message

The year 2005 was pivotal for the country as it experienced rigorous challenges emanating from national and global events. Despite these various ordeals, the economy still grew by 5% mainly due to its inherent resiliency and the national leadership's focused efforts at attaining economic progress.

Consistent with government's priorities, the Department of Trade and Industry (DTI) continued its programs and projects in support of its own mandates, namely: development and promotion of micro, small, and medium enterprises (MSMEs); industry and investments growth; export expansion; consumer welfare and protection; and good governance and service excellence.

The Department's unwavering commitment to attain its goals reaped positive results. One such success was in providing access to funds to MSMEs where some PhP31.6B in loans were released to 14,930 MSMEs in 2005 under the government's SME Unified Lending Opportunities for National Growth (SULONG) Program.

Furthermore, the country received the top honors given by the Consultative Group to Assist the Poor (CGAP), a World Bank-assisted body advocating microfinance development, for being the best among 99 countries at implementing microfinance programs.

Another area where DTI attained encouraging results was in attracting new investments in addition to retaining, expanding, and diversifying existing investments. DTI's interventions generated a total of PhP231.03B worth of investments registered with the Department's Board of Investments (BOI) and Philippine Economic Zone Authority (PEZA), providing 118,141 new jobs.

On the other hand, DTI's strategies to expand the country's exports of good and services managed to contribute 3.89% to overall economic growth, defying a volatile global market. Significant accomplishments were recorded in several export sectors, particularly in garments exports, which grew by 6.33%, post quota regime. A more vibrant export sector is expected in 2006.

In addition, the Department continued to approach globalization with cautious optimism. Still, it persistently worked for bilateral, regional, and multilateral economic cooperation to advance the nation's best interests. The country was chosen as the pilot area for the ASEAN Single Window (ASW) Model, which aims to streamline customs procedures and standardize documents such as clearances and permits.

Together with other ASEAN member-countries, the Philippines has been engaged in various trade negotiations that aim to establish free trade agreements with other countries such as Korea, India, China, Australia, and New Zealand. Individually, the country signed a memorandum of understanding on Early Harvest Programme with China. It also continued to firm up the detailed and specific provisions of the Japan-Philippines Economic Partnership Agreement (JPEPA) which has been approved in principle since last year. Together with other developing countries, the Philippines remained hopeful for the successful conclusion of the Doha Development Agenda by end-2006.

While DTI continued to advocate free trade, it also steadily promoted fair trade to safeguard the welfare not only of consumers but also of local industries by remaining vigilant against trade practices that result in unfair competition or in the sale of substandard, counterfeit, or defective products. It acted on a total of 40,867 complaints received in 2005 by the Consumer Welfare Desks (CWDs) nationwide. Early in October, DTI employees were deputized to monitor prices of basic and prime Reformed Expanded Value-Added Tax (RVAT) implementation, the monitoring group conducted a 7-day intensive price watch to ensure that

no unscrupulous businesspersons would take advantage of the EVAT Reform to cheat consumers.

These are only some of the Department's achievements in 2005. Inside, you shall see the detailed list of these accomplishments and many more. Journey with us as we look back into the past year and move forward to 2006, with a brighter and more optimistic outlook.



PETER B. FAVILA
Secretary

2005 Highlights of Accomplishments

DTI as the "Face of Business" served as the battle cry of the Department as it stood as negotiator, consumer welfare protector, monitoring agent and implementer, and at the same time, conductor and orchestrator for policy and plans of interagency groups and the business community.

The DTI Team steered towards:

- Winning the public confidence on government's capability to steer the economy by enabling our people to become active economic contributors;
- Putting added meaning to public-private partnership through a renewed and intensified participatory process;
- Strengthening the DTI institution as "agency of choice" i.e., the epitome of a prompt action and service-oriented government institution by achieving to be the best in public service delivery; and
- Embarking on an effective communication campaign that will call for continued optimism and deeper belief in the talents and abilities of the Filipino people.

Continuity of programs and projects remained the key strategy. All offices, bureaus, attached agencies, and corporations of the Department continued to pursue the DTI Roadmap 2005-2007 and its five major thrusts:

- Support to small and medium enterprises(SMEs);
- Increase investments;
- Expand exports;
- Care for consumers; and
- Good governance.

Snapshots of the Philippine Economy

Year 2005 was not an easy year for all of us due to formidable odds faced by the country and which the government had to address - the fiscal crisis which led us to undertake austerity measures; the oil price hikes which required us to adopt energy conservation mechanisms; and the political turmoil which affected investor confidence. Despite all of these, the country continued to gain positive developments which served as inspiration to build on top of our achievements.

- On the macroeconomic front, the implementation of the Reformed Value Added Tax (RVAT) law started to gain success i.e., improved fiscal and revenue positions, credit rating, and investor interest.
- Total exports reached US\$41.22B from January to December 2005 with a growth of 3.89% over the level for the same period last year.
- Investments approved by the PEZA reached PhP231.03B , creating 118,141 new jobs. Manufacturing accelerated by 184%, accounting for 64% of total approvals (PhP148.26B).
- Overseas Filipino worker (OFW) remittances were also high, contributing to the strong recovery of the peso - Asia's best performing currency of the year.
- The Philippines topped the list of 30 countries including China, Korea, Thailand, Malaysia, Chile, and Russia for investor relations and data transparency practices based on the report of the Institute of International Finance (IIF) entitled "Investor Relations: An Approach to Effective Communication and Enhanced Transparency 2005 Assessment of Key Borrowing Countries."
- The country also bagged the International Country Award from a British mining publication - the Mining Journal - for making the most improvement in mineral policies as assessed by top mining companies after considering 120 mining destinations worldwide.
- It emerged as the best among 99 countries at implementing microfinance programs based on an assessment conducted by the Consultative Group to Assist the Poor (CGAP), a World Bank-assisted body advocating microfinance development. The award was presented during the celebration of the International Year of Microcredit held at the UN Headquarters in New York City.

1 . SUPPORT TO SMALL AND MEDIUM ENTERPRISES

Financing. In support of the 10-point agenda of President Gloria Macapagal-Arroyo (PGMA), particularly the thrusts to create jobs and promote the country's SMEs, some PhP310B had been allocated for the SULONG Program.

Table 1. SULONG figures
(January-December 2005 vs. January-December 2004)

GFI	January-December 2005		January-December 2004	
	<u>Loan Releases</u> (PhP M)	<u>No. of</u> <u>Accounts</u>	<u>Loan Releases</u> (PhP M)	<u>No. of</u> <u>Accounts</u>
Landbank	17,431.33	11,249	12,559.52	11,471
DBP	10,488.13	1,271	9,872.14	1,656
PhilExim	153.98	23	403.97	59
SB Corp	2,939.23	1,786	3,268.01	1,605
Quedancor	559.67	435	831.45	873
NLSF	25.29	166	115.21	216
TOTAL	31,597.63	14,930	27,050.30	15,880

For the period January - December 2005, SULONG released a total of PhP31.60B worth of loans to 14,930 SMEs. Of the total beneficiaries, more than 90% availed at least PhP1M loan.

Under the SULONG Program, Small Business Corporation (SB Corp.) released PhP2.939B in loans to 1,786 borrowers for the year 2005. Accounting for 9% of total SME loan releases for the year, SB Corp. was the third highest lender under the Program, next to Land Bank and Development Bank of the Philippines (DBP). It likewise accounted for 12% of total program beneficiaries.

As the SULONG Finance Committee convenor, SB Corp. spearheads the advocacy for the adoption of policies supportive of SMEs and for the establishment of more effective credit delivery systems such as the creation of an SME credit bureau and credit risk rating for SME borrowers.

For a more efficient distribution system of its loanable funds, SB Corp. expanded its network by partnering with 12 new banks under its wholesale lending facilities and 18 new micro finance institutions. This expansion complements SB Corp.'s own expanded outreach with the opening of three new desk offices in Iloilo, Isabela, and Cagayan de Oro, on top of its existing two regional offices (Cebu and Davao) and two desk offices in San Fernando, La Union and Naga City.

SB Corp.'s expansion resulted from its portfolio growth and was a necessary measure in view of the inflow Overseas Development Assistance (ODA) funds in 2006. As a result of its efforts for the past two years to obtain funds and augment its equity in support of its commitment to one of PGMA's 10-point agenda, i.e., tripling of SME loans, SB Corp. has successfully negotiated its loan proposals with the Asian Development Bank (ADB), KfW and International Fund for Agricultural Development (IFAD), with the signing of the loan agreements towards year end. All in all, its approved loans will mean an additional US\$54.04M in loanable funds for MSMEs in the next three to five years.

Attached to the ODA loans were technical assistance projects to strengthen SB Corp.'s capability to deliver its services, as well as those of its conduits/partners. From the ADB loan, SB Corp. obtained the following assistance projects: financial management system, organizational review, credit scoring system, product development, and review of legal environment for moveable collateral. From the KfW, it gained support for the development of an accreditation system for conduits in the Visayas and Mindanao, as well as for the capability building of its conduit banks. From IFAD, SB Corp. got assistance for the capability building of its microfinance conduits.

Training. The DTI, through its regional offices and special training centers i.e., Cottage Industry Technology Center (CITC), Philippine Trade Training Center (PTTC), and Construction Manpower Development Foundation (CMDf) conducted 466 various training programs/seminars which benefited 11,968 SMEs.

Table 2. Number of training programs conducted including beneficiaries

AGENCY Training Programs		Number of runs	Number of participants
PTTC	Trade Business Management	71	2,131
	Quality and Productivity	57	2,518
CITC	Technology Transfer and Skills Training for Furniture and Builders Woodworks, Gifts and Housewares, Footwear and Leathergoods and Fine Jewelry	216	4,322
	Construction Management	9	136
	Supervisory Development & Trainers	36	1,517
CMDf	Construction Safety	12	334
	Skills Training	65	1,010
TOTAL		466	11,968

- CITC conducted a total of 216 training courses benefiting some 4,322 individuals from various MSMEs and other groups nationwide focusing on industries identified in the DTI Revenue Streams particularly on gifts and housewares, furniture and builders woodworks, footwear and leathersgoods, and fine jewelry sectors. More importantly, most of these training courses as well as other business development services (BDS) such as product prototyping, consultancy services, design, fabrication, and introduction of tools and equipment were delivered to different self-help groups, cooperatives, associations, etc. as part of CITC's project called the Establishment of Community-Based Enterprises (CBEs). This project's ultimate goal is to create reliable supply-bases of indigenous materials-made products for export and job generation in the countryside. Among the CBEs established and continuously assisted by CITC with training and other BDS include: Hardin ng Kalikasan in Real, Quezon for handmade paper which was recently provided with new fabrication equipment; Sitio Maynapay Livelihood Association in Baras, Rizal for indigenous materials-based novelty items; Torrijos Handloom Weavers Cooperative in Marinduque for loom weaving; and the Western Bucay Farmers Multi-Purpose Cooperative in Bucay, Abra for bamboocraft which was inaugurated last 12 November 2005.

- Consistent with the promotion of trade and entrepreneurship, the PTTC conducted 71 trade business management programs and 57 quality and productivity programs in 2005. In addition, PTTC conducted 218 special training programs for 7,562 participants. Overall, a total of 346 seminars were offered benefiting 12,211 existing and would-be entrepreneurs throughout the country.

- CMDF conducted 122 training courses which benefited a total of 2,997 graduates: 136 from its nine construction management courses; 1,517 from its 36 supervisory development courses; 334 from its 12 construction safety courses; and 1,010 from its 65 skills training courses.

- A total of 17 free briefing sessions on entrepreneurship were conducted by the Bureau of Small and Medium Enterprise Development (BSMED) from January to June 2005 benefiting a total of 575 existing and would be entrepreneurs from the government and private sectors e.g. retirees, housewives, students, and OFWs. Session on "How to be an Entrepreneur" registered the most number of attendees and positive feedback as well. The participants found the briefing sessions very informative and useful in operating a small business and hoped that more of such seminars could be undertaken to improve their chances of succeeding in business.

- DTI also assisted Agrarian Reform Beneficiaries (ARBs) through the conduct of entrepreneurial and managerial training courses. In 2005, a total of 647 Agrarian Reform Communities were assisted by DTI through the DTI-Comprehensive Agrarian Reform Program (CARP). A total of 694 skills training courses were conducted, serving 14,378 farmer beneficiaries and 674 landowners, and 959 entrepreneurial/managerial training courses benefited 18,854 farmers and 321 landowners.

Success Story: Sambakoko Balloons and Flower Arrangement

The small gift shop established by former overseas worker Mr. Rogelio Lansang successfully flourished after seeking training assistance from DTI through BSMED's entrepreneurship seminars. His passion in exploring into the floristry business led him to further expand his skills by participating into balloon arrangement training. Soon enough he decided to expand his small gift shop into a corporation and registered his business at the SEC as "Sambakoko Balloons and Flower Arrangement." With three employees, his average monthly production ranges from PhP6,000 - PhP10,000 per week.

Product Development

- The country is moving along bright prospects for its design-driven products including home furnishings, giftware and holiday décor, and wearables. Current trends include curves similar to rounded sofas with classic damask fabrics used from furniture to lighting. Brooches are back in fashion due to their versatility and they give new life to garments. Large colored

stones, pearls, rhinestones, elastic mesh, and chains are also being used to create jewels that are reminiscent of the '40s. The somewhat retro style collection merges past and future. Jewelry has also rediscovered the creative versatility of fume or smoky quartz. This smoky version looks good in modern designs and when flanked by colored precious stones or luminous diamonds in more traditional jewelry pieces, it can create a chiaroscuro effect that gives a new dimension and a new movement. Elegance is making a comeback, and a demure, aristocratic look is once again fashionable. Pearls with their innovative high-tech solutions and unusual combinations have captured the moment.

- In 2005, color trends varied. Gold and novel textures joined traditional tones and finishes. The blues from deep rich tones to the lighter airy hues were the fashion favorite. Rosy red, soft pink, and fiery red evoked romance and passion. Medley of colors, a myriad of precious and semi-precious gemstones likewise stirred up an individual's fascination with color.

- Demand for locally-made furniture abroad increased because of their innovative designs. Wooden furniture manufacturers, who previously exported only sanded items and parts, have showcased their skills in carving and inlaying in their finished products. Others are now producing modern and contemporary style furniture.

- A majority of furniture manufacturers have resorted to tapping other traditional materials and infusing them with items such as grasses, shells, coconut lumber, and leather. The wide variety of locally available materials and the expert craftsmanship of Filipinos have continuously spurred the industry's growth. Two local manufacturers were even featured in the 17th edition of the International Design Yearbook for their outstanding and innovative designs.

- To maintain the design advantage of Filipino products, the Product Development and Design Center of the Philippines (PDDCP) provided 365 design services and 2,626 technical assistance to 2,701 clients. A total of 202 PDDCP clients participated in the National Trade Fair (NTF) 2005. Of the 1,174 designs given, a total of 1,112 (95%) were adopted and translated into prototypes. A total of PhP14.592M cash/booked/negotiated sales were attributed to their design products during the Fair proper.

- Considered as the biggest domestic annual trade fair in the country, the NTF 2005 held last 9-13 March at SM Megamall and spearheaded by the Center for International Trade Expositions and Missions (CITEM) generated initial sales of PhP142M and commended top sellers, best selling prototype, and best booth in various categories.

Top Sellers:

Furniture and Furnishings - Balbins Quality Furniture (CAR)

Gifts and Home Décor and Houseware - Negros Oriental Arts and Heritage (Region VII)

Fashion Accessories - Reycon's Piña Cloth (Region VI)

Processed Food - YY Sea International (Region IX)

Best Selling Prototype

Furniture and Furnishings

Pilawen's Handicraft Dining Set (CAR);

Designer: Rowe Requejo

Gifts and Home Décor and Houseware

Negros Oriental Arts and

Heritage (Region VII);

Designer: James Arnold Non

Fashion Accessories:

En-en Design International Export (Region VII);

Designer: Laarni Meniado

Best Booth

Furniture and Furnishings

Ethnic Wood (CARAGA);

Designer: Benjie Molina

Gifts and Home Décor

CARAGA Handicraft Makers;

Designer: Benjie Molina

Fashion Accessories

Melenoll's Footwear (Region VII);

Designer: Laarni Meniado

Processed Food

RPM Pili Nut (Region V);
Designer: Dennis Bautista

NTF 2005 participants underwent intensive product development as PDDCP designers worked closely with the firms at the factory level to develop or adapt product lines to contemporary lifestyle trends. A prime consideration in product design is the use of indigenous materials and the use of local manpower skills.

Holiday decor manufacturers have expanded their product lines which include boxes, containers, and bags. *Bangkuang* with straw embroidery was a frequently used material.

Marketing

- All year round, the DTI initiated promotional activities for MSMEs. Market matching activities of the Bureau of Domestic Trade (BDT) benefited 403 MSMEs. Reports from 120 MSMEs monitored showed a total sale of PhP10.25M.

- Region 7 posted the highest sales at PhP60.50M, followed by Regions 3 and 10 with sales of PhP16.41M and PhP13.26M, respectively. Contributions of the other regions were as follows: Region 11 - PhP10.77M; Region 9 - PhP8.16M; Region 5 - PhP6.14M; CAR - PhP5.37M; Region 1 - PhP5.08M; Region 6 - PhP4.85M; Region 4A - PhP2.87M; Region 4B - PhP2.75M; CARAGA - PhP1.96M; Region 2 - PhP 1.81M; NCR-PhP 1.08M; Region 12-PhP0.35M; Region 8 - PhP0.29M; and ARMM - PhP0.16M.

Creative Economy

In 2005, DTI initiated the advancement of the creative economy aimed at harnessing the country's creative talents.

DTI initiated the first conference on the advancement of creative economy via the holding of the conference entitled: "Nurturing the Creative Economy: A Road Map for the Philippines". Organized by CITEM, the first conference on the Philippine creative economy aimed at bringing together all the various groups of people working in the creative industries to share their experiences and dialogue with policy makers. Speakers from UK, Hong Kong, and Singapore were invited together with their Filipino counterparts. A total of 216 attendees were recorded from the following sectors: Visual Arts, Architecture, Crafts & Design, Literature & Publishing, Film, Broadcast Arts & News Media, Performing Arts, and Cultural Heritage.

DTI got more deeply involved in micro enterprise development in 2005 by supporting comprehensive microfinance initiatives such as One Town One Product-Philippines (OTOP-Philippines) Program and Rural Micro-Enterprise Promotion Programme (RuMEPP).

Table 2: The Model OTOPs

Region	Town	Province	Product
Cordillera Administrative Region	Tabuk	Kalinga	Roasted Coffee
Region 1 - Ilocos	Pugo	La Union	Home Furnishing
Region 2 - Cagayan Valley	Bagao	Tuguegarao	Wood Furniture
Region 3 - Central Luzon	Natividad	Nueva Ecija	Giftware and Holiday Décor
Region 4A - CALABARZON	Paete	Laguna	Wood Carving and Paper Mache
Region 4B - MIMAROPA	Torrijos	Marinduque	Woven Buntal
Region 5 - Bicol	Tiwi	Albay	Ceramics
Region 6 - Western Visayas	Maasin	Iloilo	Bamboo
Region 7 - Central Visayas	Inabanga	Bohol	Woven Raffia
Region 8 - Eastern Visayas	Jiabong	Samar	Mussel
Region 9 - Zamboanga Peninsula	Pagadian City	Zamboanga del Sur	Seaweed
Region 10 - Northern Mindanao	Impasug-ong	Bukidnon	High Value Vegetables
Region 11 - Davao	Davao City		Banana Chips
Region 12 - SOCCSKSARGEN	Makilala	North Cotabato	Banana
CARAGA	La Paz	Agusan del Sur	Palm Oil

One Town One Product - Philippines (OTOPPhilippines) Program

The Medium-Term Philippine Development Plan (MTPDP) 2004-2010 outlines the OTOP-Philippines Program as a strategy of product development to support entrepreneurs. The program targets MSMEs with an asset size of not more than PhP100M, which account for about 99% of business establishments.

OTOP-Philippines is President Gloria Macapagal-Arroyo's priority program to promote entrepreneurship and create jobs. Through it, local chief executives (LCEs) of every city and municipality take the lead in identifying, developing, and promoting a specific product or service which has a competitive advantage. It supports MSMEs to manufacture, offer, and market distinctive products or services through the use of indigenous raw materials and local skills and talents.

Moreover, OTOP-Philippines offers a comprehensive assistance package through a convergence of services from local government units (LGUs), national government agencies (NGAs), and the private sector. These include:

- * Business Counseling;
- * Skills and Entrepreneurial Training;
- * Product Design and Development;
- * Appropriate Technologies; and
- * Marketing

As the program's lead agency, the DTI assisted in the identification and selection of the following 15 model OTOPs in various parts of the country.

Various agencies such as DTI, Department of Science and Technology (DOST), and LGUs converged to provide assistance to each model OTOP. Aside from the identified model OTOPs, the DTI also extended assistance to LGUs in identifying, developing and sustaining their respective OTOPs. As a result, a total of 928 products were developed and improved while 889 new products were launched.

Advocacy. To promote the program, a video documentation was made through the PTTC to feature selected provinces that have competitive advantage worthy of development and promotion. To date, the scanning of resources and existing products as well as identification of skills nationwide is 89% complete (1,307 towns). On 8-10 June 2005, the Program was featured in the Mindanao LMP (League of Municipalities of the Philippines) Conference, with testimonials shared by three LCEs for each island grouping.

Marketing. As the prime mover of the OTOP-Philippines Program, DTI established Pasalubong Shops/Centers in various regions and provinces. OTOP products are currently being sold at 663 market outlets and 83 Pasalubong Centers nationwide. A special area was also allotted to showcase OTOP products during the last NTF.

Training. A total of 1,002 OTOP-related training courses were conducted benefiting 23,708 participants. Course offerings were held in the regions in cooperation with the BSMED and PTTC. These offerings involved product development, skills training, food processing technology and related food seminars, and study missions, among others. Likewise, capability building programs on OTOP implementation were also conducted to further strengthen and upgrade the skills of DTI business counselors and trainers.

Rural Micro-Enterprise Promotion Programme (RuMEPP)

As an agency involved in microenterprise development, DTI initiated a program on Micro-Enterprise Development and Micro-Enterprise Financing for Rural Development called the Rural Micro-Enterprise Promotion Programme (RuMEPP). It is focused on poverty reduction, creation of employment opportunities, and enhancement of incomes of the rural poor. The

programme is comprised of three components, namely, Micro-Enterprise Financing for Rural Development, Micro-Enterprise Promotion and Development, and Institutional Strengthening.

RuMEPP is designed to attain greater impact with the two-pronged approaches of providing financial and non-lending interventions including the promotion of market linkages. As stated in the foregoing, while the supply of micro-finance resources will be essential in alleviating poverty, the programme will also address the need for the provision of non-lending services to poor micro-entrepreneurs. Such services will assist existing and starting micro-entrepreneurs in realizing the full potential of their enterprise investments through capacity building, market linkages, and policy improvements.

The range of micro-enterprises to be supported under the programme will be widened through pro-active interventions. It will largely support the Village Enterprise Approach to SME Development or the OTOP-Philippines as identified in the 2004-2010 MTPDP. OTOP-Philippines aims to create opportunities for small entrepreneurs, especially those in the provinces, by strengthening the development and promotion of products or services where they have competitive advantage. It encourages the active participation of similar enterprises located in a province where the processing activities provide the anchor to increase the value added to the raw materials readily available in the area.

RuMEPP shall be implemented nationwide with priority given to micro-enterprises located in regions with high poverty incidence i.e., Cordillera Autonomous Region (CAR), Bicol, Eastern Visayas, SOCCSKARGEN and CARAGA subject to (i) acceptable peace and order situation; (ii) DTI presence; and (iii) there being clear opportunities for sustainable development of profitable micro-enterprises.

Rapid Assessment Mission (RAM) was conducted in 8 pilot provinces, i.e., Albay, Leyte, Sarangani, Surigao del Sur, Samar, Kalinga, Camarines Sur, and Agusan Del Norte, to assess the potentials of the provincial key sectors as well as the needs, capabilities, and problems of the micro-enterprises and stakeholders.

Barangay Micro Business Enterprise (BMBE)

Signed into law on 13 November 2002, the Barangay Micro Business Enterprises (BMBE) encourages the formation and growth of BMBEs by granting them incentives such as exemption from income taxes and from coverage of the Minimum Wage Law, provision of technical assistance, and other benefits. The Act likewise aims to integrate BMBEs in the informal sector into the mainstream economy, through the rationalization of bureaucratic restrictions and the active intervention of the government especially at the local level.

To date, a total of 4,097 BMBE applications all over the country have been approved by the implementing cities and municipalities. Only six cities out of 116 (excluding ARMM) and 431 municipalities out of 1,400 are still to implement the BMBE Law.

Top five regions with the most number of registrants:

Region VII	- 914
NCR	- 710
Region II	- 483
Region IV-A	- 480
Region X	- 379

Top five implementing provinces:

Cebu	- 728
Misamis Oriental	- 224
Batanes	- 176
Negros Occidental	- 160
Cagayan	- 152

To further address the need of BMBE applicants to ease the guidelines and documentary requirements for a BMBE registration, the DTI drafted a proposed revised Implementing Rules and Regulations of the BMBE Law. The proposal aims to find a compromise provision that will benefit both the micro business entrepreneur and the workers. For instance, minimum wage exemption maybe availed of by BMBEs only for a limited period and only by those whose asset size is up to PhP1.5M.

2. INCREASE INVESTMENTS

The DTI continued to pursue initiatives which have proven effective in sustaining the growth of investments in the country. In addition, new avenues were explored to take advantage of the country's competitive edge in terms of resources, location, and capabilities.

Investment Approvals

The BOI and the PEZA approved a total of PhP231.03B worth of investments from January to December 2005. The 608 projects approved are expected to generate employment of about 118,141 when fully operational.

Local investors were the major source of investments totaling PhP137.07B, while foreign investors contributed PhP93.96B, coming mostly from the Japanese (PhP27.34B), Dutch (PhP17.93B), Caymanian (PhP13.82B), Americans (PhP13.72B), and Koreans (PhP10.64B).

Table 3. BOI and PEZA Approved Investments
January - December 2005 vs. January - December 2004

	2005	2004	Growth % Rate
Total Investment (PhP B)	231.03	215.08	7.42
Total no. of projects	608	501	21.36
Employment	118,141	95,734	23.41

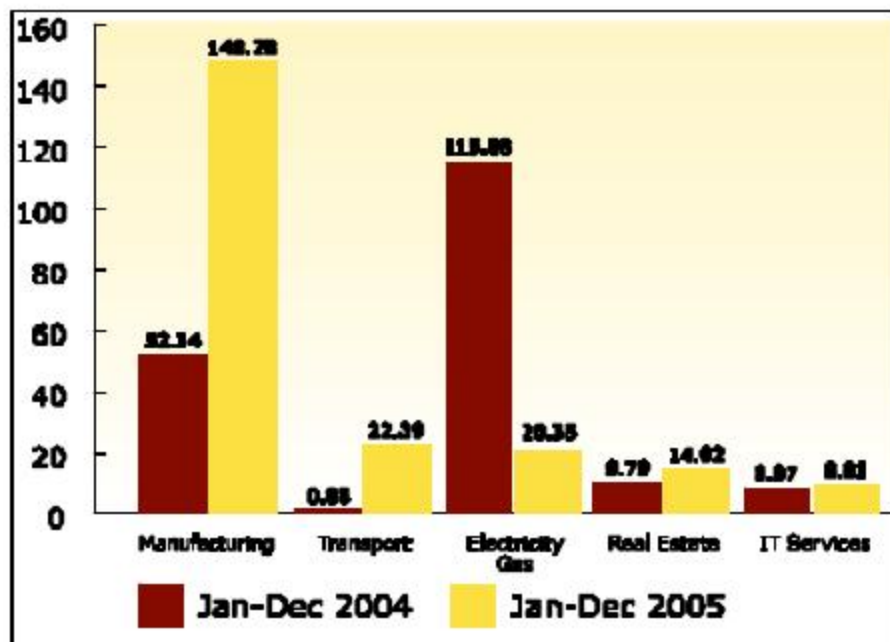
The increase in investments was mainly contributed by the manufacturing and services sectors which grew by 91%.

Table 4. Top Investment Projects

Firms	Project Cost (PhP M)
PNOC Petrochemical Development Corp	34,830.000
JG Summit Petrochemical Corp	26,247.200
Cebu Air Inc.	21,145.980
KEPCO Cebu Corp	15,206.128
Sunpower Phils.	13,640.000

Investments in the manufacturing sector increased by 184% and accounted for 64% of total investments (PhP148.26B), consisting chiefly of BOI-approved projects. Transportation, storage and communication sector posted a remarkable increase of 2,433% (PhP22.39B from PhP883.92M) and accounted for 10% of total investments. In contrast, electricity, gas and water supply sector contracted by 82% with PhP20.35B in 2005 from PhP115.08B in 2004, representing 9% of total approved investments.

Graph 1. Investments by Industry Sector (in PhP B)



In Focus: Business-Friendly Investment Procedures

BOI's 1-Day Project Evaluation Process

With the creation of the Simplified Registration Procedure, BOI has reduced its approval process to one day and the registration of projects to three days compared with the previous 10-day processing period. This effort paved the way to a lower cost of doing business in the country. During the first three months of its implementation (October - December 2005), the BOI was able to evaluate, approve, and register 62 projects worth PhP49.4B. The new system opened doors for greater flexibility towards a faster, more efficient, and business-friendly solutions sought by local and foreign investors. As a result, more investments are expected to come in.

BOI Portal for Online Checklisting of Projects

To provide investors the ease of registering its projects online via the Internet or website, BOI has introduced the BOI Portal (<http://boi-portal.boi.gov.ph>). On its initial run, "Online Checklisting of Projects" was pilot-tested. The Online Registration of Projects is expected to start during the 1st quarter of 2006.

BOI's Easy Recall Toll Free Number (1-800-9800-BOI)

To provide investors with timely assistance on how to do business in the country, BOI has established a 24/7 toll-free number. Investors from the United States and Canada will find their business concerns readily attended to by trained One-Stop Action Center personnel. This project focuses on "after-sales" service to keep potential and existing investors satisfied.

Investment Priorities Plan

Carrying the theme "Upholding a Strong Republic Towards Economic Progress," the 2005 Investment Priorities Plan (IPP) supported the Administration's goal of maintaining a strong and responsive republic. The 2005 IPP was prepared to serve as a conduit to realize the 10-point legacy that the Administration has envisioned, as outlined in the 2004-2010 MTPDP.

The Preferred Activities identified in the IPP also embodied the 11 investment areas covered in the MTPDP. Export activities, industry clusters, modernization activities, and those areas mandated by various laws were also covered.

The listed priority investment areas were deemed to increase SMEs' capacity building to generate more jobs and spur countryside development, particularly the Industry Clusters, which support the OTOP-Philippines Program. The 2005 IPP continued to support globally competitive economic activities, provide food, and deliver basic services to the people.

Investment Retention

To sustain investments, the DTI has been proactive in addressing issues concerning investors. The Task Force on Investors Concern was revived and series of meetings were held at the Office of the President in Malacañang. In 2005, the following initiatives were undertaken:

- ❑ **Qualified Theft.** To curtail the trafficking of stolen semiconductor and electronic products and to prevent the possible connivance of industry workers with syndicates, P/GMA signed Memorandum Order (M.O.) No. 177 last 28 June 2005 entitled "Directing the Department of Justice to Observe Bail Bond Guide for Qualified Theft." Subsequently, the Department of Justice issued Department Circular No. 29 dated 15 July 2005 entitled "Amending Department Circular No. 72 dated 06 November 2001 Involving Qualified Theft When the Value of the Property Stolen is P222,000.00 or More" which provides that no bail shall be recommended for the offense of qualified theft, whether consummated, frustrated or attempted, where the value of the property stolen is P222,000.00 or more.
- ❑ **BI-ALIEN Certificate of Registration Identity Card.** The Bureau of Immigration (BI) Alien Certificate of Registration Identity Card (ACR I-Card) project is now fully operational and is installed at the BI Main, NAIA I, and II. A system for verification of the identity and status of registered aliens through the computer chip cards with biometric technology are now in place at Subic Bay, Mactan, and Davao International Airports.

Verification and Data Capturing Systems that shall handle application for alien registration, annual reporting, and issuance of ACR-I Cards have been installed and operational at the following district offices: Ports of Subic, Angeles, Batangas, Legaspi, Iloilo, Cebu, Tacloban, Cagayan de Oro, Surigao, and Davao.

In 2005, a total of 35,000 foreigners had applied for the card.

- ❑ **Power.** On 03 November 2005, the Energy Regulatory Commission (ERC) ruled the expansion of coverage of the High-Load Factor Rider (HLF-Rider) which will provide substantial power cost reduction to industries with the billing demand from at least 5MW to at least 1MW and a load factor of at least 70% or higher. Currently, the industries are still awaiting for ERC's decision to increase the discounts provided for in the HLF-Rider as follows:

- 80 centavos per kwh on all kwh beyond a load factor of 70% ;
- 60 centavos per kwh on all kwh beyond a load factor of 80% ; and
- 40 centavos per kwh on all kwh beyond a load factor of 85% .

The DTI, through BOI, shall pursue its collaboration with ERC, DOE, Meralco, First Gas, PEZA, and Semiconductor Electronic Industries in the Philippines, Inc. (SEIPI) on the approval and implementation of the proposed increase in the HLF-Rider discount.

- ❑ Rationalization of Incentives. The proposed bill on the rationalization of fiscal incentives continued to be deliberated in the Senate. When signed into law, the amended EO 226 will harmonize the incentive-giving functions of all investment promotion agencies, as well as other relevant laws, to assist investors in making appropriate decision regarding their investments in the country.
- ❑ Amendments to BOT Law IRR. The amendments to the IRR of the BOT Law, aimed at creating a more effective partnership between the public and private sectors towards a more dynamic infrastructure development in the country, have been completed. An inter-agency committee chaired by the National Economic and Development Authority (NEDA) reviewed the proposed revisions, which were presented in a public hearing to stakeholders from the private and government sectors. Once approved, the new IRR will take effect starting 2006.

Investment Promotion

BOI and PEZA continued to promote the country as an attractive investment area through various investment missions both in domestic and international markets.

Last 07 March 2005, the DTI Secretary held an investment mission in Davao to stimulate private-sector investment and reinvestment as a key means of accelerating economic growth and social development, creating jobs, and reducing poverty.

The DTI Secretary also met with Korean businesspeople last 01 June 2005 to promote the Philippine mining prospects as a lucrative investment venture during a Mining Conference held in Seoul, Korea. To attract foreign investors, the DTI, through the BOI, grants incentives to mining projects registered under E.O. 226, as amended, such as 4-6 years income tax holiday (ITH), duty-free importation of capital equipment for two years, and additional deduction for labor expense, among others.

As a result of the roundtable meeting conducted by the DTI Secretary last 07 June 2005 with top officials of Kansai Economic Freedom (KANKEIREN) in Osaka, Japan, 80% of Japanese investments that have traditionally established in China are looking at the Philippines as an alternative investment site. To cite, Japanese food firm Kobe Bussan signified great interest in putting up an alternative processing hub in the country due to its abundant and good quality raw materials for its operation.

BOI-SBC MOU. Likewise, the BOI and Small Business Corporation (SBC) of Korea signed a Memorandum of Understanding (MOU) on 15 December 2005 to strengthen the mutual economic cooperation to promote and develop SMEs of both countries as well as to enhance investment cooperation between industries of both countries through technology transfer, joint venture, and strategic alliances.

Special Investor's Resident Visa (SIRV). The issuance of the SIRV is a program of the Philippine Government to attract foreign investments in the country. The program requires investors to remit at least US\$75,000 and invest subject capital in viable economic activities pursuant to Book V of the Omnibus Investments Code (E.O. 226, as amended). A foreign national who is a holder of SIRV has the option to stay permanently in the Philippines with multiple entry privileges as long as his investment subsists. In 2005, there were 7,293 SIRV holders, 84% of which were Chinese nationals.

Infrastructure

The DTI recognizes the need for infrastructure as a crucial component of improving our industries' competitiveness by reducing their cost of doing business through modern infrastructure. Given the economic growth of China and other emerging Asian markets, the country is keen in doubling its efforts to attract new investors to locate in the Philippines. Infrastructure serves as the pillar towards a vibrant domestic and international trade, which will redound to the benefit of the consumer and the country as a whole.

DTI, through the Build-Operate-Transfer (BOT) Center, National Development Company (NDC), and Philippine Infrastructure Corporation (PIC), continued to address investor concerns pertaining to the limited infrastructure facility in the country. Their accomplishments include the following:

- NDC. Provided equity investments in infrastructure network that would increase competitiveness of existing industries, attract new investments, and reduce costs of produce.
- NDC Maritime Equity Corporation (NMEC). A ship leasing corporation of modern Roll on Roll Off (RORO) vessels and an integral part in the implementation of the Strong Republic Nautical Highway (SRNH).
- Alabang - Sto. Tomas Development Inc. (ASDI). A special purpose vehicle of infrastructure projects.
- NDC-PIC. Since its incorporation on 27 January 2005, PIC has identified nine key infrastructure projects involving five toll roads, two airports, a power supply aggregation project, and cold chain logistics.
 - South Luzon Expressway - This project will facilitate movement of commodities and services between Metro Manila and CALABARZON.
 - C6 Lakeshore Expressway - The project is expected to divert a significant volume of traffic off the main roads of Metro Manila and will benefit motorists in the east zone.
 - C6 South CALABARZON Expressway - Another toll road project intended to decongest South Metro Manila and Cavite, and serve industries in CALABARZON.
 - Mindanao Airports Development Project - This will entail the 1) construction of the new Laguindingan Airport in Cagayan de Oro City, and 2) clustering of the operation and management of the Laguindingan and Davao Airports under a single concession.
 - Busuanga Airport and Tourism Estate Project - Fast tracking this project will improve the eco-tourism industry in Northern Palawan.
 - Cold Storage Project - Intended to complement the Sustainable Logistics Development Program and help stabilize the prices of basic food items.

Industry Development

The Business Development Program's priority sectors were adopted as the priority industries identified in the 2004-2010 MTPDP for both investments and exports. Said program is also included in the 2005-2010 MTPIP as one of the government's priority programs. The same is enshrined in the annual IPP.

Mining

Ranked as the 5th most mineral rich country in the world, the Philippines provides substantial opportunities in the mining sector. The DTI, in coordination with the Department of Environment and Natural Resources (DENR) and the Chamber of Mines of the Philippines, has embarked on aggressive promotional strategy taking off from the Supreme Court decision upholding the constitutionality of the Mining Act of 1995. The law serves as the backbone of the mining industry in the country. Whereas -

"It shall be the responsibility of the State to promote their rational exploration, development, utilization and conservation through the combined efforts of government and the private sector in order to enhance national growth in a way that effectively safeguards the environment and protect the rights of affected communities."

DTI held international road shows to further attract foreign investments. Last 17-19 January 2005, a high-level mining road show in China was held wherein an MOU was signed between the Chinese Ministry of Commerce and the DTI. DTI also presented a paper during the Philippine Mining Investment Briefing in a side forum of the Prospectors, Developers Association of Canada held on 6-9 March 2005.

As a result of the aforementioned road shows, a bilateral agreement was inked between China and the Philippines to promote bilateral trade and economic relationship and expansion of trade and investment cooperation in mining/mineral resource development. An inter-agency technical working group (TWG) was created to carry out the objectives of the MOU through facilitation of Chinese investments, and to evaluate and recommend actions to address all issues.

There are 24 mining projects in the pipeline, which are being promoted for joint venture/other agreements with foreign investors.

Table 5. Big-ticket mining projects in the pipeline

Project	Investments (in US\$ M)	Status	Start of commercial operations
Boyongan Copper	1,000	Advance drilling exploration & pre-feasibility	2010
Mindanao Nickel	1,000	Under exploration	2010
Pujada Nickel	1,000	Under exploration	2009
Nonoc Nickel	800	Negotiations with potential Chinese investors ongoing	2009
Far-Southeast Gold	500	Looking for foreign partner	2009

Motor Vehicle Parts and Components

The automotive industry is one of global trade's vital sectors. For the past two years, Philippine exports of motor vehicle parts and components grew by 23%. The abundant labor-skilled workers and low labor cost give the country an advantage compared with other neighboring countries.

To map out strategies to increase integration and development of the automotive sector within the region, the APEC Automotive Dialogue, chaired by the BOI Managing Head, serves as a forum for APEC member economy officials and senior industry representatives to work together in ironing out issues concerning the automotive sector. Held on 20-22 April 2005, the 7th meeting of the APEC Automotive Dialogue (AD) highlighted the following:

1) ASEAN Cooperative Arrangement for Automotive Technical Regulations; 2) World Trade Organization-Doha Development Agenda (WTO DDA); 3) Ash Forming Fuel Additives Letter; 4) Emission Regulation and Fuel Properties; 5) Customs Model Port Project; 6) Imported Used Vehicles; 7) Rules of Origin; 8) Intellectual Property Rights; and 9) Road Safety Initiative. Public and private sector representatives from Australia, China, Indonesia, Japan, Korea, Malaysia, Mexico, Philippines, Chinese Taipei, Thailand, and the United States attended the AD.

In support of EO 156 (Comprehensive Motor Vehicle Development Program), which prohibits the importation of used vehicles, EO 418 was signed on 04 April 2005. This imposes additional specific duty of PhP500,000 on importation of used vehicles. Whereas -

"The importation into the country, inclusive of the Freeport of all types of used motor vehicles, is prohibited..."

In 2005, DTI revived the promotion of motor vehicle parts and components in Industry Link: an exhibit cum conference that featured 64 of the country's leading practitioners of electronics, automotive and metal parts, Original Equipment Manufacture (OEM), academe as well as service sectors. Trade visitor attendance was recorded at 1,019 or 71% higher compared to last year's 598. Trade visitors from Taiwan, Singapore, Malaysia, Saudi Arabia, France, Hong Kong, and the USA attended the event. Immediate sales generated amounted to PhP2.09M.

The Taiwan Mission organized for the event met with officers/members of Chamber of Automotive Manufacture in the Philippines (CAMPI), Philippine Automotive Federation, Inc. (PAFI), Motorcycle Development Program Participant Association (MDPPA), Motor Vehicle Part Manufacturers Association of the Philippines (MVPMAAP), and Ford for possible joint venture arrangements for supply of parts to car assemblers. Factory visits in leading car manufacturers were likewise conducted.

At the local front, a business-matching event was likewise arranged. Among those who availed of the business matching arrangements was the Metalworking Industries Association of the Philippines (MIAP), which was matched with Chamber of Furniture Industries of the Philippines (CFIP) Pampanga. Through that business matching, CFIP has become aware of MIAP capabilities. Negotiations are underway for possible cooperation between the two associations for finishing of furniture components, among others.

DTI Pampanga noted the excellent match-up between the two groups and resolved to hold technology transfer forum between MIAP and other industries, which may benefit from MIAP's expertise.

Electronics

In 2004, P/GMA directed concerned government agencies to address the increasing gap between the demand and supply of qualified engineering graduates.

To showcase the competencies of the universities both in the baccalaureate and graduate levels (MS, ME, PhD), the Electronics Business Development Team (BDT) convened two Philippine Electronics Fora themed "Bridging the Academe and the Industry" in April and August 2005, respectively. The first forum featured universities in Manila (Ateneo, La-Salle, Mapua, and University of the Philippines) while the second forum featured universities in Visayas and Mindanao (Mindanao State of University, Iligan Institute of Technology, University of San Carlos, Xavier University, Leyte Institute of Technology, and Western Visayas Institute of Technology). During the said fora, many of the industry players indicated interest in collaborating with the different schools to enhance the capabilities of their workforce. Also, to culminate the event, the team conducted a walking tour of major universities for CEOs/officers of the electronics industry to showcase the universities' competencies and offerings for higher education, especially on the caliber of their faculty, research work, and laboratory facilities.

RP-Taiwan Collaboration on IC Design. Promotional activities for the sector included the conduct of an investment seminar in Taipei as part of the Philippines' participation in the 2005 Taipei Summit, which served as a venue for technology exchange between Taiwan and the ASEAN member countries. While in Taiwan, the BOI Managing Head met with five prospective Taiwanese investors (Gigastorage, Quanta Computer, Taiwan Kolin, China Steel, Coin Chemicals) who showed great interest in looking at the Philippines as an investment destination.

A meeting with Taiwan's Industrial Development Bureau on 02 June 2005 initiated the beginning of the collaboration with Taiwan in IC Design, which has been one of the agenda in the past RP-Taiwan Joint Economic Conference. Following this, Taiwan sent a 10-man delegation to Manila on 24 - 28 July 2005 to study/asses the "IC Talents Cultivation" needs of the Philippines which Taiwan can provide. For this endeavor, the Electronics BDT convened a workshop for the Task Force, which was participated in by Philippine industry, academe, and government representatives. To give the Taiwanese a sense of the current activities and competencies as well as training activities offered in the country, and allow them to identify the gaps wherein the Taiwanese government can help out in the cultivation of RP talents, the Electronics BDT likewise arranged company and university visits for the group.

The assessment study resulted in the identification of the segments IC design layouting and verification as potential niches in Taiwan that the Philippines can go into to spur economic activity in higher value-added activities within the value chain of electronics.

In December 2005, Taiwanese professors conducted a training course entitled "IC Design Layout and Simulation and Hands-on Practice Course" for 20 Filipino engineers. It was held in UP with trainees coming from UP, Ateneo, Electronics Industries Association of the Philippines Inc. (EIAPI), Blue Chip, and DOST Advanced Science and Technology Institute (ASTI). All 19 trainees who took the validation exam given by the Taiwanese professors successfully passed, thereby giving the Taiwanese a better appreciation and first-hand experience of the Filipino inherent talent and genius in engineering.

Supply Chain Analysis. To identify investment areas and gaps, the Electronics BDT conducted a supply chain analysis project in Cebu, Tarlac, and Clark. A total of 14 companies (TMX Phils., Pentax, Mactan Parts Technology, Tohritsu Technology Asia Cebu Inc., Mactan Showa Electric Wire, Cebu Nagata Corp., Cebu Microelectronics Inc., Daitoh Precisions, Sanyo Capacitors, Sanyo Semiconductors, Poongsan Microtech, H3 Technology, Amertron Inc., and Tokumi Electronics Phils. were visited and interviewed, which revealed that most raw materials are still being imported, and as such are investment areas that need to be promoted to grow the electronics industry. These are: resins used for plastic mold injection parts, steel for metal stamping parts, component parts for timepieces, chemicals, tungsten carbide, lead frames, etc.

ASEAN Priority Integration Program (PIP). As Country Coordinator for the ASEAN Priority Integration Program for Electronics, the DTI, through BOI Electronics BDT, had carried out and provided needed coordination/inputs to the ASEAN Senior Economic Officials Meeting (SEOM), ASEAN implementing bodies, and the ASEAN Secretariat to move forward the integration of electronics in the region. The Team has convened the 5th ASEAN Electronics Forum (AEF) last 04-05 August 2005 which resulted in the designation of work on specific Roadmap measures/outstanding issues to each of the ASEAN member countries, for them to study and recommend on for enhanced and faster implementation. The AEF, at the onset of the Priority Integration Program in July 2003, has been the venue for the healthy exchange of ideas for cooperation among the ASEAN member countries to transform the region into a single production base and unified market for electronics.

Health and Wellness/ Medical Tourism

A new addition to the BDT, the Health and Wellness is one of the government's priority programs, owing in part to the sector's vast potential. This is envisioned to be a partnership between the government and the private sector to develop medical tourism in the country where the Philippines has a competitive edge due to its location and the presence of domestic capability. To start off, BOI conducted consultative meetings with private and public stakeholders on 31 May and 15 June 2006 to define guidelines in the granting of incentives to investors.

Among the prospective investors are:

- ☐ Tokushukai - Planning to set up a 1,000-bed hospital, Tokushukai adopts a two-pronged approach for finding a location: 1) joint venture between the Department of Finance (DOF) and NDC to purchase the land to free Tokushukai from legal encumbrances, and 2) land swap between DOF and Public Estates Authority (PEA) on a value for value scheme.
- ☐ Cabrini Hospital - Interested in expanding its existing facilities with oncology and organ transplant as its niche. The company already has the blue print ready for implementation, pending the issuance of the government policy on medical zones. It is planning to do airport to airport services, and wishes to be the prototype for the health and wellness sector.
- ☐ Golden Arches Development Corporation and Canyon Woods Residential Resort Club - Exploring the possibility of utilizing their existing facilities as retirement villages.
- ☐ Asian Eye Hospital - Already implementing a healthcare program which embodies the medical tourism/healthcare/wellness concept being espoused by DTI. The hospital has also generated eye patients under this program.

DTI conducted the Scoping and Validation Forum on the "Hilot" Massage Program in September. The Forum presupposes the drawing of a strategic work program for the

development and branding of the "hilot" massage as a viable Filipino service export. It generated a profile of Philippine indigenous healthcare providers and service offerings particularly in Mt. Banahaw.

Information and Communications Technology (ICT) Services

Upgrading the standards for ICT training/education and certification benchmarking were among the most common concerns being addressed by the ICT Services Sector. The country is continuously developing its pool of highly skilled ICT workforce to be competitive in the global knowledge-based economy.

Towards this end, the team of University of the East (U.E.) Dean Carmelita Flores conducted a Trainor's Training on Communication Skills Enhancement for International eBusiness in Palawan on 22-27 May 2005.

Now on its 5th run, the Communication Skills Enhancement Program's success was achieved through the collaboration of the industry, the academe, and the government. Participants in the elective/summer course all landed a job in contact centers. Also, since its launching in the 2nd semester of 2003, about 20 universities in Metro Manila, Cebu, Central Luzon, and Dumaguete have adopted the program. Likewise, trainor's training in regions/provinces like Central Luzon, General Santos, and Palawan have been conducted by U.E. in coordination with the ICT BDT and the BOI.

Promotion of the country's ICT capability remained among DTI's major thrusts. In 2005, DTI, through CITEM, organized trade promotional events for the sector as follows:

e-Services Philippines 2005. Some 54% of the 104 companies who joined e-Services were new participants. Of the total, more than a quarter were into software development while business process outsourcing (BPO) companies accounted for 15%. A total of 58 exhibitors reported some 1,290 trade leads. Total negotiated exports reached US\$1.65M while domestic contracts were valued at PhP210.845M.

Architectural, structural, and computer graphics companies accounted for 56% of domestic contracts followed by the software development sector, which got 16% of total. Customer Relationship Management (CRM) solution/inventory management firms accounted for the bulk of export contracts followed by outsourcing/printing, which accounted for 30% of total export contracts.

e-Services Philippines also featured BPO Conference composed of seven tracks namely: CEO Forum, Animation, Data Transcription, Software Development, Network & Security, BPO, and Engineering. A total of 933 attendees joined the conference, which was also graced by noted industry leaders from international companies located in the Philippines and abroad as conference speakers and panelists.

Software Development Expo and Conference (SODEC). Third time participation to SODEC yielded prospective US\$8.03M in outsourcing contracts mostly project management software solutions packages. TOEI Animation Japan had invited the Animation Council of the Philippines to organize an animation festival in Tokyo in September 2005. To be attended by key players of the Japan animation industry, it is an ideal event for one-on-one meetings between potential trade partners as a support to the festival.

CeBIT Hannover 2005. Aimed at establishing the Philippines as a reliable and cost-effective provider of outsourced IT and IT-enabled services, CeBIT Hannover 2005 provided the five local IT players which joined it new market opportunities, with an initial estimate of contracts under negotiation recorded at US\$160,000.

Other trade promotional events organized by CITEM for ICT were as follows: CommunicAsia, which generated sales amounting to US\$2M; e-Services Philippines Goes to Outsource World London and The Netherlands, a trade and investment mission organized both by CITEM and

BOI to create awareness and promote the Philippine IT/BPO capability to the Dutch and UK markets; American Health Management Association (AHIMA) Convention & Exhibition, a trade promotion effort for the Philippines' medical transcription industry; and OutsourceWorld New York.

The ICT BDT initiated the e-Services Industry-Academe Summit held on 14 June 2005 at the Inter-Continental Hotel, Manila. About 200 representatives from the industry, the government, and the education sectors participated in the summit. It provided a venue to extensively discuss the HR requirements of the e-Services sector covering contact center, BPO, software development, medical transcription, animation, and engineering design. It likewise created greater awareness on on-going initiatives of the government and academic institutions for the industry.

To further strengthen the capabilities of regions/provinces which have the interest and potential of becoming IT Hubs, the ICT BDT hosted walking tour programs for the provinces of Leyte, Bicol, and CALABARZON. Through these walking tours, representatives from the private sector, LGUs, and universities experienced how various IT-enabled services companies operate. Leyte and Bicol were likewise given the chance to visit U.E. to see their facilities and be briefed on the Communication Skills for International eBusiness Program that it implements.

The Team also participated in the Eastern Visayas ICT Summit. Organized by DTI Region 8, the summit was participated by more than 120 students and businesspeople in the region. An IT exhibit and a visit to the Leyte IT Park were held to coincide with the event.

In line with DTI's thrust to bring to the fore non-voice sector of eServices, particularly software development, the ICT BDT together with Microsoft Philippines organized a Software Innovation Philippines Conference held last December 2005 to promote the country's best industry business solutions and IT skills and consequently encourage business partnerships among foreign companies, Filipino software developers, and Venture Capitalist Data Protector Guidelines.

Marine

The DTI Marine Product BDT spearheaded the 1st National Bangus Congress which was held on 28-29 April 2005 in collaboration with the Bureau of Fisheries and Aquatic Resources (BFAR) and DTI-Region I in Dagupan City. The event facilitated the development of the Bangus Master Plan which will craft the direction of the industry towards its advancement and sustaining competitiveness.

As part of the country's goal to promote economic development, protect the long-term viability of delicate coastal and marine areas, and create livelihood opportunities, the DTI through the Bureau of Export Trade Promotion (BETP), collaborates with the Seaweed Industry Association of the Philippines (SIAP) and the proponents of the Sustainable Coastal Tourism in Asia (SCOTIA). The Memorandum of Agreement (MOA) centers on minimizing the environmental impact of tourism industry operators like resorts, hotels, tourist agencies, and dive shops and to strengthen the capability of local governments to safeguard the sustainability and tourism value of their marine and coastal ecologies.

As part of the industry's priority to promote marine products in the international market, the Marine Product BDT is looking for Very Important Buyers (VIBs) from Taiwan, Korea, Canada, and Europe. Enhancements are being applied to the marine products like the proper packaging and labeling for Marine and Aquaculture Processors. Under this project, updated information and other requirements imposed by some of our major export markets are disseminated. Series of continuing workshops to cover major producing areas are also taking place. Some of the focused regions/areas are General Santos City, Dagupan City (Region I), and Cebu City (Region VII). They were briefed about the basic knowledge in packaging and labeling design, requirements, development process, and current trends in the said area.

Construction

The Construction industry is making its name not only within the country but also in the international market. Construction materials are innovating towards the needs of the global consumer. Foreign firms opt for Filipino architects, engineers, and construction workers for their unparalleled skills and knowledge.

In 2005, DTI, through CITEM, organized trade promotion activities for the construction industry as follows:

Index Dubai. The Philippine delegation composed of 11 home furnishings and construction materials companies reported a total of 469 trade inquiries and US\$4.8M in negotiated export orders. Participants reported prospects for dealership arrangements and development projects in United Arab Emirates (UAE) and Saudi Arabia. Accounting for more than half of negotiated sales was a contract for supply of doors to a contractor based in Saudi Arabia. Philippine marble tiles, because of its consistent colors and workmanship, were competitive with those from Turkey, Oman, Egypt, Iran, and China.

Coverings 2005. The 3rd Philippine participation in Coverings 2005 proved once again that local products could compete in the global market for their quality, uniqueness, and creative designs, and use of natural/indigenous materials. Targets were surpassed, generating US\$2.55M in negotiated sales.

Best sellers were inlaid bamboo tiles and wall paneling made from natural materials, which is considered as an attractive alternative to the usual stone carvings. Other major sellers were natural stone finishes, marble tiles, and slabs, among others. In addition, collaboration with American designers to provide exclusive designs to one of the participants and to manufacture actual products using their technology in lamination and in-lays is under negotiation.

Design Build Sydney with Business Conference in Brisbane. This year's Philippine participation in Design Build generated US\$1.76M in negotiated sales from a total of 155 inquiries. The sales represented a 463% increase over its target of US\$381,450. The best seller was the solid wood door with wood veneer.

To further enhance the skills and capability of our architects, engineers, and construction workers, seminars and training courses were conducted. In March 2005, the Japan-Philippines Construction Industry Conference was held which generated participants' interest on the forging of strategic alliances for undertaking construction activities worldwide. As an outcome of the conference, overseas service contracts in Qatar and Sri Lanka were awarded to a Philippine contractor. The Qatar contract involves the construction of Gas Refinery Facilities with estimated contract price of US\$39.2M. The contract with Sri Lanka involves the renovation of existing passenger terminal with estimated contract price of US\$48M.

The Construction Materials BDT also attended the 3-day APEC Seminar on 24-26 June 2005 about the Fire-Safe Use of Timber in construction. It was held at Wellington, New Zealand participated by the Business Development Manager (BDM) of the sector and representatives from the Bureau of Products Standards (BPS) and Forest Product Research and Development Institute (FPRDI). Technologies from Canada, Australia, and New Zealand used to make fire-safe timber were introduced. A video documentation on the various research works and case studies was also shown in the seminar.

Another premiere activity was the Cebu Construction Show on 03-06 June 2005, which promoted the different technologies related to construction in Cebu. Assisted by DOST, the BDT promoted the following products:

1) Engineered Bamboo (E-bamboo); 2) Waste Plastic Bonded Plywood; 3) Cement-bonded Board from Sludge; and 4) Shop Fabricated Houses. These are ready for commercialization and currently looking for potential buyers or partners.

Logistics

With the country's strategic location and accessibility within Southeast Asia, the Philippines shows a promising future to be a great logistics hub in the region. Located at the crossroads of the east and the west, the Philippines is a great gateway to Asia by the European and American traders.

In line with the creation of necessary strategies and action plans to sustain and further develop the logistics industry, a proposal to undertake a study is being prepared by the Logistics BDT. The study will cover mapping of logistics infrastructure/facilities in the Philippines and areas where investments are needed. The profile of the sectors covered under logistics and the issues that need to be addressed to help the sector are also included in the study.

The Team's participation in the National Congress last 18 August 2005 raised the importance of logistics in the export sector of our country.

3. EXPAND EXPORTS

Philippine Export Performance

Table 6. Total Merchandise Exports (in US\$ B)

Total Exports	December	December	Growth	Jan-Dec	Jan-Dec	Growth
	2005	2004	Rate	2005	2004	Rate
	3.83	3.28	16.84%	41.22	39.68	3.89%

Total merchandise exports for 2005 grew by 3.89% to US\$41.22B from US\$39.68B the previous year. For 2005, DTI originally targeted 10% growth in exports.

Exports to Greater China, composed of People's Republic of China (PROC) and Hong Kong, increased by 26.13%. Total exports to Greater China amounted to US\$7.41M, representing 17.96% share of total Philippine exports. It is now the biggest market of Philippine goods.

The US was the Philippines' second top export market destination, with 17.95% share of total export for 2005. Accounting for 47.65% of total exports, the US gained the highest export receipts in December 2005 compared to the same period last year.

Japan was the third largest export market with a 17.5% share of total exports last year. Export receipts from this country, however, declined by 10% in 2005 due to its economic slowdown.

Shipments to the Netherlands, being the gateway to Europe, also grew by 13% to US\$4.5B, making it the fourth biggest buyer of Philippine goods and indicating a continued recovery of the EU market led by the new economies.

Meanwhile, ASEAN countries such as Singapore, Malaysia, and Thailand accounted for 15.35% of total Philippine exports. Exports to these countries grew by 2.87%, 18.71%, and 9.86%, respectively.

Philippine Export Development Plan (PEDP)

The PEDP for 2005-2007, the country's blueprint in developing and promoting export industries, was approved last 28 June 2005. The Plan projects exports to grow by 10% in 2005 and 11% in 2006 and 2007.

The Plan focuses on five key markets that absorb a majority of RP exports - ASEAN, China, Japan, USA, and European Union. It also expands the definition of markets to include segments that encompass cultural commonalities across geographic boundaries. The Plan stresses interventions to address culture-based market opportunities like Halal, Kosher, and the presence of Overseas Filipinos.

On the supply side, the Plan identifies the major interventions necessary to increase Philippine exports' competitiveness. Aside from industry clustering, new angles such as bundling of products and services as design-driven offerings for better merchandising and the role of the creative industries as drivers of competitiveness will be explored. The Plan further extends the coverage of Philippine exports to include manufactured goods, services, and those produced by knowledge sectors.

Funding sources for export development were also identified in the Plan. This year, the Bangko Sentral ng Pilipinas (BSP) granted PhP10.5M for export development and promotion. Projects to be funded under the grant include information products for SME exporters, market information and capacity-building for MSME food processors, training for SME counselors and advisors, study of home furnishing shows in the Philippines and in Asia, training for the development and deployment of websites for SMEs, and training for weaving and twinning under the proposed Integrated Marketing Program for Coco-Fiber Products and the Buyer-Supplier Database.

Market Strategies and Negotiations

As identified in the Plan, the DTI continued to forge closer economic relations and seek cooperation among its major export markets through the windows provided by trade negotiations. The DTI continuously worked for provisions that best serve, under constraints of negotiation, the Philippines' offensive and defensive trade interests.

World Trade Organization. The Hong Kong Ministerial Conference was held last 13-18 December 2005. The Ministers expect to complete the Doha Development Agenda by end of 2006. The Ministerial Declaration on agriculture agreed to eliminate export subsidies by 2013. A Swiss formula for the non-agricultural market access (NAMA) negotiations was also adopted which shall, among others, reduce or as appropriate eliminate tariffs, including the reduction or elimination of tariff peaks, high tariffs and tariff escalation, in particular on products of export interests to developing countries; and take fully into account the special needs and interests of developing countries, including through less than full reciprocity in reduction commitments.

ASEAN. The Philippines shall be the pilot area for the ASEAN Single Window (ASW) Model. This project aims to reduce clearance time of customs shipment processing from 3-4 days to half an hour, ultimately resulting in minimization of transaction costs. The ASW would entail streamlining of customs processes and standardization of documents such as clearances and permits.

ASEAN-Korea. The 1st ASEAN-Korea Trade Negotiating Committee marked the beginning of the negotiations for the proposed ASEAN-Korea Free Trade Agreement (AKFTA). The members agreed to conclude the negotiations on Trade in Goods and other areas earlier than sensitive areas like Services and Investments. To achieve this goal, the Meeting also agreed to create Working Groups (WGs) on Rules of Origin (ROO) and Dispute Settlement Mechanism (DSM). These WGs will determine what modalities to use in determining origin of trade goods as well as the DSM to use in settling trade disputes that may arise between the parties. The two WGs' outputs are needed in the implementation of the tariff concessions under the Trade in Goods (TIG). The two WGs shall be co-chaired by Brunei and Singapore.

ASEAN-India. Discussions on the 7th and 8th ASEAN-India Trade Negotiating Committee (AITNC) centered on the possible resolution of the Early Harvest Programme (EHP) related to issues particularly on the ROO. ROO are laws, regulations, and administrative procedures that

determine the origin of a good designed to determine the eligibility of a good for preferential access under the terms of a free trade agreement and for other purposes.

ASEAN-China. The 20th Meeting of the ASEAN-China Trade Negotiating Group (TNG) continued the remaining unresolved issues in the Trade in Goods (TIG) Agreement. These include China's and Indonesia's compliance with the agreed ceiling of the Sensitive Track and treatment of tariff rate quotas, among others.

ASEAN-Korea. Eight meetings of the ASEAN-Korea Trade Negotiating Committee (AKTNC) have been conducted to commence negotiations on the ASEAN-Korea FTA. The negotiations covered the areas of trade in goods, economic cooperation, dispute settlement, and rules of origin. The negotiations on the last two areas were undertaken by special WGs under the AKTNC.

Three agreements to operationalize the AKFTA were concluded in 2005, prior to the 11th ASEAN Summit. These included the Framework Agreement (FA) on Comprehensive Economic Cooperation among the Governments of the Member Countries of ASEAN and the Republic of Korea, the TIG Agreement, and the Agreement on Dispute Settlement Mechanism, all under the FA.

The FA signed by the ASEAN Heads of State/Government on 13 December 2005 in Kuala Lumpur, Malaysia serves as the enabling agreement to establish the AKFTA. It provides for the conduct of negotiations for the progressive reduction and elimination of tariffs and other barriers to trade, services, and investment and the development of an appropriate dispute settlement mechanism to govern implementation of commitments by parties. Basic principles to govern the AKFTA negotiations, provision for the expansion of the economic partnership into new areas, institutional arrangement for the AKFTA implementation, and provisions for amendments and entry into force of the agreements are also provided.

An integral part of the FA is the Annex on Economic Cooperation which provides for various cooperative projects to be undertaken by both ASEAN and Korea. The areas covered include customs cooperation; trade and investment promotion; SMEs; HRD; tourism; science and technology; financial services; ICT; agriculture, fisheries, livestock, plantation commodities and fisheries; intellectual property; environmental industry; broadcasting; construction; standards and conformity assessment; mining; energy; ship building; and maritime transport.

The TIG signed by the ASEAN Economic Ministers is one of the FA components which provide for the substantial reduction or elimination of tariffs and other barriers to trade to establish the ASEAN-Korea FTA by 2010 under various tracks, namely: normal track for 2006-2010, with flexibility up to 2012; and sensitive track for 2012 up to 2016.

Another FA component is the establishment of a DSM, which may be invoked by central, regional, or local governments or authorities within the territory of a party. A party complained against shall accord due consideration and adequate opportunity for consultations regarding a request for such made by a complaining party on matters affecting the FA implementation or application, whereby: any benefit accruing to the complaining party directly or indirectly under the FA is being nullified or impaired; or the attainment of any objective of the FA is being impeded, as a result of the failure of the party complained against to carry out its obligations under the FA. Should the consultations fail, the Agreement also provides for the establishment of arbitral panels including its functions and proceedings and rules governing compensation and suspension of concessions or benefits.

ASEAN-Australia New Zealand Free Trade Area (AANZFTA). The AANZ Trade Negotiating Committee (TNC) has held five meetings including the inaugural Joint Consultation, which was the first plenary session of country delegations in preparation for the launch of the proposed AANZFTA. The 2005 TNC meetings served as venues for both sides to probe starting negotiating positions and survey initial issues where there are potential sensitivities and apparent similarities in views, and also presented opportunity to discuss

negotiation modalities and identify emerging issues and immediate steps. The last (4th) TNC largely departed from the exploratory and confidence-building phase that characterized the past three meetings of the AANZTNC, as it now sets the stage for more substantive discussions, enabling ANZ and ASEAN to table preliminary negotiating proposals on the fundamental elements, architecture, and liberalization modalities for the FTA. The Philippines should now gear up preparations towards mapping a coherent negotiating stance and sector-specific negotiating positions for each element of FTA in pursuit of the country's strategic interests.

The following were the highlights of progress:

- o Presentation of initial positions and exploratory discussions on possible scope and FTA architecture;
- o Establishment of Working Groups (WGs) and holding of meetings to discuss possible FTA chapter elements;
- o Presentation to ANZ of ASEAN proposal on negotiating principles and modalities on TIG;
- o Consideration of ASEAN and ANZ draft texts on Services and DSM;
- o Information exchange on trade, services, investment regimes (continuous basis)
- o Capacity-building for FTA negotiations (initially for the following areas: Services, ROO, Investments, IP, CP, and DSM); and
- o Benchmarking/ Sharing of experiences on negotiated FTAs.

RP-China Visit of Prime Minister Hu Jintao. The visit of Chinese President Hu Jintao last 26-28 April 2005 brought forth the signing of bilateral economic cooperation agreements, which focused on the areas of trade and investment, infrastructure, and economic and technical cooperation.

Among other things, the agreements focused on consolidating mechanisms of coordination and consultation with the view of expanding and promoting bilateral trade, investments, and economic cooperation between the Philippines and China. China also agreed to provide the Philippines a US\$2.5M grant for the implementation of the projects that will be agreed upon between DTI and China's Ministry of Commerce.

Meanwhile, the agreement on infrastructure served as the umbrella agreement for policy consultations and coordination on Chinese investments in infrastructure in the Philippines.

Early Harvest Programme under ASEAN-China. The Philippines signed an MOU on EHP with China. Products covered by the EHP included pure-bred breeding animals, several varieties of fish and sea foods, milk and dairy products, plants, and fruits. The Philippines succeeded in excluding vegetables under EHP but promised China to promptly complete the Pest Risk Analyses (PRA) for the importation of vegetables, particularly, carrots, cabbages, ginger, and potatoes.

Selling Mission to China on Education. A selling mission was held in China on education services in October. The West China Qinyang Campus of the Sichuan University signed an MOU with the Manila Doctors College (MDC) on nursing education. The MOU provides for both schools to cooperate on the possibilities of training of Chinese nursing students in the MDC. Five vocational schools also met with the West China Qinyang Campus of Sichuan University and Health School of Henan Province on possible training of Chinese students on nursing aide, caregiving, and English language proficiency.

RP-Japan Japan-Philippines Economic Partnership Agreement (JPEPA). Following the approval of the JPEPA in principle last year, drafting of the detailed and specific provisions of the Agreement are currently being worked out. Once signed, the Philippines would benefit from lower tariffs, improved business environment, and liberalized services sector.

Product Strategies

Consistent with the MTPDP and the 2005-2007 PEDP, the DTI continued to promote the country's Revenue Streams along its key result areas - marketing and promotion, competitiveness enhancement, policy/regulatory, and networking.

Food

- **Marketing and Promotion.** Fifteen trade fairs/missions were organized/participated in to promote food targeting consumers from Japan, EU, Greater China, Taiwan, ASEAN, Middle East, US, and Canada. Total export sales generated through these events reached US\$115.35M. ISM, a major international trade event for biscuits and confectionery, and the International Food Exhibition (IFEX), a locally-held international fair generated 66% of the sales. Below are details of some of the top selling events:

IFEX 2005. Foreign buyer for this year's IFEX totaled 265 or 53% higher compared to last year. Majority of them were regular importer of Philippine food products while 63 or 24% were first-time visitors. Top foreign buyers came from China, USA, Italy, Singapore, and Hong Kong. Products which attracted interest were fruit-based products, especially dried mango, durian ice cream, and corn coffee.

ISM 2005. DTI's first participation in ISM generated export sales of US\$44.02M. Unique taste, competitive price, and good packaging of Philippine products contributed to the robust sales performance.

Anuga 2005. The Philippine participation in Anuga resulted in a total of 704 inquiries and US\$23.73M negotiated sales. The country's all time best sellers were tuna, Filipino ethnic food and dessicated coconut, coconut chips, and banana chips. New products such as corn snacks, virgin coconut oil, and traditional Philippine biscuits attracted the buyers' attention. The companies were all HACCP and EU accredited which are critical to buyers' decision to buy the products.

Saudi Food 2005. Seven Filipino companies joined Saudi Food 2005, considered the longest established food exhibition and leading food event in the Kingdom of Saudi Arabia. The Philippine participation generated US\$5.07M or 28% more than its target.

SIAL China 2005. The first Philippine participation in SIAL China brought six local companies to showcase and promote food and beverage products in China's no. 1 international trade exhibition for food, beverages, wines, and spirits. The Philippine delegation generated US\$3.93M in total sales and 54 trade contacts. Bestsellers in the 3-day fair were dried mangoes, banana chips, and virgin coconut oil.

World of Food 2005. Five local food companies joined the CITEM-organized participation in the World of Food, positioned as "Your Gateway to Asia". The country's participation generated US\$3.5M in sales and opened new opportunities in the following markets: Russia, Eastern Europe, Africa, the Caribbean, and Maldives. Bestsellers of the RP delegation were sauces, biscuits, fish chips, canned sardines, dried fruits, and ready-to-drink juices.

Taipei Food Show. The Philippine participation in the Taipei Food Show focused on fish crackers, fresh fruits, juices, fruit wines, assorted nuts, desiccated coconut, sweet preserves, biscuits, mixes, pasta, and ice cream. The 9-company delegation generated total negotiated sales of US\$1.78M, 18% higher than its target of US\$1.51M. One-on-one business meetings were organized by the country's trade office in Taipei between Taiwanese buyers and local companies, resulting in a significant amount of sales for the participants.

DTI, through CITEM, also participated in the following events: All Asia Food Show (USA), ASEAN Food and Beverage Exhibitions (Japan), China (Shenzhen) Consumer Goods Procurement Fair. CITEM also organized a Food Selling Mission to Canada.

- *Competitiveness Enhancement.* As attention to food safety is continuously being given emphasis, DTI is seeking to create awareness and appreciation among Philippine food exporters on food standards and regulations through symposia, fora, and seminars.

IFEX International Symposium on Food. In cooperation with the Department of Agriculture (DA), Department of Health (DOH), Philippine Export Council, Globelines, and different food associations, the 1st IFEX International Symposium on Food was held in May. The symposium aimed to increase awareness and appreciation of food processors/exporters towards food safety and compliance with global standards. Resource speakers included regulation officials from the Philippine's major markets for food - US, EU, UAE, and KSA.

Visit of UAE Halal Experts. In April, three Halal experts from the UAE General Secretariat of Municipalities (GSM) visited the country to assess/audit two Philippine Halal certifiers - Islamic Dah'wah Council of the Philippines (IDCP) and the Philippine Aw'qaf and Zakat Foundation, Inc. (PAZAF). The UAE GSM sets food safety regulations based on recommendations made by the National Food Safety Committee (NFSC) on food related matters and by the Veterinary Committee (VC) on meat and poultry related matters. Although the official report of the UAE team has not been submitted to DTI, it was observed that one of the Philippine Halal certifiers showed a promise to get accredited by the UAE GSM. Once recognized, this can pave the way for RP food products to enter the UAE market.

Information Seminar on Rules and Regulations on Food Labeling. DTI conducted a seminar on Rules and Regulations on Food Labeling last December to inform Philippine food exporters on the latest USA labeling requirement on transfat and food allergens which will be implemented starting January 2006. Labeling regulations of EU, Hong Kong, Australia, and New Zealand were also discussed.

Homestyle and Living

- *Marketing and Promotion.* CITEM organized 10 international trade promotional events generating total export sales of US\$142.61M, including sales from the bi-annual Manila F.A.M.E. International. These events targeted the European Union, Japan, and Middle East.

Manila F.A.M.E. International. The April and October editions of Manila F.A.M.E. were attended by 7,005 buyers, 59% of which were foreign buyers. Total sales generated reached US\$127.7M.

Salone Internationale del Mobile. Movement 8 once again proved that the country's niche in furniture and furnishings is in high-end product range. The Philippine delegation generated US\$4.3M in negotiated sales, mostly in contract manufacturing.

INDEX Dubai. The country's participation in the Middle East's biggest furniture show, INDEX Dubai, generated total sales of US\$4.8M, 60% higher than previous year's US\$3M. It served as an eye opener for our exporters looking for new markets where they can niche on high-end products.

International Furniture Fair Tokyo (IFFT). The Philippine participation in IFFT generated total negotiated sales of US\$1.68M, exceeding target sales by 334%. All four participants made substantial sales, although it was the coco collection and termite house collection by one of the participants that captured the interest of Japanese buyers. A possible outsourcing of orders/production by Singapore to the Philippines was offered during the event, underscoring the need to strengthen cooperative agreements and networking within ASEAN countries for trade and investment development.

Christmasworld. The country's winning factors — unique design, color combination, quality, and craftsmanship — carried the day for the 12 company participants to Christmasworld, considered one of the leading trade events for festive decorations. Big quality buyers contributed to overall sales worth US\$1.64M.

Tokyo International Gift Show. DTI, through CITEM, organized another participation to the Tokyo International Gift Show through the sponsorship of ASEAN-Japan Center (AJC). Four participating companies from the giftware and houseware sectors joined the event, generating sales amounting to US\$1.8M from 114 trade inquiries. The fair once again proved that the country's niche is still in quality, design, and excellent use of indigenous materials.

Other events organized in partnership with AJC were Fukuoka International Gift Show and ASEAN Interior Goods Exhibition.

- *Competitiveness Enhancement.* The competitiveness of Philippine home furnishings, holiday décor and giftware products lies in its quality and unique design. This was recognized in the ASEAN Good Award.

ASEAN Good Design Award. In cooperation with AJC and the Japan Industrial Design Promotion Organization, the Homestyle and Living Team facilitated the selection of the 22 entries to the ASEAN Good Design Award where 10 awards were conferred to the Philippines. The winners will be exhibited in Japan in the G-Mark exhibit.

Organic, Herbal, and Natural Products

- *Marketing and Promotion.* DTI conducted Bio-Search, a local trade exhibit featuring organic, herbal, and natural products and facilitated the country's participation in the Natural Products Expo East.

Bio-Search. A total of 63 exhibitors participated in the event. Sales generated reached US\$0.82M. The virgin coconut oil used as food supplement as well as for personal care was the best selling product.

Six foreign buyers from Canada, Japan, Malaysia, and Italy participated in the Very Important Buyer (VIB) Program for Bio-Search, which made its debut this year.

Natural Products Expo East. The promotion focused on coffee, rice, virgin coconut oil, lemon grass, and banana chips. Virgin coconut oil generated a lot of interest and accounted for the most of the inquiries.

Fashion

- *Marketing and Promotion.* DTI organized/facilitated exporters' participation to six trade promotional events targeting Greater China and Europe. Total sales generated amounted to US\$2.46M, with MACEF Spring Fair accounting for 80% of the total sales.

MACEF Spring Fair. Export sales generated through participation in MACEF reached US\$1.96M. A total of 28 fashion accessories exporters joined the Philippine delegation and met with 560 counterparts. Costume jewelry products such as hand painted bangles and necklaces with mixed material combination of pearls and shells were top sellers.

- *Competitiveness Enhancement.* One initiative to enhance competitiveness of Philippine exporters is conducting seminars and training programs to equip them with knowledge on exporting.

Basics of Exporting Seminar. To enhance competitiveness, a three-day seminar workshop on Basics of Exporting was conducted on 29-31 March 2005 in coordination with PTTC. The seminar is a requirement for the members of the Guild Philippine Jeweler's initial participation in the Manila F.A.M.E. International.

Policy Implementation Measures

Cognizant of the need for an environment conducive for export growth to ensure that the strategies embodied in the PEDP are properly executed, the DTI continued to find ways to

streamline and simplify export procedures, accelerate implementation of digital trading systems, intensify completion of infrastructure projects, push for legislative reforms, advocate use of ecologically-friendly production processes, and provide “work-out” financing programs.

Streamlining and Simplification of Procedures. The Automated Export Documentation System (AEDS) was rolled-out to the Motor Vehicle sector. Meanwhile, the Automated Systems for Customs Data (ASYCUDA) and AEDS were introduced in the Bureau of Customs (BOC). The AEDS automates the lodging, approval, and printing of Export Declarations in less than one minute and eliminates the need to go to PEZA and BOC for signatures, NAIA for processing fees, and PEZA for underguarding fees.

The country now has nine One-Stop Export Documentation Centers (OSEDs) with the addition of a new one in Bataan. Further, operations in these OSEDs have been computerized for efficiency.

In Focus: Green Mango Trading

More than two years ago, the concept of catalogue advertising was one of the projects envisioned to help Philippine exporters market their goods in North America. This led to the establishment of a marketing system set up by Filipino investors and entrepreneurs known as Green Mango. The company is jointly owned by Filipinos based in the US who are experienced and successful brand-builders and managers in the US market.

The approach it takes is direct marketing of Philippine products (on a wide range of furnishings and accents) using product catalogues as selling tools. It has identified and partnered with selected Philippine-based SME manufacturers perceived to have the appropriate skill, craftsmanship, and creativity. Aside from direct marketing, Green Mango also provides guidance in design, style, and workmanship consistent with demands of the American consumers. More importantly by pushing Philippine-made products, it shields the country's exports from direct competitors from other Asian countries, allows very scalable growth, and creates a barrier to entry for non-Philippine entities. To maintain price competitiveness, it bypasses market hurdles in the US put up by brokers and a huge labyrinth of retailers who make no real commitment to local manufacturers.

The first catalogue publication focused on the Lifestyle Sector and was launched last September 2005. It was a major step towards achieving mainstream distribution of Philippine export directly to US consumers. Only after two months of mailing the initial 315,000 copies of the catalogue, an estimated total sale of more than US\$300,000 has been generated. Interestingly, the flow of orders on items featured under its first publication continues. Copies of the second catalogue, its Christmas issue with an expanded 80 pages, have been mailed as well and orders are already being received through its call center in Dallas, Texas.

The immediate target of the company is to mail out a million catalogues to cover a wider portion of the American market. This will bolster production of the suppliers of Green Mango to meet the demands. To help these exporters firm up their cash flows, DTI further assisted them by endorsing them to access financing windows both in SB Corp. and PhilExim.

4. CARE FOR CONSUMERS

Over the years, the DTI, through its Consumer Welfare and Trade Regulation Group (CWTRG), has sought to protect consumers' rights by providing consumer education, aggressively pursuing an advocacy campaign, and facilitating the resolution of consumer complaints

Notwithstanding the series of oil price hikes, increases in the prices of basic necessities due to unstable prices of imported raw materials (e.g., grains, crude oil) in the world market, and with the implementation of the RVAT Law, general prices of basic goods remained stable.

Linkages with private consumer organizations as well as other government entities were strengthened to prevent unscrupulous traders from taking advantage. Efforts to increase awareness of the general public on specific consumer issues were relentlessly pursued, and speedy resolution of consumer complaints was provided.

To ensure price reasonableness and sufficient supply and distribution of prime commodities including medicines and school supplies, the DTI has convened dialogues with various organization.

- The National Price Coordinating Council (NPCC) conducted eight meetings to closely monitor the impact of oil price hikes and peso-dollar exchange fluctuations as well as the implementation of the RVAT Law on consumer products and to ensure stable price and sufficient supply of basic and prime commodities.
- In May 2005, a meeting with suppliers, distributors, retailers and manufacturers of school supplies was held to freeze current prices of school supplies over and above the March 2005 price adjustments.
- Also in May 2005, the DTI, DA, Trade Union Congress of the Philippines (TUCP), Federation of Free Workers (FFW), and Trade Unions of the Philippines and Allied Services (TUPAS) signed a Solidarity Pact to monitor basic agricultural and manufactured commodities. The Pact enlisted the help of the labor sector to augment the manpower resources of the DTI and DA in price monitoring.
- Department Order No. 03 series of 2005 was signed on April 28, 2005 and took effect on 21 May 2005. The D.O. issued guidelines on granting special discounts for senior citizens under R.A. 9257 otherwise known as the Expanded Senior Citizens Act of 2003. The guidelines were generally implemented in the retail level.

In Focus: COCONET

Agricultural engineer Dr. Justino Arboleda of the Philippines won the first prize in the First World Challenge contest sponsored by BBC World television on 17 November 2005 for his soil erosion control net or coconet. Made from waste coconut husk, coconet was adjudged the best environmental grassroots project in the world. It is manufactured by Juboken Enterprise, which Arboleda owns. His coconut husk business has provided jobs for at least 1,650 families in the Bicol region and other parts of the country. About 800 families have benefited from the venture in Albay province, 400 in Mindanao, 150 in Aklan, and 300 in Southern Leyte.

Cement

From January to March 2005, nationwide retail prices of cement increased by P1 at P156, P157, and P158 per 40-kg bag. In April, average nationwide retail prices went down by P1 per 40-kg bag at P157. However, it went up again in May 2005 by P1 at P159 per 40-kg bag, and remained stable until the first week of August 2005.

The primary reason for the increases in cement prices, according to the industry, was the increase in production inputs, particularly the energy and distribution costs. Energy costs, which account for 80% of the variable cost, are composed of coal, fuel, and electricity. Any increases in energy costs will result in increases in total production cost of cement and consequently increases in retail prices.

The DTI ensured steady supply and stable prices of cement through more intensive price monitoring and aggressive information campaign. In addition, the DTI coordinated with the local industry on the means to reduce the production cost by using alternative raw materials and inputs. DTI also conducted studies on cement energy cost to validate the industry claim that rise in cement prices were due to increase in cost in major inputs.

Bantay Bilihin

The DTI's Bantay Bilihin Program has been significant in ensuring the effective implementation of the government's price stabilization program. To ensure that market-goers are properly informed of the price range in the markets, the DTI distributed a total of 216 price billboards in various markets nationwide: 53 in Metro Manila, 26 in Region 3, and 21 in Region 4-A, 79 in Region 1, and 37 in Regions 2, 5, 6, 8, 10, 11, and CAR. Price billboards were donated by the private sector in an effort to support the government in guiding the public on the prevailing price of basic commodities in the market.

Eight sets of test weights were also donated to promote the practice of giving consumers accurate weight in their purchases. Similarly, regular visits to different wet markets were conducted to check the current prices and supply situation, and ensure that the public is protected from illegal acts of overpricing.

Early in October, some DTI employees were deputized to monitor prices of basic and prime commodities. The DTI Secretary later ordered the DTI workforce to go on a 7-day intensive price watch for a close observance of the trend in prices of basic goods and to clamp down the operations of unscrupulous businesspeople who take advantage of the RVAT and cheat consumers.

Consumer Awareness

Konsyumer Atbp. At the start of the year, the DTI embarked on an aggressive consumer education program to increase the consumers' level of awareness and understanding on standards, prices, monitoring and enforcement activities, product quality and safety characteristics, consumer tips, and trade and industry news. In partnership with the Philippine Product Safety and Quality Foundation (PPSQF) and the ABS-CBN Broadcasting, the DTI launched a consumer education radio program "Konsyumer Atbp." over DZMM. Pilot episode was aired last 19 February 2005 and the succeeding episodes were aired every Saturdays thereafter from 10:00 to 11:30 in the morning.

Standard Blitz

The DTI, through BPS, finalized an action plan with the Department of Education (DepEd) Bureaus of Elementary Education (BEE), Secondary Education (BSE) and Non-Formal Education (BNFE) in integrating standards in the curriculum of the primary pupils, secondary students and out-of-school youth. Specific critical products were also prioritized as the focus of the draft modules and lesson plans to be developed in early 2006.

DTI also conducted a series of seminars on Consumer Rights and Responsibilities attended by 110 managers, distributors, dealers and Customer Relations Officers of Semicon Inc., Health Options, and SM Megamall. The seminar effectively addressed the top consumer complaints received by BTRCP on defective cellphones - the warranty, "No Return, No Exchange" policy, and the liability of business establishment to consumers.

RVAT. The implementation of the RVAT began on 01 November 2005, which is expected to bring in incremental revenue amounting to PhP4B in 2005 and PhP81.4B in 2006. In line with this, a series of massive inter-agency information drives were conducted in various provinces in the country. The RVAT nationwide information campaign is a partnership among the following agencies: DTI, DA, DOE, BIR, DOF, and the Investor Relations Office (IRO).

Complaints Handling

Equally important are the resolution of consumer complaints lodged through the I-reklamo and the DTI hotline (751.3330). The speedy and satisfactory resolution of complaints made consumers aware of DTI's relentless efforts in serving and protecting consumers. In 2005, a total of 40,867 complaints were received by the Consumer Welfare Desks (CWDs). Of the total complaints, 28,507 or 94.22% were resolved; 1,917 or 4.69% are still being processed; 437 or 1.7% were endorsed to other agencies and six complaints were dismissed.

Moreover, nine Consumer Welfare Centers (CWCs) nationwide were established and are daily serving consumers needing assistance. These CWCs are located in SM Megamall, SM North Edsa, SM Southmall Las Piñas, SM Cebu, SM Davao, SM Baguio, SM Batangas, SM Pampanga, and SM Iloilo. The CWC offers on-the-spot information dealing with various consumer welfare issues and immediate facilitation of complaints.

PETCs

To prevent unfair competition among operators and protect consumers' interests, the Department has stopped accepting applications for accreditation of Private Emission Testing Centers (PETCs) in specific areas. These include service areas in NCR, CAR, and Regions 1, 3, 4, 6, 7, 9, 12, and CARAGA.

The total number of accredited PETCs nationwide is 466 with 588 lanes and 36 mobiles. Out of the 466 accredited PETCs, 80 have not been issued authorization.

About 18 PETCs have been suspended and penalized for violating the rules and regulations of the PETC accreditation. Corresponding penalties/fines collected amounted to PhP530,000. Moreover, a joint monitoring team of PETCs, which composed of DENR-DTI-DOTC, apprehended 40 PETCs, 22 of which have been penalized and collected a total amount of PhP457,500, while the remaining 18 PETCs have been scheduled for mediation meeting.

Pursuit of Comprehensive Competition Law

An active pursuit for a Comprehensive Competition Law was proposed, which will benefit all concerned sectors: private sector, government, and consumer.

To kick-off the project, the DTI held a succession of Competition Policy Training in Tagaytay (7-10 Feb 2005), NCR (14 Feb 2005), and Cebu City (16 Feb 2005) with Resource Speakers from the US Federal Trade Commission.

A Competition Policy Framework was drafted which provides in part for the objectives of Competition Policy, the guiding principles, the policy framework (promotion of market-friendly regulations and simplification of bureaucratic processes), and organizational and enforcement matters.

A bill leading to National Competition Law is being deliberated in the House of Representatives. Last 30 May 2005, a public hearing was conducted by the House Committee on Trade and Industry wherein the DTI expressed support on Congress initiative in coming up with the National Competition Law. Counterpart bills in the Senate were also filed. The first public hearing was conducted in October 2005.

Lemon Cars

DTI supports the proposed Senate Bills (SB) that aim to protect consumers against the sale of defective vehicles or "lemon cars". The bills will give more teeth to the government in providing consumer protection against sellers of defective motor vehicles and promote corporate social responsibility among car companies operating in the country.

These bills will enable the government consumers in seeking legal remedies from manufacturers or agents of defective vehicles, thereby assuring them of their financial investments.

A TWG co-chaired by the DTI through the BTRCP was formed by the joint House Committee on Transportation and Trade and Industry to consolidate the Senate and House Bills on Lemon Law. Section 12 of the substitute bill provides for the creation of Arbitration Council which shall exercise exclusive and original jurisdiction over disputes arising from the provisions of the law.

Pyramiding

As a result of the Department's intensive campaign against pyramiding, it formally filed charges against First Quadrant Philippines, Inc. and JC Martin Corporation for violation of Article 53 in relation to Article 4(K) of the Consumer Act. During the mediation, DTI, together with the aforementioned firms entered into an amicable settlement on 13 March 2005.

On BN Registration

There were 281,034 business names (BNs) registered from January to December 2005. This has been brought about by the decentralization of the business name registration through a 24/7 system available to all DTI-Field Offices with access to the Internet. It goes to show that the number of SMEs are growing, which is in tangent with the call of P/GMA to encourage SMEs to do business.

More BN registration centers are opening to give entrepreneurs more venues to choose where to register their BNs. The DTI, in cooperation with SM Prime Holdings Inc., and SM Shoemart Inc., entered into an agreement that will enable businesspeople to register their BNs in three SM malls in Metro Manila i.e., SM Megamall, SM North EDSA, and SM Southmall CWCs.

On Business Licensing

To professionalize the real estate service practitioners, DTI, through BTRCP, conducted the Real Estate Brokers Examinations simultaneously in Metro Manila and selected key cities in May and November, with a total of 1,712 examinees nationwide.

Contractors Licensing

To promote the safety and protect the interest of the general public from the risks of dealing with unreliable and incompetent contractors, DTI, through the Construction Industry Authority of the Philippines (CIAP), regulates the construction sector through licensing, registration, classification and categorization, as well as imposition of sanctions against erring contractors.

In 2005, 4,824 applications were approved for new licenses, renewals, special license, and license amendments. The bulk of approvals consisted of 86% renewals, 8% new entrants, 3% license amendments, and 3% special licenses.

A total of 1,805 government contractors were registered and classified. Of the total, 29 contractors were suspended and 17 revoked.

Product Standards (PS) Mark Licensing

- In 2005, the BPS developed 1,022 new standards, a 2.25% increase over the target of 1,000 standards for the year. About 75% of the total Philippine National Standards (PNS) were harmonized with international standards.

In compliance with product certification (DAO 1:1997 and DAO 5:2001) and quality management requirements for quality and safety of products, a total of 64 PS licenses and 2,110 Import Commodity Clearances were issued

In an effort to further protect consumers against hazards caused by substandard products, particularly from contamination to hazardous wastes that may leak from defective pipes, the Department, through the BPS, has included sewer pipes for mandatory product certification. This will require all manufacturers and importers to align their products to relevant standards prior to distribution and selling in the market.

Through mandatory certification, the DTI levels the playing field for pipe manufacturers and importers.

- *LPG Cylinders Confiscated*

Consistent with its ongoing and intensified drive against dangerous, substandard liquefied petroleum gas (LPG) cylinders, the DTI has slapped administrative charges against 56 establishments located in Parañaque, Las Piñas, Navotas, Quezon City, Marikina City, Pasig, Makati, Mandaluyong, Novaliches, Bulacan, San Mateo, Pampanga, Taytay, Rizal, and Cavite.

DTI's SMART[D17] regular market monitoring and enforcement from 03 January 2005 to 30 September 2005 yielded 2,202 uncertified LPG tanks sealed and confiscated from the erring establishments which will be used as evidence against them.

- *Safe Auto Parts*

The quality of the automotive part components is paramount to the safety of drivers and passengers. Thus, to ensure the safety of motorists and prevent road accidents, the DTI, through the BPS, has declared six automotive component parts for mandatory product certification. These include tires, brake-fluids, batteries, automotive glasses, seat belts, and rubber inner tubes. Proper testing of these parts to PNS safety requirements will protect consumers. Worth mentioning is the near completion of the development of standards on brake, steering, and lightning systems.

On 28 April 2005, DTI signed a MOA with the Philippine Association of Battery Manufacturers, Inc. (PABMA) to set up a testing laboratory for locally manufactured and imported automotive and motorcycle batteries. Through this agreement, the PABMA shall establish testing laboratories that would validate test results of automotive and motorcycle batteries. The testing laboratory is required to comply with the BPS Laboratory Accreditation Scheme which is based on ISO/IEC 17025 - General Requirements for Competence of Calibration and Testing Laboratories. This move aims to protect consumers from buying defective products that may damage vehicles and cause untoward incidents.

Meanwhile, with the cooperation of the Japan Society of Automotive Engineers (JSAE), a seminar on the Standardization activities of ISO Technical Committee on Road Vehicles was held last 06 September 2005. The seminar informed the Philippine Automotive Industry on the various projects of ISO/TC22 and provided updates on its standardization activities, technical regulations and harmonization activities, and trends in international standardization in the field of automotive passive safety.

Fair Trade Laws Implementation/ Monitoring

The implementation and monitoring of Fair Trade Laws (FTLs) were likewise relentlessly pursued. With the present demand on trade developments and changes of consumer needs, the DTI has adopted new measures to serve consumers' interest best. In this line, the Comprehensive Monitoring and Enforcement Program (CMEP) was considered to improve the monitoring and enforcement activities as well as standardize the procedures, and to ensure accurate and up-to-date monitoring and enforcement reports. Under this program, the FTLs to be covered for monitoring and enforcement have been reduced to only seven laws. Priority FTLs for monitoring and enforcement are: 1) Price Act (RA 7581); 2) Price Tag; 3) Labeling; 4) Service and Repair Shops; 5) Truck Rebuilding; 6) PETC Accreditation; and 7) Standards Law.

In 2005, DTI monitored a total of 86,000 firms. About 388 firms found to have violated existing laws were penalized and collected fines amounted to Php536,130.

Alternative/ Generic Packaging Project

A MOA on the Alternative/Generic Packaging Project among DTI, DOST, Packaging Institute of the Philippines (PIP), and the Philippine Chamber of Commerce and Industry (PCCI) was signed on 23 August 2005. Starting 2004, the DTI, DOST, PCCI, and PIP have been working closely on this project. The first phase targeted the big manufacturers of consumer food products and the enrollees were Mega Fishing Corporation, Southeast Asian Foods inc., and

General Milling Corporation. In 2005, the project expanded to include the development and promotion of generic products; the MSMEs and their products identified under the OTOP-Philippines Program. This project serves as a vehicle to help MSMEs penetrate mainstream markets by extending shelf life and enhancing quality, salability, and competitiveness of their products. It also addresses the need of MSMEs for attractive packaging materials that could be bought at small volumes and affordable prices.

Phasing-out of Chloroflourocarbon (Ozone-Depleting Substances)

As partner in the implementation of the National Chloroflourocarbon Phase-out Plan (NCP) project of the DENR, the DTI, through BTRCP, prepared the proposed amendments to the IRR of PD 1572 after conducting series of consultations to refrigeration and air conditioning industry players. DTI also assisted DENR in the Technical Evaluation Committee on the accreditation of qualified suppliers on the Voucher System and formulation of the Code of Practice for Refrigeration and Air Conditioning Technicians of the NCP Project.

5. GOOD GOVERNANCE

DTI's goal is to be the epitome of good governance in the bureaucracy. Towards this end, the Department focuses on services which are designed to the specific needs of its clients, communicates to the people its services and accomplishments, improves its services to make them more affordable, and instills in the DTI family a culture of excellence in public service.

Improving Customer Service

DTI continued to streamline the performance of its frontline services to facilitate and speed up their delivery, reduce cost, and minimize red tape.

- The BNR System had been successfully migrated to the DTI Data Center in May 2005. The project involved the enhancement of hardware facilities to improve access by the regional/provincial offices, thereby facilitating on-line BNR from different parts of the country to reduce processing time.

Report generation has been decentralized and enhanced by DTI-MIS starting April 2005 with the reactivation of the Report Generation Module of the WEBNRS to afford faster and more convenient reporting. With the improved system in place, report generation may now be done from regional and provincial offices, which used to be centrally done by MIS and BTRCP.

- In addition to the migration of the BNR system to the DTI Data Center, the Intellectual Property Office (IPO) has tapped the assistance of the Japan International Cooperation Agency to upgrade its Patent Administration System (PACSYS) to fully systematize the country's patent filing system.

The PACSYS aims to streamline the IPO's patent administration processes and enhance examination and processing for the speedy grant of patents and the registration of utility models and industrial designs. The PACSYS can cut the patent process, which takes an average of four to five years, by at least one year.

- BOI continued to streamline its operation by studying processes that can be eliminated to reduce documentary requirements, and shorten turn around time of its frontline services. It is also studying computerized processes in other countries which can be adopted locally to further improve service delivery.

The action plan for the BOI online registration project has been prepared. Initial implementation of Phase I covers the BOI electronic filing of application for check-listing and submission of reports. It contains all downloadable forms as well as business procedures needed by applicants. Full development of Phase I (covering online

registration and submission of reports) was awarded to Soluziona Phils., Inc. The project, which has a timetable of six months, started in 17 February.

The BOI Board approved the streamlined procedures for approval of mining projects, thereby reducing the processing time from 20 to 14 working days, unless there are pending issues with the DENR and/or NCIP.

- The government has formed a Quick Response Team (QRT) to address investor concerns on extortion, long processing time, cumbersome procedures, harassment and “lagay” system in the LGU level. DTI is a member of the QRT together with the Presidential Anti-Graft Commission, Department of the Interior and Local Government, the Philippine National Police, PEZA, and BOI. The QRT is now finalizing details of its plans and procedures for operation. When fully operational, the QRT is expected to help greatly in attracting more investments in the country.
- Another important move to facilitate processing of documents is the proposed amendments to the IRR of the BOT Law. The proposal recommends, among other things, that the first and second pass approvals for BOT projects be incorporated into a single process, effectively cutting the approval process by half. This amendment is considered one of the most important portions of the proposal in a bid to strengthen public-private sector partnerships in the provision of infrastructure and development projects.

Promoting quality and productivity enhancement

DTI consistently promotes quality management and productivity awareness through the Philippine Quality Award (PQA) system. PQA road shows were conducted in Vigan, Legaspi, Bacolod, Tagbilaran, Puerto Princesa, Iloilo, and Guimaras to encourage SMEs to adopt the PQA system. Likewise, proactive competitiveness programs were launched to acquaint them with the importance of human relations in attaining quality and productivity at the plant level. The 325 plant level seminars conducted in 111 companies generated qualitative and quantitative improvements. Tardiness and absenteeism decreased while compliance with company rules and policies increased. Companies that availed themselves of DTI's quality and productivity programs recognized physical improvements in their organizations.

Communication Plan

The DTI Communication Plan is a comprehensive action plan designed to enhance public awareness about DTI, heighten awareness of positive developments to build hope and confidence among the people, and project DTI's corporate identity. This is spawned by the realization that there are many good news about DTI that the public need to know and appreciate, but which are not adequately relayed to them.

The Plan will utilize mixed media to inform the people about the services provided by the Department, the programs and projects it undertakes, as well as its accomplishments and successes. The end-goal is to promote the Philippines as a preferred investment site and export source, which shall eventually contribute to the improvement of Filipinos' quality of life.

One important component of the Communication Plan is the “Galing ng Pilipino” Campaign, spawned by the President's “More than Just Made in the Philippines” Program. This campaign is aimed to balance any negative impressions that some sectors may have about the country by creating an image of a dynamic Philippines and making people feel good about themselves and the country. Promo strategies for the campaign are being finalized.

Philippine Business Registry

The Philippine Business Registry System (PBRS) will be an effective link between various government agencies' databases which will create a dynamic ecosystem of information on businesses in the country. It will be the common reference point for the validation of business entities in the country providing harmonized information at the click of a button,

thereby facilitating government back office processes and frontline client services that will directly benefit the business community.

The PBRS will be funded by the Commission on Information and Communications Technology (CITC) in the amount of PhP175.76M. A supplementary funding worth PhP40M has also been approved under ADB's Japan Fund for ICT.

Upgrading of Network Infrastructure

The upgrading of the DTI network infrastructure was completed in January 2005. With the change of the network equipment, more efficient and faster network operation in DTI-Main is afforded with minimal downtime.

Upgrading of Domain Servers

DTI-MIS recently installed new domain servers in place of existing ones. For the second semester, it will implement the migration of the DTI domain and email services from Windows NT to Windows 2003. When completed, this will result in improved security of DTI systems from hacking, virus attacks, and other similar intrusions.

DTI Code of Ethics in Computing

The MIS crafted the "DTI Code of Ethics in Computing" in July 2005 and also begun to draft policy guidelines to aid in its implementation.

MIS acknowledges the growing volume of computing resources and users in the Department and its correlation between the volume of users and the capacity of the system's impact on one another. The DTI employees' appreciation of the value, in varying perspectives, of computer facility had increased enormously.

The Code's three major purposes are: (1) to ensure appropriate use of DTI computing resources and secure the information contained therein; (2) to assure compliance with and protection of intellectual property rights and adherence to software licensing agreements; and (3) to avert violation of computer security and usage policies and regulations, and to promote practice of computing etiquette.

Aside from the Code, MIS developed an email advisory, found at the end of individual email, using the DTI email account. Part of the advisory was the prescription of a uniform format for the signature for employees maintaining a DTI email account.

Through these efforts, the Department in general and the employees in particular, experience the benefit of efficient and effective connectivity within the confine of their work stations. At the same time, those ensured safe computing practices, and protection from waste and loss of information and resources.

"The adoption of a code is significant for the professionalization of an occupational group, because it is one of the external hallmarks testifying to the claim that the group recognizes an obligation to society that transcends mere economic self-interest."

— Heinz Luegenbiehl

Electronic New Government Accounting System (e-NGAS)

An upgraded version of the e-NGAS was installed at the DTI Head Office in May 2005. The upgraded version now reflects necessary details in Financial Reports, particularly Subsidiary Ledgers, which were not shown when using the previous version. Preparations and negotiations for the roll-out of the system in all the regional and provincial offices nationwide are ongoing.

Energy Conservation Program

In accordance to Administrative Order 126, series of 2005, or the Energy Conservation Program, DTI has implemented a program that aims to reduce consumption of fuel, electricity,

and water within its office and premises. The EnerCon Program is being implemented through DTI EnerCon Management Team composed of representatives from the different buildings used by DTI and attached agencies. In the regions, all field offices report directly to the team.

Overall report since the program started in July up to December 2005 indicated that DTI offices were able to reduce electricity consumption by 10% in terms of kilowatthour, 1% in liters of fuel consumption but increased water usage by 8% in terms of cubic meters as compared to the average monthly consumption in the first semester. Benchmark figure was the average of monthly consumption of January to June 2005.

The savings in electricity essentially came from the reduced utilization of air conditioning in all premises from around 9 hours per day to 6 to 7 hours a day. Fuel consumption reduction was attributed to a more prudent usage of vehicles and car pooling. The increase in water utilities, however, was attributed to the later billings and payments issued to field offices near the end of the year.

In the initial evaluation inspection of the Department of Energy, DTI Head Office passed with a rating of 78%.

In Focus: PEZA gets five-star rating for energy efficiency

PEZA was commended by PGMA as one of the top five agencies with five-star rating in the energy efficiency spot check of the government agencies during the celebration of the National Energy Week held at the Seoil Gas Station along EDSA in Quezon City.

Maintaining a Culture of Excellence

DTI continues to maintain its status as one of the top government agencies in terms of service excellence. In a survey conducted by the Social Weather Station (SWS) early in the year, respondents perceived DTI as incorrupt along with the Supreme Court (SC) and the Securities and Exchange Commission (SEC). The respondents identified DTI as one of the agencies they can trust to bring a complaint for resolution. For this, the Secretary lauded the DTI Family for professionalism and integrity at work and for efforts to curb corruption by maintaining transparency in its transactions. The Secretary further ordered the DTI to review various transactions with the public, identify possible sources of corruption, and put in place processes to ensure that these areas will not breed corruption. The goal is to present a model bureaucracy and bring back the public's trust to the government.

In another survey conducted by the Makati Business Club (MBC) in July 2005, Business Executives ranked DTI as one of the top four performing government agencies in the country, with the BSP occupying the number one slot. The survey was conducted among 70 MBC members.

In Focus: DTI HR Development Training Program 2005,

Red Track: The Face of Integrity

Annually, the HRDS embarks on a new training program to equip the DTI workforce with the appropriate talents and skills to better perform in their workplaces. This year's program thrust focused on the face of integrity. The program intended to take the Department on an experimental exploration and discover the full spectrum of what integrity is and its relevance to each of us, both as a government employee and as an individual.

The DTI and attached agencies personnel across all levels were invited to attend the programs. Likewise, for equitable distribution of training opportunity, each employee was entitled to one course of his/her choice. The attendees from the DTI Head Office were fully subsidized, whereas attendees coming from the attached agencies had to pay a

corresponding course fee. The reason behind such arrangement was that the attached agencies have a separate budget.

The total number of actual enrollees for the DTI HR Development Training Program 2005, Red Track: The Face of Integrity was 746. These enrollees included those who requested for change of schedules due to work load/sickness. Some 578 or 77% were from the Head Office while 168 or 23% were from the attached agencies.

The participants from the attached agencies were from BOI, BOT Center, CIAP, and CITEM.

Regional offices were given training allocation of PhP30,000 for the implementation of their Regional Training Plans also focused on integrity development.

Sikolohiyang Pilipino on Integrity Development and Other Values had the highest number of enrollees as well as attendees (90%). Other programs based on percentage of attendance, aside from Sikolohiyang Pilipino, were Personal Integrity - The Value of Integrity in the Modern Filipino Family (87%), Professionalism in the Workplace (85%), and Spiritual Wellness (83%). Overall average of percentage attendance for the Face of Integrity was 86%.

Integrity Development Action Plan (IDAP)

The DTI is in full support of and in active participation to the Philippine Anti-Graft Commission's (PAGC) Integrity Development Action Plan (IDAP). The IDAP is a call for all government agencies to participate actively in pursuing and implementing anti-graft and corruption measures, as well as to identify and initiate new activities combating graft and corruption and improving governance. It is anchored on four strategic measures (Prevention, Deterrence, Education, and Strategic Partnership), with 22 deliverables/doables in total.

In support of the DTI-IDAP, the HRDS launched its Integrity Development Courses last June 2005 to help further develop the principles of integrity among the members of the DTI Family.

Government Internship Program

The annual Government Internship Program of DTI was conducted last April to May 2005. The program started with the Skill Building Orientation Program and was designed to encourage students and youth to engage in constructive and productive activities, initiate youth in public service, serve as a recruitment mechanism for potential employees, and extend possible financial assistance. A debriefing session was conducted on May 31, 2005 with special recognition given to selected graduates who showed outstanding performance during the two-month training.

Performance Management

Periodic review of performance was conducted for the rank and file and managerial employees as well as for the Trade Officers. The 360 degrees rating scheme was adopted to rate individual performance. To give the Supervising Undersecretaries and Assistant Secretaries feedback on the performance of their respective subordinates, they were given Performance Reports of the Directors/Officials of the bureaus/offices they supervise. Of the 146 Directors/Officials, 71% or 104 complied or submitted complete performance ratings.

The Foreign Trade Service Corps (Commercial Attaché) posted a 91% compliance rate.

System on Performance Rewards and Incentives (SPRI nts)

The annual recognition of employees' achievements was conducted on 22 December 2005, where a total of 30 employees were given accolades for their exemplary performance. In addition, the following offices were recipients of DTI's Most Creative Idea Award:

- Bureau of Product Standards for its KONSUYMER, ATBP. RADIO PROGRAM, a program on product quality and safety topics broadcast via the public-private sector partnership

of the DTI Consumer Welfare and Trade Regulation Group, through BPS, the ABS-CBN Corporation, and the Philippine Safety and Quality Foundation, Inc. This enabled the government to advocate consumer welfare and protection through responsive and responsible broadcasting. Through the team's resourcefulness and innovativeness, an estimated PhP3.6M in public information expenses has been saved.

- DTI Region XI Management Committee for its ISO 9001:2000 CERTIFICATION FOR THE DTI - XI QUALITY MANAGEMENT SYSTEM, a system that provided a framework for continued improvement to increase and enhance customer satisfaction. The benefits include improved planning, greater quality awareness throughout the organization, improved communication, higher customer satisfaction, and reduced costs.
- DTI Region III-Bataan Provincial Office for its BATAAN BRAND DEVELOPMENT PROJECT, a project that ingeniously created the provincial brand "Galing Bataan" in cooperation with the Department of Science and Technology-Packaging Research and Development Center of the Philippines. "Galing Bataan" served as the official seal of quality and excellence of Bataan food products. With the team's innovativeness, no DTI expenses were incurred as the project was funded by the Provincial Government of Bataan.

Another award was introduced for the first time in 2005, the Secretary's Gold Seal Award which aims to recognize an employee who obtained the highest rank/rating across all SPRInts individual awardees. In 2005, Ms. Marieta Salviejo of DTI Region II received the Secretary's Gold Seal Award.

Rationalization Plan

The DTI Rationalization Plan process started on 04 October 2004, when the DTI Change Management Team (CMT) was created by virtue of EO 366 mandating the Executive Branch to review the mandates of each Department. Subsequently, the Implementing Rules and Regulations were issued in May 2005. Sub-CMTs were likewise created to assist the CMT with the Department's rationalization efforts.

Review of the Department's mandate and functions as well as those of the bureaus/offices and attached agencies and corporation under it was conducted to identify the strategic shifts needed to ensure the Department's effectiveness and efficiency towards achieving the country's goal for sustainable economic growth and poverty reduction. Towards this end, five major processes were conducted by the CMT as follows:

1. Bureau Assessment - town hall meetings, with the employees, assessment of the bureau/office functions by the Sub-CMT;
2. Functional Group Assessment - gathering of thinkpieces of the Supervising USECs and ASECs, functional group caucuses, and presentation of proposed rationalization plans;
3. Information Research Bureau Process - HR Competency Assessment, Personnel Inventory, side by side review of plans, clinic sessions with bureaus/offices on proposed staffing and plantilla, and, study of the financial implications of the proposed shifts in plans, activities and projects;
4. Change Management Team Process - debriefing sessions, integration workshop where the CMT took a hard look at the rationalization plans of each bureau/office/functional group (i.e., proposed shifts in the vision, mandate, functions, and organizational structure of each bureau/office and drawing of the new organizational structure of the Department), and presentation of proposed rationalization plan to the Department of Budget and Management and Ambassador Lilia R. Bautista. The CMT also went through teambuilding sessions which promoted rapport, creativity, and comradeship thus paving the way to a more fruitful interaction; and

5. EXCOM Approval - presentation of the proposed rationalization plan to the Secretary and the rest of the Executive Committee for comments and approval.

Four major final outputs were identified, i.e., trade policy negotiation and promotion services; industry development activities and investment promotion, generation and facilitation services; regulatory and advocacy services to protect consumers; and business development services.

On 25 November 2005, the Department submitted to DBM the proposed DTI Rationalization Plan and the draft Executive Order Rationalizing the DTI.

Legislative Agenda

DTI supports and regularly monitors the developments on the 17 priority legislative proposals. Among these, the top four proposals are:

Amendment to EO 226 (Omnibus Investment Code of 1987). Adopts an incentive system that is consolidated, highly focused, cost-effective, time-bound, and simple to administer; harmonizes the government's administration of programs and policies on the grant of fiscal and non-fiscal incentives. A TWG meeting was conducted by the Senate Committee on Ways and Means last 23 November 2005.

Amendment to RA 6977 as amended (Magna Carta for SMEs). Amends the provision to include micro enterprises and adopt different parameters to define SMEs, to expand membership of SMED Council to include DILG, to define the Corporate powers and establish sovereign guarantee of SB Corp., and amend its capitalization and funding. The House Committee on Small Business Entrepreneurship jointly with Trade and Industry conducted a committee hearing last 6 December 2005 attended by BSMED and SB Corp.

Creation/ Establishment of Fair Trade Commission. Proposes the creation of a special body that shall regulate and exercise authority over monopolistic practices; consolidates all anti-trust laws, and establishes the Fair Trade Commission; and defines absolute and relative monopolies and trusts which constitute prima facie violations of other laws. DTI official position dated 9 September 2005 on Competition Policy was submitted to Congress.

Amendment to RA 7718 (BOT Law) IRR.

Introduces amendments to strengthen the BOT Law to attract private investments in infrastructure development. The amendments shall address, among others, the following: 1) lengthy approval process; 2) unclear policies on government support, risk allocation, and determination of reasonable rate of return; 3) lack of fund for preparation of pre-investment studies; and 4) weak linkage with COA. All of the Committee Members have already signed the IRR.

SPECIAL PROJECTS

- PCs for Public Schools Project

The deployment of computers under Phase 2 of the PCPS project closed with the delivery of 140 PCs to 14 schools, raising the number of recipient schools to 2,228. The project winded up with the conduct of survey among all the beneficiaries to assess the impact of the project in terms of benefits to the students, teachers, schools, and the community. The results of the survey were incorporated in the Terminal Report submitted to the Government of Japan.

To give recognition to schools which have maximized the use of computers and thus serve as models, PCPS granted 'Best Practice Awards' last 25 May 2006 to outstanding schools in four categories, namely: 1) Best Computer Laboratory; 2) Best IT-Based Learning School; 3) Best Community IT Center; and 4) Best PCPS School. The National Awardees for each category were chosen from among the winners for each region coming from the provincial finalists. The prizes consisted of cash from DTI, computers

from Intel Philippines and the supplier, Robotics set from DOST, and a TV set for the special award, courtesy of Senator Mar Roxas.

The third phase of the project amounting to another PhP600M grant funds was approved by the Government of Japan in June 2005. The PCPS Phase 3 will benefit an additional 1,200 schools which will further erase the backlog in public secondary education.

- **School Building Program**
NDC has released a total of PhP31.89M and completed the construction of 219 classrooms for the LGUs of Sta. Rosa, Laguna, and Marikina, Tarlac. The School Building Program aims to assist the LGUs and the Department of Education (DepEd) in addressing backlog in classrooms.
- **Ethanol Project**
In line with the country's aim of promoting the development of alternative fuel in view of increasing oil prices, the NDC boosted the National Fuel Ethanol Program (NFEP) by committing to provide equity investments in its development and project operation phases. NDC signed an agreement with Bronzcoak Philippines, Inc. (BP) to put up the San Carlos Bio-Energy, Inc. (SCBI) which will be formed to develop and operate a stand alone mill and distillery complex for ethanol. NFEP is an MTPDP energy independence strategy that aims to promote the production and commercialization of ethanol, a fuel additive made from sugar cane.

6. Regional Operations Highlights

SME Development Activities

In 2005, activities that assist the product development of specialized goods of different regions were conducted by the SMED Group together with other bureaus. Trade fairs were conducted to strengthen, develop, and assist SMEs. This is in accordance with the maintenance of ROG's role in the national and regional expositions to increase the domestic and export markets.

- The "IMPAKABSAT 2005", CAR's Regional fair conducted on 30 November to 04 December 2005 at SM Megamall and participated by 85 exhibitors generated a total sales amounting to PhP8.074M.
- In partnership with the Metro Manila Chamber of Commerce and Industry (MMCCI), the DTI-NCR, with CITEM's support, conducted the "Negopower 2005: Likhang Pilipinas, World-Class" at the SM Megamall on 23-27 November 2005 where 95 participants generated total sales of PhP1.95M.
- Region 1 conducted and participated in about 20 local trade fairs from municipal to national level, generating a total sales amounting to PhP29.87M, benefiting 178 MSMEs.
- The "Likha ng Central Luzon" regional trade fair held in October 2005 featured the products developed under the provincial branding programs of three provinces: Bataan, Bulacan, and Tarlac, as well as OTOP products. Some 132 SMEs, the biggest number of participants ever, generated sales of PhP46.1M with cash sales of PhP9.6M, booked sales of PhP1.08M, and sales under negotiation amounting to PhP25.71M.
- Calabarzon and Mimaropa regional trade fair, "Barakalan 2005" showcased the Region's best products and services such as processed food, handloom woven buntal placemats and novelty items, gift and holiday decors that range from marble, basketry, artifacts, and other ethnic products.

- The “Panubli-on” Trade Fair 2005, held at the Mega Trade Hall in SM Megamall in Mandaluyong City, yielded a total of PhP3.22M in domestic sales. A total of 65 SMEs from Western Visayas participated in the said trade fair.
- The “2005 Bohol Product Showcase” held last July 2005 generated PhP40.26M in sales from 22 Central Visayas participants that featured designs of bags made from woven raffia with beads made of wood, coco shells, and seashells. Out of the 205 designs, 133 designs were chosen and were market tested.
- On 30 November - 04 December 2005, 12 Eastern Visayas participants of gifts, toys, housewares, and processed food producers joined the 9th “Buy Pinoy Exports Fair” at the SM Megamall Mega Trade Hall in Mandaluyong City. The event produced a total of PhP370,570 in sales.
- DTI-Zamboanga del Norte Provincial Office conducted the first OTOP Display during the “Linggo ng Zamboanga del Norte.” Sangguniang Bayan of Jose Dalman approved the PhP750,000 financial assistance for the seaweed growers of said municipality.
- “The Property Fair for SMEs” conducted on 07-11 January 2005 in Davao City in Region 11 was participated by 14 exhibitors and generated PhP 131.03M in sales. Products that were featured in the trade fair consist of consumer goods with PS marks and Sangkap Pinoy food.
- Region 12 conducted a seminar on Philippine National Standard for Construction Products held on 05-06 July 2005. A total of 90 participants joined the seminar.

Regional Dispersal of Investments

In 2005, total investments in the regions amounted to P230.7M. The percentage shares to total specify the amount used by each region to market and promote their main products to increase SME businesses in order to provide more jobs.

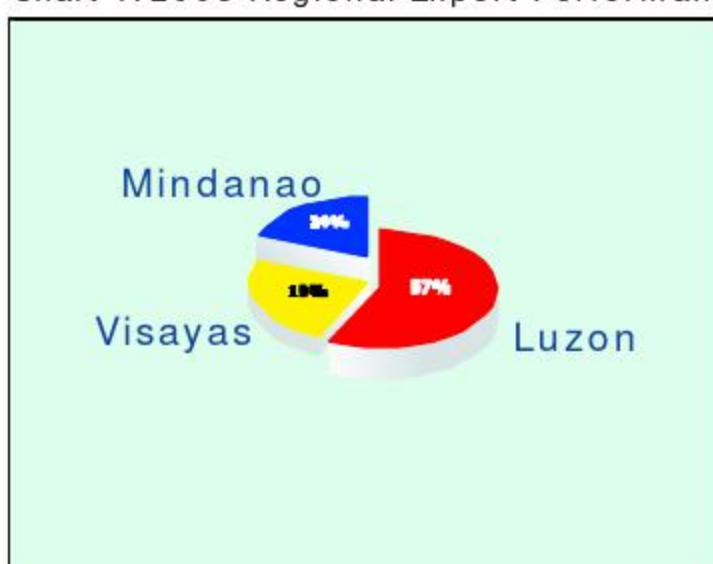
- Investments in Region 7 generated a total of PhP721.49M. A forum on Bohol ICT was held last 14 November 2005 which introduced Bohol as a potential location for investments in IT and IT-enabled Services.
- DTI Samar funded PHP1M for Region 8’s Mussel Industry Development Project under the Poverty Free Zone Program.
- Reactivation of Regional Industry Cluster support group invested PhP20.59M to sustain the Provincial Cluster Priority Project in Region 10. The investments gained total sales of PhP80M from the marketing/sectoral events and post-harvest technology.

Region	BOI		PEZA		TOTAL	
	Project	Share to Cost	Project Total	Share to Cost	Project Total	Share to Cost Total
Region 4	43,754.121	26.75%	43,189.349	64.31%	86,943.470	37.69%
Region 3	54,539.683	33.35	471.022	0.70	55,010.705	23.84
NCR	28,494.973	17.42	14,128.688	21.04	42,623.661	18.48
Region 7	17,630.201	10.78	4,983.595	7.42	22,613.796	9.80
Region 2	7,258.591	4.44	-	-	7,258.591	3.15
Region 11	4,752.194	2.91	-	-	4,752.194	2.06
Region 6	3,542.147	2.17	-	-	3,542.147	1.54
CAR	51.934	0.03	3,165.996	4.71	3,217.930	1.39
Region 10	1,777.275	1.09	355.000	0.53	2,132.275	0.92
Region 1	810.113	0.50	33.500	0.05	843.613	0.37
Region 5	96.916	0.06	498.378	0.74	595.294	0.26
Region 9	573.990	0.35	-	-	573.990	0.25
NO SELECTED SITE YET	-	-	330.340	0.49	330.340	0.14
NOT INDICATED	153.199	0.09	-	-	153.199	0.07
Region 12	97.802	0.06	-	-	97.802	0.04
SEVERAL LOCATIONS	12.223	0.01	-	-	12.223	0.01
Region 8	1.00	0.00	-	-	1.000	0.00
TOTAL	163,546.362	100.00	67,155.868	100.00	230,702.230	100.00

Regional Export Performance

Earning US\$90.07M in export sales, Luzon had the biggest share of total ROG exports generated through DTI-initiated events such as trade fairs, selling missions, market matching, activities and operation of trade houses, while Visayas and Mindanao contributed US\$30.66M and US\$38.28M, respectively.

Chart 1. 2005 Regional Export Performance



Source: Accomplishment Reports

BIMP-EAGA

The Department aims to embark into trade and investment promotion within the East Asian Growth Area (EAGA). Efforts will be in the form of facilitating organization and participation to institutional EAGA fairs and trade and investment missions.

Under the BIMP-EAGA SME Development Working Cluster, the Philippines is the lead country and DTI serves as the Secretariat. In 2005, various activities were conducted to sustain the business development of its member-countries.

On 01-03 March 2005, BIMP-EAGA introduced "The 3rd SMED Cluster Meeting" in Brunei Darussalam. It gained the following results:

- Updated and refined the business plans of the four flagship projects identified by the cluster;

Project	Champion
Halal Poultry Development Service Program	Brunei Darussalam
Business Development Service Program	Indonesia
Oil Palm Industry Development	Malaysia
Seaweeds Industry Development	Philippines

- Formalized the establishment of the BIMP Multi-National Corporation for the Halal Poultry Industry, Brunei's flagship project; and
- Proposed to conduct BIMP Palm Oil Conference to be organized by the Philippines.

The BIMP-EAGA "2005 Trade and Tourism Expo" conducted on 19-30 September 2005 in Brunei Darussalam opened opportunities for Mindanao businesses and its other members.

The 2nd BIMP-EAGA Leaders' Summit held last 11 December 2005 in Kuala Lumpur, Malaysia highlighted the following:

- Identified priority areas i.e., Transportation, Infrastructure, ICT, Natural Resources, Tourism, and SME Development;
- Agreed to enhance security in the sub-region, specifically undertaking joint security patrols to address transnational crimes and terrorism;
- Inked energy cooperation to address power deficit;
- Encouraged the active involvement of the LGUs; and
- Pledged to increase air links, sea routes and improve airport and seaport infrastructure.

BNRS

The number of business names registered in 2005 (281,034) marked a 12.02% increase compared with 2004 figures (250,875). Of the total, 245,221 were newly established businesses and the remaining 35,813 were for renewal.

Region	No. of Business Names Registered		
	New	Renewal	Total
Metro Manila	75,528	12,514	88,042
Cordillera Autonomous	5,631	513	6,144
Region 1 - Ilocos	13,072	2,152	15,224
Region 2 - Cagayan Valley	7,983	1,065	9,048
Region 3 - Central Luzon	30,126	3,844	33,970
Region 4A - CALABARZON	38,003	5,044	43,047
Region 4B - MIMAROPA	5,080	669	5,749
Region 5 - Bicol	8,546	1,471	10,017
Region 6 - Western Visayas	10,039	1,424	11,463
Region 7 - Central Visayas	12,262	2,356	14,618
Region 8 - Eastern Visayas	9,817	565	10,382
Region 9 - Zamboanga Peninsula	4,104	712	4,816
Region 10 - Northern Mindanao	6,358	740	7,098
Region 11 - Southern Mindanao	10,096	1,252	11,348
Region 12 - Central Mindanao	5,254	918	6,172
CARAGA	2,601	476	3,077
Total	245,221	35,813	281,034

Consumer Complaints Resolution

A total of 40,867 complaints were filed in DTI regional and provincial offices nationwide. Of the total complaints filed, 38,507 were resolved. The nature of complaints filed vary wherein 22.44% stemmed from consumer products and services warranties; 11.59% came from liability for product and services; and 9.74% were from product quality and safety.

Region	Complaints Resolution Rate
Region 3	99.69%
Region 12	99.34
Region 9	99.20
Region 2	99.01
Region 4B	98.82
Region 7	98.38
Region 6	96.68
Region 5	94.16
Region 1	94.12
Region 4A	94.06
Region 11	91.28
Region 10	89.13
Region 13	87.62
Region 8	73.29
CAR	68.00
NCR	21.95

Compliance with Fair Trade Laws

Regional compliance with FTLs ranged from 98.92% to 100%.

Region	Compliance Rate
Region 7	100%
Region 12	100
Region 13	100
CAR	100
Region 9	99.98
NCR	99.94
Region 1	99.88
Region 8	99.49
Region 6	99.39
Region 3	99.33
Region 11	99.92
Region 2	99.17
Region 4B	99.11
Region 5	98.92
Region 4A	0
Region 10	0[D25]

Organizational Chart

Policy, Planning, and Communications Group (PPCG)

OOP - Office of Operational Planning
 OPR - Office of Policy Research
 PRO - Public Relations Office
 TIIC - Trade and Industry
 Information Center

Management Services and Support Group (MSSG)

FMS - Financial Management Services
 GAS - General Administrative Services
 HRDS - Human Resource Development Services
 MIS - Management Information Service
 OSC - Office of Special Concerns

Industry and Investments Group (IIG)

BOI - Board of Investments
BEMB - Bonded Export Marketing Board
BOT Center-Build-Operate-Transfer Center
CEZA - Cagayan Economic Zone Authority
CIC - Center for International Competitiveness
MECO - Manila Economic and Cultural Office
NDC - National Development Company
PEZA - Philippine Economic Zone Authority
PNCC - Philippine National Construction Corporation
PRA - Philippine Retirement Authority

International Trade Group (ITG)

BETP - Bureau of Export Trade Promotion
ICO-CA- International Coffee Organization-Certifying Agency
BITR - Bureau of International Trade Relations
FTSC - Foreign Trade Service Corps Consumer Welfare and Trade

Regulation Group (CWTRG)

BIS - Bureau of Import Services
BPS - Bureau of Product Standards
BTRCP- Bureau of Trade Regulation and Consumer Protection
CIAP - Construction Industry Authority of the Philippines
IPO - Intellectual Property Office
OLA - Office of Legal Affairs
PSB - Philippine Shippers Bureau
NCAC - National Consumer Affairs Council

Small and Medium Enterprises Development Group (SMEDG)

BDT -Bureau of Domestic Trade
BSMED -Bureau of Small and Medium Enterprise Development
CITEM - Center for International Trade Expositions and Missions
CITC - Cottage Industry Technology Center
CMDF - Construction Manpower Development Foundation
PDDCP - Product Development and Design Center of the Philippines
PTTC - Philippine Trade Training Center
SBGFC - Small Business Guarantee and Finance Corporation

Regional Operations Group(ROG)

Regional and Provincial Offices

DTI-CARP National Program Office

Executive Committee

Peter B. Favila

Secretary

Thomas G. Aquino

Senior Undersecretary for International Trade

Elmer C. Hernandez

Undersecretary for Industry and Investments

Zorayda Amelia C. Alonzo

Undersecretary for Small and Medium Enterprises Development

Zenaida Cuison-Maglaya

Undersecretary for Consumer Welfare and Trade Regulation

Arthur N. Aguilar

General Manager, National Development Company

Carissa P. Cruz - Evangelista

Undersecretary for Regional Operations

Felicitas R. Agoncillo-Reyes
Assistant Secretary for International Trade

Ma. Theresa L. Pelayo
Assistant Secretary for Regional Operations

Ma. Lourdes T. Baua
Assistant Secretary for Management Services and Support

Ma. Lourdes A. Yaptinchay
OIC, for Policy, Planning, and Communications

Directory of Key Officials

Peter B. Favila
Secretary
4F Industry and Investments Bldg., 385 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.: 899.7450
Fax no.: 896.1166
E-mail: PBFavila@boi.gov.ph

Thomas G. Aquino
Undersecretary for International Trade
DTI International Bldg., 375 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 895.3993/895.3518
Fax no.: 890.4898
E-mail: TGAquino@boi.gov.ph

Elmer C. Hernandez
Undersecretary for Industry and Investments
Managing Head, Board of Investments
5F Industry and Investments Bldg., 385 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 890.9332/890.9330/ 897.6682 Loc. 248
Fax no.: 895.3512
E-mail: ECHernandez@boi.gov.ph

Zorayda Amelia C. Alonzo
Undersecretary for Small and Medium Enterprises Development
Chairman, CEO, Small Business Guarantee and Finance Corporation
17F & 18F Corporate Center, 139 Valero St., Salcedo Village, Makati City
Tel. nos.: 813.5720/ 715.1888 Loc. 1801
Fax no.: 813.5720
E-mail: zalonzo@sbgfc.org.ph/ sbcorporation@sbgfc.org.ph

Arthur N. Aguilar
General Manager
National Development Company
NDC Bldg., 116 Tordesillas St., Salcedo Village, Makati City
Tel. nos.: 840.1148/813.2228/ 840. locs. 202/203
Fax no.: 840.4862
E-mail: corplan@info.com.ph
projects@info.com.ph

Zenaida Cuison-Maglaya
Undersecretary for Consumer Welfare & Trade Regulation Group (CWTRG)
6F Trade and Industry Bldg., 361 Sen. Gil J. Puyat Ave., Makati City
Tel. nos.: 751.33.36/ 751.3334
Fax no.: 751.3335
E-mail: useczcm@dti.gov.ph

Carissa P. Cruz- Evangelista
Undersecretary for Regional Operations
GF New Solid Bldg., 357 Sen. Gil J. Puyat Ave., Makati City
Tel. nos.: 895.3582
Fax no.: 890.4685
E-mail: rog_cpacruz@yahoo.com

Felicitas R. Agoncillo - Reyes
*Assistant Secretary for International Trade
Executive Director*
Center for International Trade Expositions and Missions
Golden Shell Pavillion, Roxas Blvd. , corner Sen. Gil J. Puyat Ave., Pasay City
Tel. nos.:831.2382
Fax no.:832.3965
E-mail:FAgoncilloReyes@citec.com.ph

Maria Theresa L. Pelayo
Assistant Secretary for Regional Operations
12F Trafalgar Plaza, 105 H.V. Dela Costa St.
Salcedo Village, Makati City
Tel. nos.:811.8367
Fax no.: 811.8271
E-mail: orddti-nrc@info.com.ph/ AngelPelayo@dti.gov.ph

Ma. Lourdes T. Baua
Assistant Secretary for Management Services and Support
6F Trade and Industry Bldg., 361 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.: 751.3134
Fax no.:751.3133
E-mail:LourdesBaua@dti.gov.ph/
hrds@dti.gov.ph

Ma. Lourdes A. Yaptinchay
Officer-In-Charge
Office of the Assistant Secretary for Policy, Planning, and Communications
4F Industry and Investments Bldg., 385 Sen. Gil J. Puyat Ave., Makati City
Tel. nos.:897.1243/890.9334
Fax no.:896.7889
E-mail: layaptinchay@gmail.com

Policy, Planning and Communications Group (PPCG)

Ma. Lourdes A. Yaptinchay
Director
Office of Policy Research
4F Industry and Investments Bldg., 385 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.:897.1243/ 890.9334
Fax no.: 896.7889
E-mail: layaptinchay@gmail.com

Marlene L. Tablante
Officer-In-Charge

Mary Jean T. Pacheco (Study leave)
Director
Office of Operational Planning
4F Board of Investments Bldg., 385 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.:890.4954
Fax no.: 890.4951
E-mail:JeanPacheco@dti.gov.ph
maryjeanpacheco@boi.gov.ph
dti_oop@boi.gov.ph

Anne L. Sevilla
Officer-In-Charge
Trade & Industry Information Center, 4F Industry and Investments Bldg.
385 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.:895.3611/ 890.13.32 Loc265
751.31.96 (FSDD)
Fax no.: 895.6487
E-mail: annesevilla@dti.gov.ph

Alfonso M. Valenzuela
Caretaker
Public Relations Office
4F Industry and Investments Bldg., 385 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.: 895.3994 / 895.3995 / 897.6682 loc. 207
Fax no.: 890.4517
E-mail: dtipro@dti.gov.ph

Management Support and Services Group (MSSG)

Robert S. Martinez
Director
General Administrative Services
4F Trade and Industry Bldg., 361 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 751.3240 / 751.3242
Fax no.: 751.3253
E-mail: RSMartinez@dti.gov.ph

Vina Liza Ruth C. Cabrera
Director
Management Information Service
5F Trade and Industry Bldg., 361 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 751.3137 / 751.3139
Fax no.: 751.3138
E-mail: LiziCabrera@dti.gov.ph

Ireneo V. Vizmonte
Director
Financial Management Services
4F Trade and Industry Bldg., 361 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.: 751.3215
Fax no.: 751.3216
E-mail: Vizmonte@dti.gov.ph

Ma. Lourdes T. Baua
Assistant Secretary
Human Resource Development Services
6F Trade and Industry Bldg., 361 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 751.334 / 751.332
Fax nos.: 751.3133
E-mail: LourdesBaua@dti.gov.ph/
hrds@dti.gov.ph

Dita M. Maralit
Director
Office of Special Concerns
5F Trade and Industry Bldg., 361 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 751.5927 / 751.5925 / 751.5920
Fax no.: 751.5926
E-mail: DitaMaralit@dti.gov.ph/
oso@dti.gov.ph

Industry and Investments Group (IIG)

Secretary Peter B. Favila
Chairman, Board of Investments
Board of Investments
Industry and Investments Bldg.
385 Sen. Gil J. Puyat Avenue
1200 Makati City, Philippines
Trunklines: (632) 890.9308 / 895.3640 / 897.6682
Website: www.boi.gov.ph
Tel. nos.: (632) 896.1166 / 899.7450
E-mail: PBFavila@boi.gov.ph

Elmer C. Hernandez
Undersecretary and Managing Head
Board of Investments
Tel. nos.: (632) 890.9303
Fax no.: (632) 895.3512
E-mail: ECHernandez@boi.gov.ph

Efren V. Leano
Executive Director
Bonded Export Marketing Board
2F Industry & Investments Bldg., 385 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.: 896.5167/ 897.6682 Loc. 255
Fax no. 895.53.34
E-mail:

Undersecretary Elmer C. Hernandez
Executive Director
Build-Operate-Transfer Center
6F EDPB Bldg.
Bangko Sentral ng Pilipinas Complex
Malate, Manila
Webpage: www.botcenter.gov.ph
Tel. nos.: 521.4274/521.1998
Fax no.: 521.4285/521.4416
E-mail: ECHernandez@bot.gov.ph

Jose Marie B. Ponce
Administrator/Chief Executive Officer
Cagayan Economic Zone Authority (CEZA)
7F Weststar Bldg., 611 Shaw Blvd.,
Pasig City
Tel nos.: 636.5780 to 82
Fax no.: 631.3997
E-mail: cagayanecozone@pacific.net.ph

Virgilio P. Fulgencio
Executive Director
Center for Industrial Competitiveness-National Industrial Manpower Training Council
2F Oppen Bldg., 349 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.: 890.48.61/890.48.89/
890.53.33 loc. 520
Fax nos.: 890.48.61/890.48.89
E-mail: kbfulgencio@yahoo.com

Tomas I. Alcantara
Chairman and Chief Executive Officer
Manila Economic and Cultural Office
7F Trafalgar Plaza, 105 H.V. de la Costa St.
Salcedo Village, Makati City
Trunklines: (632) 848.3796 to 98
Fax no.: (632) 848.3799
E-mail: ldaguio@meco.ph

Arthur N. Aguilar
General Manager
National Development Company
6,7 & 8F NDC Building, 116 Tordesillas Street,
Salcedo Village, Makati City
Tel. nos.: 890.4858 / 840.4838 to 52 Locs. 201, 202, 204, 205
Fax No.: 813.2097
E-mail: ndcgm@info.com.ph
artaguilar@pltdsl.net

Lilia B. De Lima
Director General
Philippine Economic Zone Authority
Roxas Boulevard, Cor. San Luis St., Pasay City
Tel no.: 551.3432/ 551.3455
Fax no. 891.6380
E-mail: dglbl@peza.gov.ph

Arthur N. Aguilar
Chairman and President & CEO
Philippine National Construction Corporation
EDSA corner Reliance St.
Mandaluyong City
Tel no.: 633.5306
Fax no.: 631.5362

Edgardo B. Aglipay
Chairman
Philippine Retirement Authority
29F & 33F Floor Citibank Tower
8741 Paseo De Roxas, Makati City 1227
Tel no.: + 63.2.848.1412
Fax no.: + 63.2.848.1411
E-mail: inquiry@pra.gov.ph

International Trade Group (ITG)

Fernando P. Cala II
Director
Bureau of Export Trade Promotion
DTI International Bldg.
375 Sen. Gil J. Puyat Avenue
Makati City
Tel. no.: 899.0133
Fax nos.: 895.3654
E-mail: FPO@dti.gov.ph

Antonio R. Reyes
Executive Director
International Coffee Organization Certifying Agency
DTI International Bldg.
375 Sen. Gil Puyat Avenue, Makati City
Tel. nos.: 897.0515
Fax no.: 897.0515
E-mail: icoca@dti.gov.ph

Ramon T. Kabigting
Director
Bureau of International Trade Relations
DTI International Bldg.
375 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 897.82.90
E-mail: bitr_mon@dti.gov.ph

Assistant Secretary
Ma. Bernardita A. Mathay
Coordinating Officer
Foreign Trade Service Corps
Coordinating Office
DTI International Bldg.
375 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: (632) 897.96.59/
890.50.73/897.9672/897.9661
Fax no.: 890.4747
E-mail: ditamathay@dti.gov.ph/
ftscmnl@dti.gov.ph

Southeast Asia and Greater China

Beijing, P.R.O. China

Jorge M. Judan
Commercial Attache

Enrico A. Mariano
Commercial Attache
Office of the Commerce Attache
Embassy of the Philippines
23 Xiushui Beije, Janguomenwai,
Beijing 100600, People's
Republic of China
Tel. nos.: 8610.65325347/65322451/65322518
Fax nos.: 8610.65325348
E-mail: oca-beijing@dtichina.net

Shanghai, P.R.O. China

Jorge M. Judan
Commercial Attache

Viola Lu Yun
Trade Assistant
Philippine Trade and Investment Center
Philippine Consulate General
Suite 355 Shanghai Centre,
1376 Nanjing West Road
Shanghai 200040, People's
Republic of China
Tel. nos.:8621 62798599
Fax nos.:8621 62798848
E-mail:ptic-shanghai@dtichina.net

Guangzhou, P.R.O. China

Archimedes C. Gomez
Commercial Attache

Emmanuel Niño W. Ang
Commercial Attache

Deng Zhihong

Allan Liu
Li Jian Min
Trade Assistants
Philippine Trade and Investment Center
Rm. 712 Guangdong International Hotel
339 Huanshi Donglu, Guangzhou
Guangdong, People's Republic of China
Tel. nos.:8620 8331.16331/8331.16332
Fax nos.:8620 8331.2391
E-mail:pticgz@163.com

Hong Kong

Carmela Panes
Trade Assistant
Philippine Trade & Investment Center
Philippine Consulate General
14F United Centre
95 Queensway, Admiralty,
Hong Kong SAR, China
Tel. no.:852.2845.5223
Fax No.: 852.2866.8261
E-mail: dtihk@netvigator.com

Indonesia

Jakarta

Cassandra Karemaeh B. Sawadjaan
Commercial Attache

Mulyati Djuari
Deasy Ratu Puspita
Trade Assistants
Philippine Trade & Investment Center
Jalan Iman Bonjol 6-8,
Menteng - Jakarta, Pusat
10310, Republic of Indonesia
Tel. no.:6221.315.0109
Fax no.: 6221.314.9773
E-mail: dtijkt@ptic.or.id

South Korea

Seoul

Simeon L. Hernandez, Jr.
Commercial Counselor

Al Ja Jeon
Hee Jae Kim
Trade Assistants
Philippine Trade & Investment Center
Embassy of the Philippines
34-44 Itaewon-dong, Yongsan-gu
Seoul, Korea
Tel. nos.: 822.7982502/7982503
Fax no.: 822.7982504
E-mail: dtisel@kornet.net

Malaysia

Kuala Lumpur

Paisal D. Abdullah
Commercial Attache

Louie Brigida Quero-Lee
Belteshazazzar D. Cafe
Trade Assistants
Philippine Trade & Investment Center
Office Suite 19 -8-5, Level 8 UOA Centre
19 Jalan Pinang 50450,
Kuala Lumpur, Malaysia
Tel. no.: 603.2164.3861
Fax no.: 603.2164.3863
E-mail: dtikl@streamyx.com

Singapore

Edgardo J. Garcia
Commercial Counselor

Marlene G. Yana
Trade Assistant
Philippine Trade & Investment Center
400 Orchard Road
06-12 Orchard Towers
Singapore 238875
Tel. no.: 656.887.31.86
Fax no.: 656.734.45.39
E-mail: dtispore@singnet.com.sg

Taiwan

Taipei

Romulo V. Manlapig
MECO Deputy Resident
Representative for Business Development

Cynthia B. Ricafort
Trade Representative

Narcisa Atienza
Yvonne Ma
Trade Assistants
Philippine Trade & Investment Center
Manila Economic and Cultural Office
4F, 107 Metrobank Plaza
Chunghsiao East Road,

Section 4, Taipei, Taiwan
Tel. no.:886.22.778.5827/27416003
(MECO)
Fax nos.: 886.22.778.5726 (MECO)/
E-mail: dtitpe@ms33.hinet.net

Thailand

Bangkok

Kenneth T. Yap
Commercial Attache
Bubpha Vacharapong
Trade Assistant
Philippine Trade & Investment Center
Embassy of the Philippines
760 Sukhumvit Road
Amphur Phra Kanong,
Bangkok, 10110 Thailand
Tel. no.:662.258.53.82
Fax no.: 662.261.68.69
E-mail:dtibkk@samart.co.th

Australia

Sydney

Zafrullah Masahud
Consul (Commercial)

Luningning Smith
Carlito Gunay, Jr.
Trade Assistants
Philippine Trade and Investment
Center Philippine Center
Level 1, 27-33 Wentworth Avenue
Sydney 2000 NSW, Australia
Tel. no.:612.9283.7300
Fax no.: 612.9283.8011
Email: dtisdney@bigpond.com

Japan

Tokyo

Mauino T. Haresco
Commerical Counselor

Eugenio C. Elevado, Jr.
Commercial Attache

Ma. Socorro Latoja - Kawasaki
Ma. Teresa T. Manalastas - Timbol
Toshio Yambe
Trade Assistants
Philippine Trade & Investment Center
Embassy of the Philippines
5-15-5 Roppongi, Minato-ku
Tokyo 106-8535 Japan
Tel. no.:(813) 5562.1591/ 813.5562.1592
Fax no.:813.5562.1572/5562.1581
E-mail: dtijapan@gol.com

Osaka

Roman G. Baltazar
Special Trade Representative

Juan Bernardo Latoja, Jr.
Naoko Araya
Trade Assistants
Philippine Trade & Investment Center
Philippine Consulate General
Osaka & Kobe
5F Osaka Chamber of Commerce & Industry Bldg.
2-8 Hommachibashi, Chouku
Osaka, 540-0029, Japan
Tel. no.: 816.6910.7191/69107192
Fax no.: 816.6910.7193
E mail: dtiosaka@kaigisho.com

Middle East

United Arab Emirates

Dubai

Gil B. Herico
Ruby Lynn Suarez
Trade Assistants
Philippine Trade & Investment Center
Embassy of the Philippines
Suite 1507, 15F Arbitt Tower
Baniyas Road, Deira, Dubai,
United Arab Emirates
Tel. nos.: 97.14.2236526
Fax no.: 97.14.2229588
E-mail: comatdxb@emirates.net.ae

Europe

Brussels

John Paul B. Iñigo
Commercial Attache

Ma. Tereza Borja
Ma. Victoria dela Cruz-Peñaflor
Trade Assistants
Philippine Trade & Investment Center
Embassy of the Philippines,
207 Avenue Louise
Bte. 5 -1050, Brussels, Belgium
Tel. nos.: 322.649-4400/646.8948
Fax no.: 322.649.8940
E-mail: dtibrussels@skynet.be

France

Paris

Althea Karen P. Antonio
Commercial Attache

Eduardo C. Francisco
Mernie B. Olaño
Trade Assistants
Philippine Trade & Investment Center
CNIT- BP 427, 2-Place dela Defense
92053 Paris La Defense, France
Tel. no.: 331.4692.2705

Fax no.: 331.4692.2716
E-mail: dtiparis@club-internet.fr
Germany

Berlin

Rosalie E. Evangelista
Commercial Attache & Director

Ma. Lourdes Tana
Ricardo Rosales
Trade Assistants
Philippine Trade & Investment Center
Embassy of the Philippines
Rankestrasse 3, 10789, Berlin, Germany
Tel. nos.: 49.30.88007719/88677499
Fax no.: 49.30.88677501
E-mail: ptic-berlin@t-online.de

Hamburg

Enrica Navarro-Elbern
Trade Assistant
Philippine Trade & Investment Center
RAPPSTRASSE 2
20146 Hamburg, Germany
Tel. no.: 4940.410.3151
Fax no.: 4940.410.3571
E-mail: info@ptichamburg.com

Italy

Milan

Ma. Concepcion D. Carillo
Trade Assistant
Philippine Trade & Investment Center
Consulate General of the Philippines
Via Alberto da Giussano 1
20145 Milan, Italy
Tel. no.: 3902.469.1812
Fax no.: 3902.469.1817
E-mail: dtimilan@libero.it
marisoncarrillo@yahoo.com

Rome

Marietta Gumabon-Lami
Trade Assistant (Temporary Detailed)
Embassy of the Philippines
Via delle Medaglie d' Oro No. 112
00136 Rome, Italy
Tel. no.: 3906.397.46621
Fax no.: 3906.397.40872
E-mail: marie_lami@hotmail.com

The Netherlands

Rotterdam

Corazon Zaalberg-Canlas
Caroline Masanque
Trade Assistants
Philippine Trade & Investment Center
Beursplein 37 3001 DD
Rotterdam, The Netherlands
Tel. no.: 3110.205.1951 to 52
Fax no.: 3110.205.1955
E-mail: nlptio@tiscali.nl

Sweden

Stockholm

Mary Borromeo-Hedfors
Trade Assistant
Philippine Trade & Investment Center
Embassy of the Philippines
Skeppsbron 20, Box 2092, SE- 103 12
Stockholm, Sweden
Tel. no.: 46.8.206717
Fax no.: 46.8.247105
E-mail: dti.stockholm@swipnet.se

Switzerland

Geneva

Jose Antonio S. Buencamino
Commercial Counselor

Raymund A. Batac
Commercial Attache

Lourdes Berrig
Trade Policy Adviser

Pauline Anne P. Escalante
Trade Assistant
Permanent Mission of the
Philippines to the WTO
Trade and Investment Center
80 Rue de Lausanne, 1202 Geneva
Tel. no.: 4122.9097900
Fax no.: 4122.9097916
E-mail: trade@philippineswto.org

United Kingdom

London

Roberto I. Mercado
Commercial Counselor

Sergio M. Villa, Jr.
Trade Assistant
Philippine Trade & Investment Center
Embassy of the Philippines
1A Cumberland House, Kensington Court
London W8 5NX England
United Kingdom
Tel. no.: 44.207.937.1898/ 7937.7998
Fax no.: 44.207.937.2747
E-mail: dtilondon1@yahoo.co.uk

North America

Washington D.C.

Romeo G. Borillo
Commercial Counselor

Veronica R. Bartolome
Commercial Attache - designate

Victor S. Gosiengfiao
Ma. Choyette U. Delariarte

Elmer C. Ramirez
Trade Assistants
Philippine Trade & Investment Center
Philippine Embassy
1600 Massachusetts Avenue,
N.W. Washington, D.C. 20036 USA
Tel nos.: 1202.467.9419
Fax no.: 1202.467.9428
E-mail: ptiowdo@verizon.net

New York

Eugene C. Reyes
Trade Representative
Josephine C. Romero
Trade Representative

Emma Belmonte
Sandra Pascual
Rosalina Demetillo
Trade Assistants
Philippine Trade & Investment Center
556 Fifth Avenue, New York,
New York 10038
Tel. no.: 1212.575.7925
Fax no.: 1215.575.7759
E-mail: ptiwny@verizon.net

Silicon Valley

Ma. Roseni M. Alvero
Special Trade Representative

Mylene Juan
Rosalina Say
Trade Assistants
Philippine Trade & Investment Center
Suite 356, 5201 Great America
Parkway Building
Santa Clara, California, USA 95054
Tel. no.: 1.408.9809637/9809677/ + 1.414.7732336
Fax no.: 1.408.9809823/1.415.7731813
E-mail: ptic-sv@philippinecentersf.com

Chicago

Glenn G. Peñaranda
Trade Representative
Philippine Consulate General
30 Michigan Avenue, Suite 2100
Chicago, Illinois, 60602 USA
Tel. no.:
Fax no.:
E-mail: ggpenaranda@yahoo.com

Consumer Welfare and Trade Regulation Group (CWTRG)

Luis M. Catibayan
Director
Bureau of Import Services
3F Oppen Bldg.
349 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.: 896.4430/896.4431
Fax no.: 895.74.66
E-mail: bis@dti.gov.ph

Jesus L. Motoomull
Director
Bureau of Product Standards
3F Trade and Industry Bldg.
361 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.:751.3123/7513 125
Fax no.: 751.4706
E-mail: bps@dti.gov.ph

Victorio Mario A. Dimagiba
Director
Bureau of Trade Regulation
and Consumer Protection
2nd Floor, Trade and Industry Bldg.
361 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.:751.3233/751.3288
Fax no.: 751.32.34
E-mail:vmad@dti.gov.ph/btrcp@dti.gov.ph

Usec. Zenaida Cuison-Maglaya
Officer-In-Charge
Construction Industry Authority
of the Philippines
4F Jupiter 1 Bldg.,56 Jupiter St.,
Bel Air Makati City
Tel. no.:751.0384 loc. 2645
895-44-24/897.9313
Fax no.: 897.9336
E-mail: ciap@info.com.ph

Adrian S. Cristobal, Jr.
Director General
Intellectual Property Office
IPO Bldg., 351 Sen. Gil J. Puyat Ave.,
Makati City
Tel no.: 752.5450 to 65 locs. 601/604
89048.63/890.4942
Fax no.:890.4862
E-mail:mail@ipophil.gov.ph

Atty. Benjamin Subido
Director
Office of Legal Affairs
4F Trade and Industry Bldg.
361 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.:751.4775/751.4776
Fax no.:751.4778

Atty. Pedro Vicente C. Mendoza
Director
Philippine Shippers' Bureau
5F Trade and Industry Bldg.
361 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.:751.3306/751.3304
Fax no.: 751.3305
E-mail:psb@dti.gov.ph

National Consumer Affairs Council
7F Trade and Industry Bldg.
361 Sen. Gil J. Puyat Avenue, Makati City
Tel. no.:751.4782/751.4783
Fax no.: 890.49.30
E-mail:ncac@dti.gov.ph

Small and Medium Enterprises Development Group (SMEDG)

Meynard R. Orbeta
Director
Bureau of Domestic Trade
2F Trade and Industry Bldg.
361 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 751.3223
Fax no.: 751.3225
E-mail: MOrbeta@gmail.com

Rhadora M. Leaña
Director
Bureau of Small and Medium
Enterprise Development
3rd Floor, Oppen Bldg.
349 Sen. Gil J. Puyat Avenue, Makati City
Tel. nos.: 890.5333 loc. 3231/890.5682
Fax no.: 896.7916
E-mail: RhodoraLeaña@dti.gov.ph/
Bsmmed@dti.dti.gov.ph

Asec. Felicitas R. Agoncillo - Reyes
Executive Director
Center for International Trade
Expositions and Missions
Golden Shell Pavilion
Roxas Blvd. corner Sen. Gil J. Puyat Avenue, Pasay City
Tel. nos.: 831.2382
Fax no.: 832.3965
E-mail: FAgoncilloReyes@citem.com.ph

Franklin P. Bunoan
Executive Director
Cottage Industry Technology Center
20 Russet St., SSS Village, Marikina City
Tel. nos.: 941.4561
Fax no.: 942.0107
E-mail: citc_dti@hotmail.com
citic_dti@edsamail.com.ph

Franklin P. Bunoan
Officer-In-Charge
Construction Manpower
Development Foundation
2F Oppen Bldg.
349 Sen. Gil J. Puyat Ave., Makati City
Tel. no.: 890.1069
Fax no.: 890.1037
E-mail: cmdf@mydestiny.net
cmdf@dti.dti.gov.ph

Minerva P. Franco
Executive Director
Product Development and Design
Center of the Philippines
CCP Complex, Roxas Blvd., Pasay City
Tel. no.: 832.3646
Fax no.: 832.3649
E-mail: pddcp@mozcom.com
pddcp@dti.gov.ph
MinervaFranco@dti.gov.ph

Adelaida L. Inton
Executive Director
Philippine Trade Training Center
International Trade Center Complex
Roxas Blvd. Corner Sen. Gil J. Puyat Ave.
1300 Pasay City
Tel. nos.:832.2397/834.1341/
834.1344 to 49 Loc. 333
Fax no.:834.1343
E-mail:info@pttc.gov.ph

Zorayda Amelia C. Alonzo
Chairman and CEO
Small Business Guarantee and
Finance Corporation
17F & 18F Corporate Center
139 Valero St., Salcedo Village,
Makati City
Tel. nos.:(02) 813.5720/ 751.1888
loc 1801
Fax No.: 813.5726/813.57.20
Email: sbcorporation@sbgfc.org.ph
zalonzo@sbgfc.org.ph

Regional Operations Group (ROG)

Manuel B. Abad
Program Manager
DTI -CARP National Program Office
4F Oppen Bldg., 349 Sen. Gil J. Puyat Avenue Makati City
Tel. no.:890.4966
Fax no.: 897.1024
E-mail:carp@dti.dti.gov.ph

Regional/ Provincial Offices

Cordillera Administrative Region (CAR)

Maritess F. Damian
Regional Caretaker
DTI -CAR Regional Office
Jesnor Bldg., 4 Cariño St., Baguio City
Tel. nos.:(074) 44397.15/443.9696
442.5310/443.6549
Fax no.: 442.7859/442.8634
E-mail: dticar@digitelone.com
dti_cordi@yahoo.com

Abra

Henry A. Reyes
Provincial Caretaker
GF King David Palace
Capitulacion St., Zone II,
Bangued, Abra 2800
Tel. no.:(074) 752.7737/752.5616
E-mail: dtiabra@digitelone.com
abrabamboo@digitelone.com

Apayao

Renie Ramos
Provincial Caretaker
Troy n Peal Bldg., 58 Aglipay Road, Poblacion, Luna, Apayao
Cellphone: 0928.785.9631

E-mail: dtiapayao@digitelone.com
dti_apayao@yahoo.com

Benguet

Carmelita C. Usman
Provincial Director
4F Pelize Loy Centrum,
Session Rd., Baguio City
Tel. no.:(074) 44237.76/304.1129
Fax no.: 304-57-06
E-mail: dtibenguet@digitelone.com

Ifugao

Valentin A. Baguidudol
Provincial Director
Abellera Bldg., Dullagan Poblacion West
Lagawe, Ifugao
Telefax no.: (074) 382.2006
E-mail: dti-ifugao@digitelone.com

Kalinga

Grace F. Baluyan
Provincial Director
2F Lua Bldg., Dagupan, Tabuk, Kalinga
Tel. no.:(0920)523.2535
E-mail: dtikal@digitelone.com

Mountain Province

James B. Polilin
Provincial Director
3F Chakas Bldg., Bontoc, Mt. Province
Tel. no.:(074) 602.1047
E-mail: dtimountain@digitelone.com

Region 1 - Ilocos Region

Florante O. Leal
Regional Director
4F Juanita Commercial Bldg.,
Quezon Avenue
San Fernando, La Union
Tel. no.:(072) 700.4153/700.1025
Fax no.: (072) 700.1023
E-mail: dtireg1@yahoo.com
dtireg1@hotmail.com

Ilocos Norte

Benjamin M. Garcia, Jr.
Provincial Director
3F Pacific Bldg. , Abadilla St., Laoag City
Tel. no.:(077) 771.4268
Fax no.: (077) 770.3243
E-mail: dtilao@digitelone.com

Ilocos Sur

Grace R. Lapastora
Provincial Director
3F A.R. Lahoz Bldg.
Jose Singson St., Vigan, Ilocos Sur
Tel. no.:(077) 722.2688
Fax no.:722.8731
E-mail: dtivigan@yahoo.com
dtivigan@digitelone.com

La Union

Peter O. Mangabat
Provincial Director
2F Pepita Bldg., Quezon Ave.
San Fernando, La Union
Tel. nos.:(072) 888.23.28/888.24.55/888.4597
Fax no.:700.4142
E-mail: dtilu@hotmail.com
cwdlaunion@yahoo.com

Pangasinan

Daria Mingaracal
Provincial Caretaker
2F Star Bldg., Arellano St.
Dagupan City, Pangasinan
Tel. no.:(075)515.3183
Fax no.: (075)523.4031
E-mail: dtipang@yahoo.com;
cwdpangasinan@yahoo.com

Region 2 - Cagayan Valley Region

Ma. Esperanza C. Bañares
Regional Director
Tel. no.:(078) 846.2370

Myrna P. Pablo
Asst. Regional Director
4F Tony Go. Bldg.,
cor. Luna & Burgos Sts.
Tuguegarao, Cagayan
Tel. no.:(078)846.4635
Fax no.: 846.4637
E-mail:dtitwo@cag.pworld.net.ph

Batanes

Tesalonica Castillejos
Provincial Caretaker
Aberilla Bldg., National Road
Basco, Batanes
Tel. no.:(0920) 900.4250
Fax no.:(0918) 240.9237
E-mail:

Cagayan

Bernardino G. Mabborang
Provincial Director
3F Tony Go Bldg. cor. Luna & Burgos Sts.
Tuguegarao, Cagayan
Telefax:(078) 846.4410
E-mail: dticagayan@yahoo.com

Isabela

Ruben B. Diciano
Provincial Director
Alibago, Ilagan, Isabela
Telefax:(078) 622.3748
E-mail: dtiisa@hotmail.com dti_isabela@yahoo.com

Nueva Vizcaya

Salvacion A. Castilejos
Provincial Director
3F Saddul Building, Sta. Rosa, Bldg., Bayombong, Nueva Viscaya
Tel. nos.:(073) 321-.2023
Telefax:805.1347
E-mail: dtinviscaya@hotmail.com

Quirino

Jualiana T. A lonzo
Provincial Director
DIP Bldg., San Marcos,
Cabarroguis, Quirino
Tel. no.:(078) 692.5047
E-mail: dti-qno@mozcom.com

Region 3 - Central Luzon

Blesila A. Lantayona
Regional Director
Judith P. Angeles
Asst. Regional Director
2F Angeles Business Centre, Teresa Ave.
Nepo Mart Complex, Angeles City
Tel. nos.:(045) 887.8708/887.2577
Fax no.: 625.9607
FAD625.9327
E-mail:dtireg3@pltdsl.net.corridor@mozcom.com

Bulacan

Zorina D. Aldana
Provincial Caretaker
2F BFCCI Bldg., MacArthur Highway
Sumapang Matanda, Malolos, Bulacan
Tel. no.:(044) 791.0113/791.2283
Fax no.:(044) 791.2283
E-mail: dtibul@pltdsl.net

Bataan

Yay P. Lasam
Provincial Director
Edna Dizon
Provincial Caretaker
3F Criselda Marie Bldg.
Capitol Drive, San Jose, Balanga, Bataan
Tel. no.:(047) 791.4221
Fax no.:(047) 237.3005
E-mail: dtibat@pltdsl.net/dtibat@info.com.ph

Nueva Ecija

Brigida T. Pili
Provincial Director
2F Padilla - Sta. Ana Bldg.,
Del Pilar St., Cabanatuan City
Tel. no.:(044) 463.8296
Fax no.:600.0930
E-mail: dtinepo@pltdsl.net

Pampanga

Anacleto C. Blanco, Jr.
Provincial Director
2F ABN Plaza, Mac Arthur Highway
Sindalan, City of San Fernando, Pampanga
Tel. no.:(045) 860.4629
Fax no.:860.4625
E-mail:dtipampanga@yahoo.com
dtipamp@mozcom.com

Pampanga Satellite Office
2F Angeles Business Centre, Teresa Ave.
Nepo-Mart Complex, Angeles
Tel. no.:(045) 888.4900
E-mail: Pampanga@dti.dti.gov.ph

Tarlac

Agnes B. Ramirez
Provincial Director
2F Anita Bldg., Zamora St.
San Roque, Tarlac City
Tel. no.:(045) 800.1450
Fax no.: (045) 982.4724
E-mail: trcbn@pldtdsl.net

Zambales

Marilou G. Fermin
Provincial Director
2F Silangan Bldg.
2410 Rizal Ave., East Bajac-Bajac
Olongapo City
Tel. nos.:(047) 811.1331
Fax no.:
E-mail: dtizam@info.com.ph
dti-iba@digitelone.com

Zambales Satellite Office
4F Livelihood Center,
Zone 4, Iba, Zambales
Tel. no.:(047)811.1331
E-mail: dti_iba@digitelone.com
dtizam@info.com.ph

Aurora

Emily Ilovita V. Mesina
Provincial Caretaker
Cordial Bldg., National Highway
Barangay Suklayin, Baler, Aurora
Tel. no.:(042) 209.4213
E-mail: dti_aurora@yahoo.com

Souther Tagalog Region IV-A (CALABARZON)

Marilou Quinco-Toledo
Regional Director
3F Marcelita Bldg.
Barangay Real, Calamba, Laguna
Tel. nos.:(049) 545.6169/545.7448/
545.7570
Fax no.: 545.7573
E-mail : dti4@yahoo.com

dticalabarzon@yahoo.com

Cavite

Noly D. Guevara
Provincial Director
36 Mallhan St., Zone I
Dasmariñas, Cavite
Tel. nos.: (046) 416.4700
Fax no.:(046) 416.4799
E-mail: dticav_idd@yahoo.com
dticavr4@pacific.net

Laguna

Susan R. Palo
Provincial Director
Laguna Trade and Tourism Center
No. 38 Purok, Km. 75, Brgy. Banca-banca
National Highway, Victoria, Laguna
Tel. no.:(049) 559.0254
Fax no.:(049) 559.0151
E-mail: dtilaguna@hotmail.com

Batangas

Ruel R. Gonzales
Provincial Director
NACIDA Bldg., Old City Hall Compound
B. Morada Ave., Lipa City
Tel. no.:(043) 756.2330/756.6477
Fax no.: 756.1336
E-mail: dtibats@info.com.ph
dtibats@piddsl.net

Rizal

Mercedes A. Parreño
Provincial Caretaker
4F Fairtrade Commercial Center Bldg.
Km. 23, Ortigas Ave. Ext., Cainta, Rizal
Tel. no.:660.6116//660.5986
Fax no.:656.6827
E-mail: dti_rizal@yahoo.com

Quezon

Marcelina S. Alcantara
Provincial Director
2F Don Froilan Lopez Bldg.
Granja comer Enverga Sts.,
4301 Lucena City
Tel. no.:(042) 660.76 -57/373.4686
Fax nos. (042) 660.7658
E-mail:dti_quezon@yahoo.com
dtiqzn_opd@yahoo.com

Region IV-B (MIMAROPA)

PD Jo el B. Valera
Regional Caretaker
5F Oppen Bldg.
349 Sen. Gil J. Puyat Ave., Makati City
Tel. nos.:890.5333
Fax no.: 899.0900
E-mail:dti_mimaropa@yahoo.com

Occidental Mindoro

Joel B. Valera
Provincial Director
2F JMJ Bldg., Lapu-Lapu St.
San Jose, Occidental Mindoro
Tel. no.:(043) 491.2131
Fax no.: 491.2210
E-mail: dti_occmin@hotmail.com

Oriental Mindoro

Oscar M. Agbay
Provincial Director
Provincial Capitol Complex
Bgy. Camilmil, Calapan
5200 Oriental Mindoro
Tel. no.:(043) 441.0245
Fax no.:286.7093/286.7285
E-mail:dtiormin@yahoo.com
oagbay@yahoo.com

Marinduque

Carlito F. Fabaleña
Provincial Director
cor. Del Mundo & Moreno Sts., Malusak
Boac, Marinduque
Telefax: (042) 332.1750/311.1039
E-mail: cfabaleña@yahoo.com
dtimdq@digitelone.com

Romblon

Alfonso Velez
Provincial Caretaker
3F JM Diaz Bldg., Quezon St.
5500 Romblon, Romblon
Tel. nos.:(054) 472.82.18 loc. 2133
E-mail:dtiromblon@yahoo.com

Tablas Extension Office
GF Firmalo Bldg., cor. A Mabini & M. Quezon Sts.
Odlongan, Romblon
Tel. no.:(042) 5675090
Fax no.:(042) 5675999
E-mail:romb@yahoo.com

Palawan

Rosenda G. Fortunado
Provincial Director
2F Circon Bldg., Rizal Ave.,
Cor. Valencia St.

Puerto Princesa City
Tel. nos.:(048) 433.2492
Fax no.:434.2965
E-mail:dti@pal-oni.com

Region 5 - Bicol Region

Jocelyn LB. Blanco
Regional Director
Jomil Bldg., Georgetown Park

Rizal St., Cabangan, Legaspi City
Tel. nos.:(052) 480.5717 to 21
Fax nos.:
E-mail:dtireg5@globalink.net.ph
ord_dtireg5@globalink.net.ph

Albay

Rodrigo M. Aguilar
Provincial Director
2F ACCI Bldg., Rosal St, Bonot,
Legaspi City
Tel. no.:(052) 480.6830
Fax no. 214.3226/(052) 820.6834
E-mail:dtialbay@globalink.net.ph

Camarines Norte

Ernesto M. Pardo
Provincial Director
Carlos Segundo St., Daet,
Camarines Norte
Tel. nos.:(054) 571.2310
Fax nos. (054) 721.2196/721.4124
E-mail: dti_cnpo@yahoo.com

Catanduanes

Ireneo B. Panti, Jr.
Provincial Director
Catanduances State Colleges Foundation
Calatagan, Virac, Catanduanes
Tel. nos.:(052) 811.1506/811.1947
Fax no.: 811.1376
E-mail:dticatanduanes@yahoo.com

Masbate

Edgar E. Ramos
Provincial Director
DTI Bldg., Capitol Drive, Masbate City
Tel. no.:(056) 333.5734/333.5733
Fax no.: 333.2357
E-mail: dtimas@hotmail.com

Sorsogon

Leah A. Pagao
Provincial Director
2F Benjamin Ty Bldg.
cor. Vera & Quezon Sts.
Sorsogon, Sorsogon
Tel. nos.:(056) 211.1467/211.1802
Fax nos.:(056) 211.1479/421.5082
E-mail: dtisor@globalink.net.ph

Camarines Sur

Edna S. Tejada
Provincial Director
FEDMACSI Bldg. Panganiban Drive,
Naga City
Tel. no.:(054) 811.2787
Fax nos.: (054) 811.2858/473.8111
E-mail: dticamsur@yahoo.com
Region 6 - Western Visayas

Dominic P. Abad
Regional Director
Perfecto C. Yap
Assistant Regional Director
3F DTI Bldg., J.M. Basa St.
Peralta Ave., Iloilo City
Tel. nos.:(033) 335.0548/ 335.0060/ 335.0222
Fax no.: (033) 335.0083
E-mail: dtireg6@skyinet.net

Aklan

Ermelinda P. Pollentes
Provincial Director
JSM Bldg., Veterans Ave., Kalibo, Aklan
Tel. no.:(036)268.5280
Fax no.:268.3405
E-mail: dtiaklan@kalibo.i-next.net

Antique

Wilhelm M. Malones
Provincial Director
2F Susana Bldg., Isabel-Fornier St.
San Jose, Antique
Tel. no.:
Fax no.:(036) 320.1569
E-mail:dti-antique@winys.com.ph

Capiz

Rebecca M. Rascon
Provincial Director
Arcenas Bldg., Roxas Ave.
Roxas City, Capiz
Tel. nos.:(036) 621.1151
Fax no.: (036) 621.2637
E-mail:dticapiz@skyinet.net dticapiz@roxas-online.net.ph

Guimaras

Jose M. Divinagracia
Provincial Director
2F JMC Bldg.
San Miguel, Jordan, Guimaras,
Tel. no.:(033) 581.3165
Cellphone: (0919) 288.35.88/ 0917.3025910
E-mail:dtiguim@philwebinc.com

Iloilo

Diosdado P. Cadena, Jr.
Provincial Director
DTI Bldg. J.M. Basa-Peralta Sts.,
Iloilo City
Tel. nos.:(033) 337.0392/335.0149
509.7607
Fax no.: 337.0392
E-mail:dtiilo@philwebinc.com

Negros Occidental

Lea Gonzales
Provincial Caretaker
Milagros Plaza Bldg.

Rosario - Gatuslao Sts., Bacolod City
Telefax : (034) 433.0250/ 434.2621/
434.7920
E-mail: dtibcd@mozcom.com

Region 7 - Central Visayas

Asteria C. Caberte
Regional Director
3F Rm. 311 WDC Bldg., Osmeña Blvd.
Cor. P. Burgos St., Cebu City
Tel. no.:(032)255.0036/255.0037
Fax no.: 253.7465
E-mail: dti7@dtiro7.net.ph dti@cvis.net.ph

Cebu

Nelia F. Navarro
Provincial Director
3F LDM Bldg., M.J. Cuenco Ave.
Cor. Legaspi St., Cebu City
Tel. nos.:(032) 412.1863/253.2631
Fax no.: 412.18-56/254.0840
E-mail: dticebu@dti.cebunet.ph
nelia@dticebu.net.ph

Bohol

Ma. Elena C. Arbon
Provincial Director
2F FCB Bldg., CPG Ave., Tagbilaran City
Tel. nos.:(038) 411.3236/411.3302
Fax no.: (038) 411.3533
E-mail: dtibohol@globelines.com.ph

Negros Oriental

Javier R. Fortunato, Jr.
Provincial Director
2F Uymatiao Bldg., San Jose St., Dumaguete City
Tel. no.:(035) 225.4781
Fax no.: 225.7211
E-mail: dtinegor@cvpc.edu.ph

Siquijor

Nimfa M. Virtucio
Provincial Director
CF Bldg., Legaspi St., Poblacion,
Siquijor, Siquijor
Tel. no(035) 480.90.65
Telefax:344.22.38
E-mail: dtisiquijor@eudoramail.com

Region 8

Eastern Visayas

Cynthia R. Nierras
Regional Director
NACIDA Bldg., Government Center
Pawing, Palo, Leyte
Tel. no.:(053) 323.4163/323.5611
Fax no.: 325.4082/323.3035/323.5680
E-mail: crnierras@yahoo.com
dti8@tycos.com/dti8@eudoramail.com

Leyte

Desiderio P. Belas, Jr.
Provincial Director
Rand L Fernandez Bldg.
785 Real St., Fatima Village, Tacloban City
Tel. no.:(053) 325.5263/ 523.0434/
321.3313
Telefax.: 325.6448
E-mail:dti_leyte@yahoo.com

Southern Leyte

Michael B. Nuñez
Provincial Director
S. Demeterio St., Abgao, Maasin, Southern Leyte
Tel. no.:(053) 381.2020
E-mail:dtisl@glinesnxcom.ph

Samar

Ruthelma Samonte
Officer-In-Charge
2F To Chip Bldg., Cor. San Bartolome & Taft Ave. Catbalogan, Samar
Tel. no.:(055) 251.2196/251.6417
Fax no.:251.2196
E-mail: dtisamar@yahoo.com

Eastern Samar

Eleanor O. Alido
Provincial Caretaker
2F Formida Bldg., Cinco St., Borongan, Eastern Samar
Tel. no.:(055) 261.2147
Fax no.:261.3124
E-mail: espodti@yahoo.com

Northern Samar

Stanley C. Tablando
Provincial Director
2F Singson Apartment,
oor. Balite & Quirino Sts.
Catarman, Northern Samar
Tel. no.:(055) 354.1248/251.8334
E-mail:dti_nsamar@yahoo.com
dti_nsamar@hotmail.com

Biliran

Celerina Barrot
Officer-In-Charge
4th Door, 2F Charlie Chong Bldg.
Cañeja St., Naval, Biliran
Tel no.: (053) 500.9390/500.9677
E-mail:dti_biliranpo@yahoo.com
dti_biliranprovince@yahoo.com

Region 9 - Zamboanga Peninsula

Nazrullah B. Manzar
Regional Director
Sitti Amina M. Jain
Assistant Regional Director/Caretaker
Gov. Ramos Avenue, Sta. Maria, Zamboanga City

Tel. nos.:(062) 991.3237/8, 993.1621
Fax no.: (062) 991.3232
E-mail: dti9@pltdsl.net
dti09@yahoo.com
Skype ID: sttij117, adzlan117

Zamboanga City

Rolando G. Acuña
Provincial Caretaker
2F LHB Bldg., Veterans Avenue
Zamboanga City
Tel. nos.:(062) 991.2704/5
Fax no.: (062) 993.0594
E-mail:dtizambo@jetlink.com.ph
Skype ID: lando226

Zamboanga del Norte

Engr. Noel R. Bazan
Provincial Director
Zamboanga del Norte
Cultural Center Complex
Estaka, Dipolog City
Tel. no.:(065) 212.2331/212.5962
Fax no.: (065) 212.2944
E-mail: dtizdn@qmile.com.ph
Skype ID: noelrbazan

Zamboanga del Sur

Ma. Socorro Malate-Atay
Provincial Caretaker
NACIDA Bldg., Capitol Complex, Pagadian City
Tel. no.:(062) 214.3326/214.2516
Fax nos.: (062) 850.7001
E-mail: dtizds@webgate.net.ph
Skype ID: dhum13103

Zamboanga Sibugay Project Office

Edito B. Lumacang
Officer-in-Charge
2F J-Jireah Bldg., Veterans Village
National Highway, Ipil, Zamboanga Sibugay
Tel. no.:(062) 333.5532
Fax no.:(062) 333.5532
E-mail: dtiipil@zambo.inext.com
Skype ID: lumacang0994

Isabela City

Raymond L. Peña
Officer-in-Charge
City Hall Complex, Isabela City, Basilan
Tel. nos.:(062) 200.7822
Fax no.:(062) 200.7822
E-mail: dti_ic@yahoo.com
Skype ID: ray_290

Region 10 - Northern Mindanao

ARD Linda O. Boniao
Regional Caretaker
NACIDA Bldg., Luna cor. Corrales Sts.
Cagayan de Oro City
Tel. nos.:(08822) 72.9291/72.2278/
72.8819
Fax no.: (08822) 72-22-76/ 72-63-54
E-mail: region10@dti.gov.ph/ dti10@websprinter.net

lboniao@websprinter.net

Bukidnon

Ermedio J. Abang
Provincial Director
Manuel Bldg., San Isidro St.
Malaybalay City
Tel. no.:(088) 813.2101
Fax no.:813.2102
E-mail:dtibuk@philcom.ph
mayoseis@yahoo.com

Camiguin

Joselito S. Enot
Provincial Director
Tourism Pavillion, J.P. Rizal St., Camiguin
Tel. No.: (088) 387.0036
Fax no.:(088) 387.0037
E-mail:boyen61@yahoo.com
dti_camaguin@yahoo.com

Misamis Occidental

Ruel B. Paclipan
Provincial Director
Casing Bldg., J.P. Quilano St.
Oroquieta City (District Ofc.)
Telefax:(088) 531.1231
521.2891/531.1233
E-mail: dtimoc_10@yahoo.com
xuruel@yahoo.com

Misamis Oriental

Eliza A. Pabillore
Provincial Director
3F 52nd Business Center Bldg., 52 Gaerlan St.,
Cagayan de Oro City
Tel. No.: (088) 857.4043
Fax no.:(08822) 722.291
E-mail:dti10mor@websprinter.net
epabillore@websprinter.net

Lanao del Norte

ARD Linda O. Boniao
Concurrent Provincial Caretaker
0171 PM Durias Bldg.
Quezon Ave. Extension, Pala-o, Iligan City
Tel nos.: (063) 221.5534/221.5532
Fax no.:(063) 221.6151
E-mail:dti_lanao@yahoo.com
lboniao@yahoo.com

Region 11 - Southern Mindanao

Merly M. Cruz
Regional Director
Marizon S. Loreto
Assistant Regional Director
3F Mintrade Bldg.,
Cor. Monteverde Ave. and
Sales Sts., Davao City
Tel nos.: (082) 224.0511/ 222.1625/
300.9580

Fax no.: 300.9579/221.4952
E-mail: merlycruz@yahoo.com

Davao City

Teolulo T. Pasawa
Provincial Director
2F Mintrade Bldg.
cor. Monteverde Ave. and Sales St., Davao City
Tel. no.:(082) 224.0511
Fax no.:(082) 225.4847
E-mail:dtidavaocity@yahoo.com

Davao Oriental

Arnulfo J. Gana-an
Provincial Caretaker
3F Valles Bldg., Rizal St., Mati,
Davao Oriental
Tel. nos.:(087) 388.3735
Fax no.:811.4072
E-mail: dtidvor@yahoo.com

Davao del Norte

Nenita S. Nazareno
Provincial Director
Gov't. Center, Mankilam St., Tagum, Davao del Norte
Tel. no.: (084) 217.3337/ 217.3832
Fax no.:400.1451
E-mail: dtidn@yahoo.com

Davao del Sur

Cesar T. Briones
Provincial Director
L. Tioong Bldg., Estrada St.,
Digos, Davao del Sur
Telefax:(082) 553.2507/553.2873
E-mail: dtids@yahoo.com
cesarbriones2002@yahoo.com
dti_ds@yahoo.com

Compostela Valley Project Office

Nenita E. Berdan
Program Coordinator
2F TruBank Bldg., Arabejo Avenue, Nabuntulan, Compostela Valley Province
Tel. no.:(084) 376.0500
E-mail:dticomval@yahoo.com

Region 12 - Soccsksargen

Ibrahim K. Guiamadel
Regional Director
4F De Luz Bldg., Gen.
Santos Drive, 9506.
Koronadal City
Tel. no.:(083) 228.9837
Fax no.:520.0071
E-mail: dti12@pltdsl.net/dtixil@yahoo.com
MSN Messenger: dti12_ro@msn.com
Skype Address: DTI-R12-RO

Cotabato City

Danilo C. Buenbrazo
Officer-In-Charge
5F CYM Bldg., Don Rufino Alonzo St.

9600 Cotabato City
Tel. nos.:(064) 421.9952
Telefax:(064) 421.3351
E-mail:dti12_cc@pldtdsl.net/dti12_cc@yahoo.com
MSN Messenger: dti12_cc@msn.com
Skype Address: DTI-R12-CC

North Cotabato

Anthony P. Bravo
Provincial Director
3F Ngo Plan Bldg., 9400 Kidapawan City
Tel. no.:(064) 288.1531
Telefax.: 288.1527
E-mail: dti12_cp@pldtdsl.net
dti12_cp@yahoo.com
MSN Messenger: dti12_cp@msn.com
Skype Address: DTI-R12-CP

General Santos City

Dorecita T. Delima
Assistant Regional Director
Officer-in-Charge
G/F R.A. Bldg., South Osmeña St., 9500 General Santos City
Tel. no.:(083) 301.8057
Fax no.:(083) 552.8385
E-mail: dti12_gs@pldtdsl.net/
MSN Messenger: dti12_gs@msn.com
Skype Address: DTI-R-12-GS

dti12_gs@yahoo.com

South Cotabato

Flora P. Gabunales
Provincial Director
2F De Luz Bldg., Cor. Gensan Drive, 9506 Koronadal City
Telefax:(083) 228.2659
E-mail:dti12_sc@pldtdsl.net/
MSN Messenger: dti12_sc@msn.com
Skype Address: DTI-R12-SC

dti12_sc@yahoo.com

Sultan Kudarat

Carlito E. Nuñez
Officer-in-Charge
2F Quality Appliance Bldg.,
Alunan Highway
9800 Tacurong City, Sultan Kudarat
Tel. no.:(064) 200.3881
Telefax: 200.3166
E-mail:dti12_sk@pldtdsl.net
dti12_sk@yahoo.com
MSN Messenger: dti12_sk@msn.com
Skype Address: DTI-R12-SK

Sarangani

Nenita L. Barroso
Provincial Director
Sarangani Office
2F NGA Bldg.
Capitol Compound Park, 9501 Alabel
Sarangani Province
General Santos Office
Tel. nos.:(083) 508.2277
Telefeax:(083) 508.2014
E-mail:dti12_sp@pldtdsl.net
dti12_sp@yahoo.com
MSN Messenger: dti12_sp@msn.com
Skype Address: DTI-R12-SP

DTI Caraga

Brielgo O. Pagaran
Regional Director
Alicia V. Eusena
Asst. Regional Director
4F D & V Bldg., JC Ave., Butuan City
Tel. nos.:(085) 342.5615/ 225.5955
Fax no.:815.1271
E-mail:dti13@hotmail.com
ccdecaraga@yahoo.com

Agusan del Norte

Celestino Ireneo L. Negapatan
Provincial Director
3F Rudy Tiu Bldg., A.D. Curato St., 8600 Butuan City
Tel. nos.:(085) 225.3341/341.5221
Fax nos.: 815.6158
E-mail: dti_adn@yahoo.com

Agusan del Sur

Lolita I. Dorado
Provincial Director
2F NGPI Multi-purpose Coop. Bldg.
Brgy 5, San Francisco, Agusan del Sur
Tel. no.:(085) 343.8591
Fax nos.:839.2025/242.3134
E-mail: fad@butuan.philcom.com.ph

Surigao del Norte

ARD Alicia V. Euseña
Concurrent provincial Caretaker
2F Tamayo Bldg., Capitol Rd.
8440 Surigao City
Tel. no.:(086) 826.0191
Fax no.: 232.4047
E-mail: dtisdn@surigao.philcom.com.ph

Surigao del Sur

Andres N. Yparraguirre, Jr.
Provincial Director
3F Alex Bautista Bldg., Donasco St.
Bag-ong Lungsod,
Tandag, Surigao del Sur
Telefax: (086) 211.3029
E-mail: dtitandag@hotmail.com

National Capital Region (NCR)

12F Trafalgar Plaza,
105 H.V. Dela Costa St.
Salcedo Village, Makati City

Asec. Ma. Theresa L. Pelayo
Concurrent Regional Caretaker
Tel. nos.:811.8367
Fax no.: 811.8271
E-mail: dti_regional@yahoo.com

Ferdinand L. Manfoste
Assistant Regional Director
Tel. nos.:811.8231 to 33 locs.
1225/1221
Fax no.: 811.8271
E-mail: fmanfoste@yahoo.com

Em m a C. Asusano
Provincial Director, Area 1
(Manila, Pasay, Makati)
Tel. nos.:811.8231 to 33 locs.
1210/1236
E-mail:dtincr@info.com.ph

Arnaldo A. Del Rosario
Provincial Director, Area II (Las Piñas,
Muntinlupa, Taguig City, Pateros, Parañaque, Pasig City)
Tel. nos.:811.8231 to 33 locs.
1209/1237
E-mail:dtincr2@info.com.ph

Ma. Gracia R. Soller
Provincial Director, Area III
(Quezon City, Marikina,
San Juan, Mandaluyong City)
Tel. nos.:811.8231 to 33 loc. 1224/1238
E-mail:dtincr3@info.com.ph

Ernani M. Dionisio
Provincial Director, Area IV (Caloocan City, Navotas City, Malabon,
Valenzuela City)
Tel. nos.:811.8231 locs. 1223/1239
E-mail:ernanidionisio@yahoo.com