

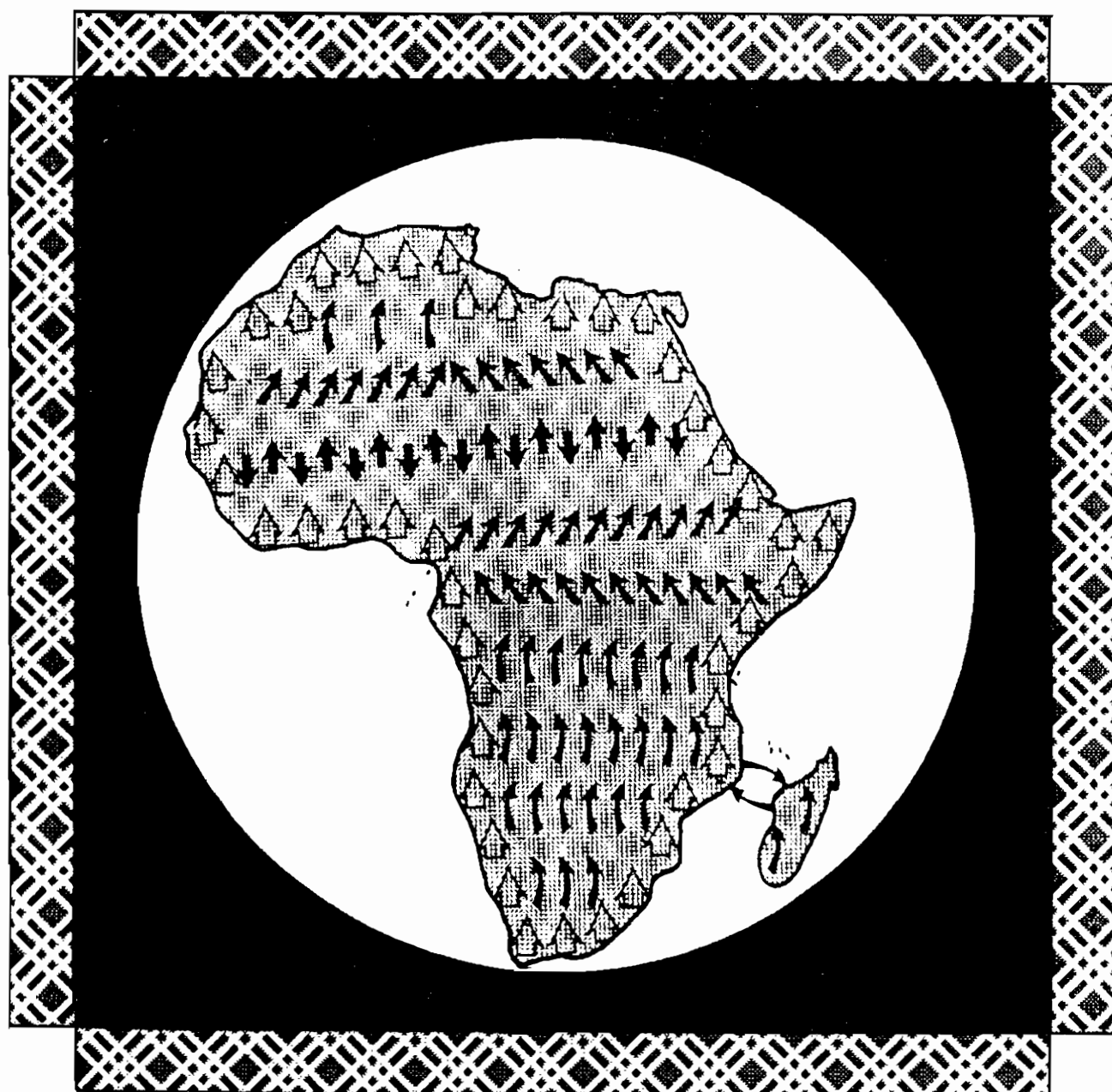
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EDITORIAL

As all Africa prepares for the **"FOURTH AFRICAN REGIONAL CONFERENCE ON WOMEN"** in Dakar, Senegal, from 16 to 23 November 1994 preparatory to the **"FOURTH CONFERENCE ON WOMEN"** to be held in Beijing, there is increasing awareness of the role played by the women work force than ever before imagined. The fact that women in Africa account for about half of the total population, and yet the contribution made by this important human resources remains unacknowledged, is a matter of great concern.

To this effect the Trade and Development Finance Division of the United Nations Economic Commission for Africa (UNECA) in a document entitled **"Enhancing the Role of Women in Domestic Trade"** called on African Governments, to effectively integrating African women in the productive sectors of African economies. Furthermore, the need for strengthening institutional and financial framework in support of women was also emphasized.

It is in this respect, that the current issue of the **"AFRICAN TRADE"** bulletin carries extracts from that study that pays homage to African Women in Domestic Trade.

I. Enhancing the Role of Women in Domestic Trade¹

"When women are too exhausted to work well, Africa's food production suffers, contributing to malnutrition and hunger. When women's time and energies are wasted on ceaseless drudgery, Africa's local economies suffer. When women must choose between crucial child-rearing tasks (such as breast-feeding or cooking hot meals) and urgent farming chores (such as weeding), Africa's children suffer".²

I. Introduction

It is now generally acknowledged that were the women population of Africa to be fully and effectively integrated in the productive sectors of African economies, there would be significant improvement in outputs of various sectors, as would the general standards of living in Africa. Estimates show that the women population in developing Africa make up about fifty per cent of the total population (estimated at 557 million in 1989). Thus when half of the population is marginalized, especially with regard to trade activities, no meaningful development can be achieved unless the important segment is allowed and provided with the means to effectively participate in economic activity.

The 1992 United Nations Development Programme (UNDP) Human Development Report, states that **"human development means widening the range of people's choices by enhancing their capabilities in health, education and access to resources."**³ In the process of development, it is therefore important to effectively utilize both natural and human resources that are available. This also means not neglecting the women which account for half of the African population. Furthermore, a significant proportion of the work done

by women is not paid for and also not recorded, and accordingly it is not reflected in national statistics on production and employment. This important contribution of women is not therefore recognized. This situation, coupled therefore with the negative traditions, has hampered women's legitimate access to resources such as land, livestock, credit, training, education, employment etc. In the same token, the inclusion of women's issues in development planning has not taken off or been ignored in many African countries.

In recent years, the integration of women in the formal and informal business sectors has been brought to the fore of the development agenda. The United Nations General Assembly and its subsidiary bodies have passed several resolutions and strategies designed to elevate this issue to a level that it deserves. In the African region, the Arusha and the Nairobi Forward-Looking Strategies for the Advancement of Women have stressed that governments should recognize the potential impact of short-term economic adjustment policies on women in the area of trade and commerce.⁴ In a number of instances, Governments have been rigid to adopt policies aimed at promoting the full participation and integration of women in business, particularly in trade and commerce. The Conference of

1 Extracts from a **"paper presented to the Technical Meeting of Experts of the Twelfth Session of the Conference of African Ministers of Trade, Tunis, Tunisia, from 19 to 21 October 1993"**, Document (E/ECA/TRADE/93/16).

2 **Africa Farmer**, published by the Hunger Project, No. 7, September 1992, p.17.

3 1992 UNDP Annual Report **Human Development at Work**, United Nations Development Programme, p.7.

4 United Nations, **The Nairobi Forward-looking Strategies for the Advancement of Women**, UN 86-44198, April 1986, p.48.

African Ministers of trade in 1991, reiterated the objectives in the "Strategies for Revitalization, Recovery and Growth of Africa's Trade in the 1990s and Beyond" regarding the need to improve significantly, the participation of women in trade by stressing the legal, social, economic, religious and cultural constraints that have been the major impediments to women's effective participation in this sector, including participation in small-scale and agro-industries. The above Conference also called for more case studies to be done by ECA in this area to enable member States to share information and make recommendations for the incorporation of women in everyday economic life.

In line with the directives of the Conference of African Ministers of Trade, the United Nations Economic Commission for Africa undertook a number of case studies designed to identify constraints and obstacles inhibiting the effective participation of women in trade and commerce in Africa. This paper summarizes the main findings and conclusions of case studies done mainly in Malawi and Mauritania on the role of women in both the formal and informal business sectors.

II. Review of the Situation of Women in the Formal and Informal Sectors

The effective participation of women in the formal and informal sectors of African economies has been inhibited by a number of factors including legal and institutional frameworks which have tended to discriminate against women; banking and financial structures that have not adequately supported activities undertaken by women; high cost of traditional forms of trade financing and commerce; and lack of effective government support to activities geared towards women.

A. Status of Women in the Informal Sector

An examination of the situation of women in the informal sector of African economies is extremely revealing and informative in that it shows that a majority of African women are not only involved in production and processing of primary products but also in their distribution. Accordingly, a large proportion of the African women depend for survival on this type of activity which has been characterized as "informal sector".

The term informal can be defined in several ways and some of the definitions have even a negative connotation such as underground economy, shadow economy, second economy, etc. These expressions confirm that the informal sector is recognized in many societies but one that has no definition or taxonomy.⁵ For the purposes of this paper, the definition used is that employed by the International Labour Organization (ILO) which describes the informal sector as: "a set of economic activities characterized by relative ease of entry; reliance on indigenous resources; family ownership; small scale operations; labour intensity, reliance on skills acquired outside the formal educational system; and unregulated and competitive markets."⁶

The main characteristics of this sector, therefore, are that its activities are unregulated, and not licensed and/or registered. The operators often do not pay taxes directly and on a regular basis to government. Notwithstanding these characteristics, the informal sector provides necessary services to the population, especially in the distribution of food as well as in catering. It provides employment, compliments the formal sector in providing inputs to the manufacturing sector, and is the sector where indigenous operators in art and artisans flourish. It is this sector which nurtures and provides for those at subsistence level and also serves as an avenue for those Africans with initiative and innovative minds. Discarded materials

5 C.K. Omari, **Rural Women, Informal Sector and Household Economy in Tanzania**, Mider Working Papers, Institute for Development Economics in Research, March, 1988, pp.6.

6 Grown and Sebstad, **"Introduction: Toward a Wider Perspective on Women's Employment"**, World Development, Vol. 17, No. 7, July 1989, pp. 940

often serve as inputs for products made for modifications of such materials.

The reasons for the existence of the informal sector and why most operators in this sector are women, have been attributed to various factors. As already stated, those factors are both cultural, institutional as well as socio-economic in nature. One major factor is the requirements for entry into the formal sector which the majority of women find difficult to attain. Poverty is by far the most compelling force which drives women to seek employment⁷. Barred from seeking jobs in the mainstream economy by lack of education and training, women desiring economic independence have often found the informal sector as their refuge. In some African countries, about 80 percent of the total labour force is self-employed in the informal sector.

The low educational level of most women makes it difficult for them to compete in wage employment. Entry into the formal sector is also limited by the level of expansion of the formal sector itself. Empirical evidence in most African countries shows that the expansion of the formal sector has been sluggish and therefore incapable of absorbing the rapidly expanding populations. Another major reason for entry into the informal sector is that for most wage earners, income is not enough to sustain the livelihood of their households. Consequently, the womenfolk have to supplement this by engaging in various trading activities. In Malawi, about thirty per cent of women are heads of households and accordingly have to support their families. It is therefore inescapable for them to engage in the informal sector activity, as the only alternative to earning income in order to raise their children. According to a writer, Mr. Manda, "economic activities in such enterprises are a major source of income for the lot of economically active population and an important element in a diversified survival strategy

for an increasing number of households in urban areas"⁸. The informal sector complements the formal sector in that it is a source of labour and an assured market for its goods and services.

There is a growing awareness of the potential of the informal sector. It has increasingly become a source of survival for a number of people "who are not able to find jobs in the formal sector, or who are being squeezed [sic] out of agriculture by the growing pressure on limited arable land."⁹ When the returns from agriculture are no longer able to sustain lives in rural households, the men and women tend to go into urban centres in search of other jobs. However, the majority find it easier to join the informal sector than the formal sector which is rather more selective.

The 1977 Malawi Population Census counted 84,341 self-employed people. Another estimate by the Rural Enterprises and Agribusiness Development Institutions (READI) project team estimated that there were about 182,000 small and medium-sized businesses in Malawi.¹⁰ Another estimate by the National Statistical Office (N.S.O) in Zambia in 1984 showed a total of 68,998 self-employed people in urban areas, of which 34,483 or about 50 per cent were female. It also showed that agriculture employed a significant number of women and that trade particularly retail trade in food and catering, was the next most important employer of women in this sector. This is also true for Uganda, Ethiopia and Mauritania where similar studies have been carried out. The similarity of the situation indicates that women, especially those that are uneducated, tend to be concentrated in the food and catering business because it fits with their traditional role as mothers and wives. Furthermore, in the absence of formal training and education they rely on one occupation they know best.

7 UNCTAD, **"Report on Least Developed Countries - 1990"**, United Nations Conference on Trade and Development.

8 C.M. Manda, **The Promotion of Employment in the Urban Informal Sector**, (Paper presented at the ILO-SATEP National Seminar on Promotion of Employment in Malawi, Capital Hotel, Lilongwe: August 1990), p.4.

9 Ibid.

10 USAID **"Study of Rural Enterprises and Agribusiness Development Institutions (READI) Project"**, December 1986. New Directions for Promoting Small and Medium Scale Enterprises Development in Malawi Constraints and Prospects for Growth.

The most common activities undertaken in the informal sector relate to retail trade, especially selling of artificial jewellery, agricultural produce, and second-hand clothing. The women often produce and/or buy farm produce semi-bulk from rural areas and sell the produce in urban areas. This often involves transporting such produce over long distances. The category of women that have better income are those that engage in trading of second-hand clothing, often imported. Another group of women are those which sell fabrics purchased in neighbouring countries. The study on Malawi revealed that Zambian women often crossed into Malawi to sell fabric, often imported from Zaire, and in turn bought Malawian products to be sold in Zambia. The majority of informal traders in Malawi have specific places in market areas with well delineated structures. The women traders pay rent of about one Malawi Kwacha, per day for the space they occupy. The space is allocated mostly on a first come first served basis, except for those that trade on a permanent basis.

The majority of women often graduate into trading of second-hand clothing which is more profitable. Activities undertaken by Malawi women in trading of second-hand clothing are similar to those undertaken by Ugandan women, with the exception that more Ugandan women are involved in this activity and often travel to Europe and Asia to purchase clothing and other goods.

In Africa, trading of women in textiles and clothing is quite widespread. The "Mana benz" of Togo are renowned for trading in textiles. Similarly, a number of Ethiopian women indulge in trading of textiles and clothing. In many countries, African governments try to discourage this type of trade by confiscating goods brought in by women traders.

The majority of African women live in rural areas and many are involved in subsistence activities or informal trade. African women bear not only a heavy load in food production, but they also are responsible for meeting daily needs of their families, such as provision of food, water and collection of fuel wood. Ingrid Palmer points out that in order to increase Africa's production and output it is imperative that the productivity of the African woman should be increased.

She states that Africa can no longer afford to squander the energies, time, talents and health of half of its population on inefficient, time-consuming menial labour. Many African women work in hard conditions and the statement made by a Zimbabwean woman farmer ably summarizes this situation when she states:

"When I wake up in the morning, I start working. When I go to bed at night, I stop working".¹¹

In a number of African countries, women form a large proportion of small holder farmers. The World Bank indicated that in Malawi nearly 70 percent of all full-time farmers were women according to the 1977 census. Most of these women in rural areas sell their produce on road side or on their premises and the activity lasts as long as they have produce to sell.

Women have often cooperated in order to improve efficiency and productivity of their operations. For example, in the village of Abaza in Central Niger, women who used to walk 14 kilometres to collect water, organized themselves into a group and saved enough money to enable them to buy five donkeys that could be used to fetch water and firewood. Similarly, in Senegal in the village of Diakhoumpa, a group of women called "peasant mamas" took advantage of seeds and fertilizers offered by a non-governmental organization to produce vegetables and from the sale of such vegetables to buy a bullock which they fattened and sold for profit and used the profit for another income generating activity.

The major constraints facing the informal sector include lack of finance and credit facilities and low income levels as base for savings. Most women use family savings or borrow from their families and/or friends to start a business in the informal sector. Accordingly, lack of finance for start-up of operations as well as working capital constrains expansion of activities in the informal sector. Operations of individual actors tend therefore to be modest. Most women in the informal sector find formal financial institutions, such as banks, as unapproachable because of their requirements for collateral and other conditions. However, in some countries efforts are being made to assist operators in the informal sector. In Malawi and

¹¹ **African Farmer**, op cit. pp. 17.

Uganda, some institutions try to help women to obtain credit, but even these institutions are constrained by availability of resources to provide credit and training to operators in this sector.

Many African governments have come to appreciate the role and importance of the informal sector in African economies. It is in this respect that countries like Uganda, Mauritania and Malawi have established non-governmental organizations to support the sector and encourage donors to provide funding in support of activities undertaken in the sector. It is essential to study and assess the functioning of this sector with a view to enhancing its overall contribution to the growth of African economies. Neglect of this sector can prove to be extremely detrimental to an economy.

B. Status of Women in the Formal Sector

The term "formal sector" used here is that defined by the International Labour Organization and the sector is characterized by difficulty of entry; reliance on overseas resources; corporate ownership; large scale operation; capital intensity and use of imported technology; use of labour with formally acquired skills; and firms operating in this sector sometimes operate in protected markets.

The participation of African women in the formal sector of African economies is rather marginal in many countries. This situation is the same in Malawi. The study by the World Bank showed that in Malawi, women working in the formal sector are concentrated in a few occupations especially nursing, teaching, stenography and retail trade. They make up nearly 20 percent of clerical workers, 27 percent of sales workers, 23 percent of service workers, but less than 5 percent of administrative and managerial workers. 12

The World Bank study on Malawi revealed that nearly 18.4 percent of women are employed in community services, 17.7 percent in agriculture, and 10.6 percent in financial and business services. Women

employed in the trade and catering sector were only 9.8 percent. The percentage of women in manufacturing grew from 2.4 percent of the total number of women employed in 1976 to 13.6 percent in 1983. The overall employment rate of women grew from 7.7 percent of the total women population in 1971 to 14.6 percent in 1983. Notwithstanding this increase, the percentage of women in employment was still low compared to the 50 percent plus of the country's women population in Malawi. Similarly a study done on Mauritania revealed that 23 percent of women were engaged in agriculture, 29 percent were employed in trade and catering sector, 22 percent in transport and production while only 7 percent were Directors or Managers. 13

According to the survey undertaken by the United Nations Economic Commission for Africa, the majority of the women in businesses in Malawi are concentrated in food and trade sectors (62 percent). The survey showed that over fifty percent of the women businesses had no employees and for those that had employees eighty-two percent of the workers employed were male. The main commercial centres in Malawi, such as Blantyre and Lilongwe, showed that there were few businesses owned by Malawian women. The majority of shops in urban areas are owned by the Asian community. Malawian traders are concentrated primarily in small towns and rural areas where government policy has prohibited Asians to operate in an effort to provide opportunities for Malawians.

Malawi business women started in 1990, the National Association of Business Women (NABU) whose main objective is to assist its members by offering business advice, information and training. The Association raises its own funds and collects small membership fees.

The few Malawian women that are in commercial sector appeared to be doing well but expansion of their businesses was constrained by a number of factors including: transportation problems; financial difficulties; lack of sales and marketing promotion; and lack of access to banks and other financial institutions.

12 World Bank, *Malawi Human Resources Development Study*, Population and Human Resources Department, Policy Planning and Research, Report No. 7854-MAI, April 23, 1990, pp. 129.

13 *L'Intégration des Femmes dans le Secteur Commercial Moderne en Mauritanie*, Document (E/ECA/TRADE/92/21), décembre 1992. p. 5.

Transportation problems facing Malawian business women means many have to walk to reach their clients and financial difficulties inhibit expansion of such businesses. Most women are constrained from resourcing bank finance because of lack of adequate collateral to support loans extended to them. The UNECA study found that 37 percent of the women doing business in Malawi used their own funds to start their businesses, 35 percent got money from their husbands, and only 19 percent obtained loans.

The Malawi survey also showed interesting statistics as to the type of clientele serviced by Malawian business women in the commercial sector. The great majority of the women (nearly 77 percent) sell their products to friends and neighbours, twenty percent to institutions and companies, and fifteen percent to shops. Only one percent of the women businesses exported their products. Many of these women also cited unavailability of inputs and associated high cost of such inputs as constraints to the expansion of their businesses.

The Malawi survey revealed that despite the share of women in the country's population, formal wage employment of women and their participation in the commercial sector is not proportional to the size of such a population. Effective participation of women in active economic life is constrained by low educational level of women, lack of credit and finance, and other institutional factors. Studies on Mauritania, Uganda and Ethiopia show that women in these countries face similar problems in the formal sector. For example in Mauritania for women to venture in business they must have the consent of their husbands, thus the most successful businesswomen are usually single women. Employment of women in these countries still lags behind employment of men although efforts are being made to improve the situation through raising the level of education of women and their employment.

Significant efforts have been expended in recent years on trying to ensure the economic empowerment of women in Africa through consolidating women's entrepreneurial activities and exploring new avenues

for effective participation of women in economic life. Accordingly, the United Nations Economic Commission for Africa was instrumental in the establishment in 1993 of the Federation of African Women Entrepreneurs (FAWE) whose main objectives and functions are: to promote conducive legal provisions as well as appropriate economic and financial policies for women entrepreneurs; to prepare a "bank" of projects for each sub-region; to set-up appropriate funds for the furtherance of the objects, hotels, plants and industrial countries in order to build a more enhanced and stronger financial base; facilitate trade exchanges by opening trade and common service centres for women entrepreneurs; and organize local, regional and continental training and information programmes and fora.

III. Traditional Trade Financing Mechanisms

The effective participation of women in African economies has been constrained by lack of adequate financial support and/or availability of finance. Traditional trade financing mechanisms have accordingly played an important role in filling the financing gap. The United Nations Economic Commission for Africa undertook a study on traditional trade financing mechanisms to evaluate the role and funding of such mechanisms in promoting Africa's domestic trade. The study laid emphasis on women. The general observations which emerged from the study is that women are marginalized in most structures of trade financing currently existing in Africa.¹⁴

The study found that traditional and customary laws in most African countries do not aim at enhancing women's efforts in the field of trade, notwithstanding the fact that women handle approximately 80 percent of trade in local food items, local textiles, jewellery and local garments. ¹⁵

14 United Nations Economic Commission for Africa, **Traditional Trade Financing Mechanisms, their Structures, Role, Functions and Possible Linkages with the Modern Financial Sector**, Document (E/ECA/TRADE/92/17), December 1992.

Traditional financial mechanisms for the purpose of this analysis are synonymous with the informal financial sector (IFS). They include unregulated financial arrangements outside the legal framework but operate with their own rules and established procedures. By its very nature, the informal financial sector is heterogeneous because it is made up of different types of individuals and intermediaries. Most noticeable institutions in the informal financial sector include money-lenders, Rotating Savings and Credit Associations (ROSCAs), landlords, neighbours, friends, and family members.

The informal finance system is sometimes viewed as a sum total of powerful money-lenders who exploit the poor through usurious interest rates and unfair seizure of collateral. In fact, informal finance is both extensive and diverse.¹⁶ Its use and application is not uniform in all instances and circumstances.

The institutional framework existing in the informal financial system is both diverse and distinct. The financial arrangements to support the informal sector in Africa has been characterized by various names but the majority are some form of Rotating Savings and Credit Associations (ROSCAs). The most popular ROSCAs in some developing African countries include:

Name of Country	ROSCA's indigenous name
Egypt	Gamalyah
Ethiopia	Equb
Ghana	Susu
Malawi	Chiperegani or Chilimba
Nigeria	Isusu
Niger/Cameroon	Tontine/Njangis
Senegal	Tontines or Natt
Somalia	Hagbad
Uganda	Chilemba

A brief summary of some of these institutional arrangements in the informal financial system are described below and reveal some inspiring in-sight in the functioning of some of these.

(i) **The Equb Institution of Ethiopia**

An important category of the informal financial mechanisms in Ethiopia is the Equb. This is a voluntary union of persons who decide to join together for the purpose of saving money. Equb brings together individuals with a diverse background, culture, occupations and ethnicity. The common denomination is that the individuals are willing and able to make the required contribution of money regularly to a common pool. The proceeds are given to each member in turn. The amounts and frequency of the contributions vary depending on the type of Equb, sources and income levels of the individual members. ¹⁷

Funds mobilized through the Equbs are used to expand businesses, buy or start a new business, buy or construct houses, and to buy cars and clothes etc.. The distinct feature about its structure and operations is that the money borrowed by a member does not attract interest. Furthermore, periodically the Equip is used as a guarantor to enable members to borrow money on short-term from other sources than the Equip. Such resources are borrowed pending the member's turn to his/her share during the rotation of the Equb.

(ii) **The Susu Institution of Ghana**

The prevalent form of informal financial activity in Ghana is called the Susu. This is a form of mobile banking arrangement. The Susu is said to have began in Ghana long before formal banks were introduced. The Susu is the most popular form of money saving

15 United Nations Economic Commission for Africa, **Mechanisms on Integrating Women in Trade and Commerce**, Document (E/ECA/TRADE/89/20), October 4, 1989, pp.2.

16 World Bank, **World Development Report - 1989**, Washington, D.C., p. 112.

17 See, Abebe Adera, **"Reflections on Informal Finance in Ethiopia and a Proposal for Institutional Innovation."** 1992, (Unpublished) p. 15.

device that is used by many people that cannot easily have access to other types of credit. 18

The SUSU participants adopt a savings plan to save a fixed amount of money for an agreed period of time (usually a month). According to this plan, a collector visits clients at their work places, market stalls, shops, homes etc.. at an agreed time of day and collects the funds. The collector in most cases deposits the money collected in nearby banks for safety. At the agreed time the client gets back the money saved minus the collectors fee. The agreed sum, usually represents a days saving. It is interesting that people are willing to trust this form of financial arrangement where they have to pay a collectors fee instead of depositing the money into the bank themselves and earning interest. The reason this system of financial arrangement is preferred from the formal banking system is its ease of access and its informal nature.

(iii) The Tontines, Njangis of Cameroon/Niger/Senegal

The ROSCAs are called Tontines or Njangis. The informal financial sector accounts for about 75 per cent of rural financial assets and obligations. Apart from its size, the informal sector also appears to be steadily growing, indicating a rising demand for financial services. 19

The Tontines are flexible and creative in that people pay an agreed sum into a fund which is then paid out to members on a rotating basis. Each member, except the last on the list, gets more funds than he or she may have contributed. The rate of default in this system is rare because a newcomer is placed at the bottom of the cycle, but gradually moves up the scale of eligibility after he/she has demonstrated his or her reliability. The frequency of the meetings varies. Some meet weekly,

bi-weekly or monthly and have a membership consistent with a cycle ranging from a few months to two or three years. Tontines with a frequency meeting based on semi-annual meetings or yearly meetings are common only among the rural areas because farmers receive incomes seasonally from the sale of cash crops.

Another important characteristic of Tontines is their goal oriented nature of the savings behaviour, and the strict regularity of the payment arrangements. Even though the savings held in tontines are not readily available for unintended use, the system has various devices that the participants can use in cases of emergencies. One way is auctioning the position within the Tontine, so that the one with an urgent need can be helped ahead of others. However, some Tontines keep funds aside in order to deal with emergency cases.

(iv) The Chiperengani or Chilimba Institutions of Malawi

The size of the informal sector as determined by the credit extended is said to be greater than half the size of the formal and semi-formal sector as described by Chipeta and Mkandawire in their detailed analysis of the Malawian informal sector and macro-economic adjustments.²⁰ Although, there are various institutions in the informal sector, there are two which are prevalent, these are the Chiperengani and Chilimba. Two of the prevalent type are further highlighted.

These are societies formed by mutual agreement among workmates, friends, relatives or neighbours that have trust in one another. Each member in the group contributes an equal sum of money at the end of every agreed period. The contributions are given to members in turn at no interest. Members borrow to the extent of the amount saved. The income generated is used for various purposes including financing projects or

18 M. Hyuha, "Informal Financial Institutions and Markets in Sub-Saharan Africa: Evidence and Policy Implications". 1990, the paper was prepared as a background document for the AAPAM 12th Roundtable Conference jointly organized by AAPAM and ECA/SAPAM, p. 19-23 passim.

19 GTZ Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH, Cameroon Rural Finance Sector Study, 1986, p.53.

20 Chipeta & M.L.C. Mkandawire, The Informal Financial Sector and Macroeconomic Adjustment in Malawi, African Economic Research Consortium, Research Paper 4, May 1991, p. 22-32.

building houses. Most Chiperegani are short-lived, easy to establish, manage and abolish.

The lessons that can be drawn from the preceding discussion is that women entrepreneurs, especially in the informal sector, face many constraints in trying to have access to credit from formal financial institutions. The prevalence of excessive rules and regulations in the formal financial system forces many to resort to the informal financial system. Given the rigidity and inflexibility of the formal financial sector, most small scale business operators in both the urban and rural areas turn to the informal financial institutions to fulfil their financing requirements.

IV. Conclusions and Recommendations

What has emerged from these series of studies on women in the formal and informal sectors and their access to financial resources is that women are in a disadvantaged position and need all the support from their governments, NGO's and the women themselves.

Africa is largely neglecting its basic resource of human capital. Women must also have access to decision-making positions to ensure the full participation of women in all spheres of development. Findings indicate that the formation of self-help groups among different women will be a powerful tool in bringing about solutions to their common problems. Nevertheless they must be backed by their respective governments and all other donor agencies.

The preceding analysis reveals that there is ample evidence to suggest that there is a potential of developing the informal financial system as participation in the ROSCAs has demonstrated:

- (i) their credit-worthiness on the basis of making regular payments;
- (ii) that participants are willing and able to handle and honour financial obligations involving strict payment schedules;
- (iii) that their abundance and strength is indicative for the need of formal financial services.

It must be strongly stated that credit is an important input in the effort to alleviate the problems of development. However, it is one component among several that must be carefully synchronized to have any effect on production. For it to become effective it must be accompanied by a progressive land reform system, price, interest rate, marketing, taxation and savings policies. What is more, the economic environment should be such as to allow financial intermediaries to function effectively. This is important because financial intermediaries will flounder if the sector they serve is heavily taxed and other repressive policies are used against them.

It is once again worth repeating the recommendations of the Strategies for Revitalization, Recovery and Growth of Africa's Trade in the 1990s and beyond²¹ which summarizes the above recommendations and gives a number of possible measures that need only be adopted and implemented by African governments in order to:

- (a) provide adequate support to women in trade to ameliorate the legal, social, economic, religious and cultural constraints that have been major impediments to the effective participation of women in this sector as well as in small -scale and aggro-industries. Furthermore, mechanisms for the co-ordination of the fragmented

21 ECA, **Strategies for Revitalization, Recovery and Growth of Africa's Trade in the 1990s and Beyond**, Document (E/ECA/TRADE/89/Rev.5.)

entrepreneurial skills, both for the rural and urban women, will be vigorously pursued. Support in the provision of market sheds, access to raw materials, training and up-grading of skills in small-scale and aggro-industries, deserve immediate attention;

- (b) Improve the weak and fragile financial base through appropriate policy measures, including providing adequate collateral in order to enhance women's access to credit and capital. In this respect, a new framework will need to be devised to enable banks to shift their emphasis from automatic collateral requirements to criteria of profitability of the investment;
- (c) Improve the environment for small-scale women traders, business enterprises, small-holder and medium-scale farmers and producers of marketable goods, including handicrafts;

- (d) Identify economically viable projects to be developed into self-sufficient profitable entities through good management and access to science and technology;

- (e) encouraging women to establish financial co-operative enterprises which will allow them to "pool" their resources for investment, improve their collateral and also spread the business risks among its members; furthermore, improve women's access to credit by creating within existing financial institutions, "special windows" that can provide financial services to women.

Improving the position of women must be seriously taken into account in the development planning process because of their highly disadvantaged socio-economic position.

Prospects for Expanding Intra-African Trade Through Planning of Production on Sub-regional Basis¹

I. Introduction

African countries strongly believe that integrated regional markets provide the most appropriate framework for attaining sustainable development both individually and collectively. It is in this context that they adopted in 1991 the Abuja Treaty Establishing the African Economic Community which is designed to promote economic, social and cultural development and integrate African economies. The cornerstones in the implementation of the Treaty include strengthening existing regional economic communities; and stabilizing and then reducing intra-community tariff and non-tariff barriers.

The need for economic cooperation in Africa has also been reinforced by the growing tendencies towards regionalism, both among developing and developed countries alike. The European Economic Community, has now reached a stage whereby most barriers to community trade are removed and intra-community trade has increased as a result of improved competition and productivity. The North American Free Trade Area (NAFTA), made up of U.S.A., Canada and Mexico, presents a market force which is likely to stimulate production and trade within the area.

In the context of these developments, Africa has seen it as essential for its survival to promote

economic cooperation and integration. Accordingly, intra-African trade is recognised as an important element of economic cooperation and integration. The Lagos Plan of Action (LPA) and the Final Act of Lagos (FAL) as well as the Strategies for Revitalization, Recovery and Growth of Africa's Trade in the 1990s and Beyond,² underscore the importance of intra-African trade as an instrument in achieving the objectives of the African Economic Community (AEC). In particular, it is recognized that the integration of markets at sub-regional levels has to form a basis for regional integration.

The performance of intra-African trade has been, somewhat, disappointing. Recorded intra-African trade for the whole region for the period of 1980-1990 was estimated to have averaged only about 5.7 percent of Africa's total world trade. Performance within the integration groupings was however, slightly better. Intra-West African Community (CEAO) trade for instance reached 10.5 percent in 1988 while intra-Preferential Trade Area of Eastern and Southern African States (PTA) trade was 8.0 percent in the same year.³

Significant constraints still exist which have inhibited the expansion of this trade. The most commonly listed constraints include the low degree of economic complementarity between member States within the same subregion; widespread use of non-tariff restrictions by member countries of the integration groupings; poor and inadequate physical infrastructures; and

1 Extracts from a "paper presented to the Technical Meeting of Experts of the Twelfth Session of the Conference of African Ministers of Trade, Tunis, Tunisia, from 19 to 21 October 1993", Document 9 (E/ECA/TRADE/93/7).

2 **Strategies for Revitalization, Recovery and Growth of Africa's Trade in the 1990s and Beyond**, Adopted by the Conference of African Ministers of Trade, Addis Ababa, Ethiopia, December 1990, United Nations Economic Commission for Africa, Document E/ECA/TRADE/89/25/Rev. 5; Dec. 1990.

3 **Economic Integration Among Developing Countries**, United Nations Conference on Trade and Development, Document TD/B/C.7/AC.3/10/pp. 3

divergent macro-economic policies among member States. 4

The lack of attention paid to the need to transform production patterns in African countries to respond to the opportunities created by sub-regional markets has contributed to the slow expansion of intra-African trade. National economies have not responded effectively to the economies of scale generated by the creation of sub-regional groupings. Such a response would involve a more deliberate approach to formulation of policies, strategies to maximize opportunities generated by sub-regional markets and implementation of such strategies. Cooperation in production must be an integral part of such strategies as should cooperation in marketing and distribution.

Planning production at a sub-regional level needs to clearly identify the various economic actors that will be involved in the implementation of the stated strategies and, more importantly, the recognition of the winds of change currently prevailing in the global economy which favour market-oriented reforms and the role of the "private sector". Accordingly, interests of various groups will need to be identified.

II. Transforming Africa's Production Patterns in the Context of Promoting Intra-African Trade

Transforming Africa's production patterns in order to promote intra-African trade would invariably have to involve examining the structure of production in Africa; identifying areas of complementarity; exploring the potential for transforming national production structures in order to respond to economies of scale created by sub-regional groupings; determining resource endowments at national and sub-regional levels and examining complimentary factors needed to effectively implement strategies of rationalizing production patterns. Such complimentary factors include the state of infrastructural linkages in various

sub-regions, banking and financial services as well as human resource development.

A. The structure of Production in African Countries

Expansion of intra-African trade has partly been inhibited by production structures which have existed in Africa whereby the continent produces what it does not consume and consumes what it does not produce. Furthermore, escalation of tariffs in markets of industrialized countries as products enter a higher level of processing has made it difficult for many African countries to export processed or semi-processed products to such markets. African countries have, therefore, mainly remained exporters of raw materials; a process which has partly inhibited growth of manufacturing activities in Africa.

Africa's colonial trade is dominated by a few primary commodity groups. The bulk of goods traded fall under the grouping of food and beverages. This group consists of mainly such products as coffee, cocoa, cereals, legumes, oil seeds and tea which together accounted for 23.5 per cent of the total intra-African trade in 1990. The other leading group is extractive minerals and fuels which accounted for 29.6 percent of the total intra-African trade in 1990. The production of food items has mostly been at subsistence levels and for meeting part of domestic consumption. In most African countries, agriculture is rain-fed and based on low peasant technology that is incapable of exploiting land resources intensively. Thus even in food products, Africa has yet to meet its basic needs. Food production has grown at a rate of 2 percent per annum on the average over the last 30 years, as compared to a population growth rate of about 3 percent per annum.

The structure of production at sub-regional level in the 18 countries of the Preferential Trade Area for Eastern and Southern African States (PTA) subregion for instance, lacks diversification. Eight countries produce coffee as their major export crop. The same pattern applies to the Economic Community of West African Countries (ECOWAS) where cocoa is the predominant product among more than five countries.

4 UNECA *Intra-African Trade: A pillar of development*, E/ECA/TRADE/92/13 and *Intra-African Trade Situation, Problems and Prospects: A General Analysis*, E/ECA/TRADE/89/15.

The prevalent range of agricultural products can hardly generate a basis for dynamic intra-African trade flows. On the other hand, Africa imports a wide range of aggro-based products which indicates that the potential exists for Africa to process and manufacture those products.

Africa's industrial sector remains rudimentary and underdeveloped. For instance, the sectoral component of Nigeria's GDP in 1992 included 37.0 percent, agriculture, 11.7 percent crude petroleum, 0.3 percent mining and quarrying, 7.8 percent manufacturing; Zimbabwe is one of the African countries with high manufacturing sector which was 24.3 percent of GDP, 10.0 percent Agriculture and forestry and 7.2 percent of mining and quarrying while on the other extreme, Tanzania had 62.5 percent agriculture, forestry and fishing; 1.2 percent mining and quarrying and only 3.6 percent manufacturing in her GDP⁵. The industrial sector is mostly dominated by light industries geared to producing simple import substitutes, mainly to satisfy the special needs of the urban consumers. Common among the products produced are processed food items, textiles, leather goods and chemicals etc. The bulk of import substitution industries are subsidiaries of foreign firms. Such industries tend to be poorly integrated in the rest of the economies, particularly, in terms of cross linkages to local resources. They have, therefore, turned out to be high cost industries, relying on imported intermediate inputs, and technological know-how from the developed market economies. Such dependency on imported raw materials and equipment has tended to exacerbate the balance of payments situation of many African countries and the debt problem.

As export revenues continued to decline due to falling prices for Africa's major exports, countries borrowed more in an attempt to close revenue gaps. The constraints posed by the balance of payments situation were reflected in underutilization of capacity in various sectors of African economies. Industrial production could not be maintained at original levels. Supplies of products dwindled, prices increased and the quality of products deteriorated. It became increasingly clear that such industries were not capable of sustaining domestic trade let alone intra-African trade. Consequently, for at

least the last two decades many countries experienced a significant decline in investment and industrial production in general. In such an environment intra-African trade could not be expected to flourish. Increasing intra-African trade would invariably require rehabilitation and revitalization of African industries. In this respect, the Second Industrial Development Decade for Africa (IDDA II) is a useful framework for energizing this sector.

The creation of sub-regional groupings offers a useful institutional framework for integrated strategic planning for the creation and promotion of more complementary production structures that can take advantage of the benefits created by enlarged sub-regional markets. Where national planning is efficiently interlinked under the coordination umbrella of integration arrangements, production for domestic and sub-regional markets will be rendered more cost effective and this is also in conformity with the objectives of the proposed African Economic Community.

B. Potential for Transforming Production Structures in Africa

Africa's production patterns have not been able to effectively promote sustainable intra-African trade. A wide range of variables have an impact on production patterns and these include the size of a country's present economy; the range of natural resource endowment; the geographical location; the social and political conditions; infrastructural development and the cooperative arrangements within and between countries. Each of these has a varying degree of significance in transforming the production pattern of a country to be able to effectively respond to opportunities engendered by the creation of sub-regional groupings.

The size of country's economy is of significance as far as the scope of the domestic market for products is concerned. Similarly, geographical location of the country has a bearing on its accessibility and the regional market. Natural resource endowment provides initial options for manufacturing and transformation of raw materials. The social and political conditions

5 The Economist Intelligence Unit (E.I.U.), **Country Profile**, various issues, 1993, Microfilms Publication Ltd. London

determine the degree of enabling environment that is available. In the same vein, appropriate macro-economic policies, infrastructural developments and available entrepreneurial skills all impact on the ability of a country to effectively respond to market opportunities generated by economic integration.

There is an urgent need to explore new alternatives and options for change in Africa's production patterns using all available permutations. Countries have historically used different channels to enable them transform their production patterns. For instance, countries commonly referred to as Newly Industrializing Countries (NIC) of the Far East relied on outward-oriented export drive by creating incentives to promote exports. They succeeded in achieving a breakthrough in export-led growth. This is one option open to African countries.

Another significant option is to explore the potentials of a dynamic production system based on Africa's own resource endowment. The major regional strategies, including the Lagos Plan of Action (LPA) and the Final Act of Lagos (FAL), African Alternative Framework to Structural Adjustment Programmes (AAF-SAP) and the more recently adopted Treaty establishing the African Economic Community⁶, all provide frameworks within which the African continent can exploit its resource endowments in order to promote sustainable socio-economic development within the framework of economic cooperation and integration. African countries have advocated the exploitation of their huge resource base to meet the needs of their people. This has been favoured because it reduces dependence on external resources and endogenises the process of development.

Africa's natural resources can be examined under two distinctive categories, namely natural energy

reserves and non-fuel mineral reserves. Africa has over 50 percent of world phosphates, over 30 percent of bauxite, over 15 percent of world cobalt and copper over 5 percent of iron ore, over 45 percent of gold, almost 25 percent of diamonds, 70 percent of platinum, over 80 percent of manganese, over 50 percent of chrome and considerable deposits of rare minerals⁷. The continent's share of world's known natural energy reserves by the end of 1983 was 8.4 percent for oil, 5.9 percent for natural gas, 3.7 percent for coal and lignite and 31.6 percent for uranium. Hydroelectric potential amounted to 19.2 percent of the world's total⁸. Africa's consumption of commercial energy fuels is still low. About 84 percent of Africa's natural energy consumed is met by non-commercial energy sources including fire wood, animal dung and crop waste.

Africa accounts for 6 percent of world's accessible coal. The bulk occurs in Southern African countries mainly Botswana, South Africa and Zimbabwe. Other countries with large reserves include Madagascar, Tanzania, Zambia, Egypt and Morocco. In the West Africa Niger and Nigeria and in Central Africa, Zaire, Rwanda and Burundi have reserves of close substitute-peat. The bulk of uranium reserves is found in Niger, South Africa and Namibia. Hydroelectricity potential is widely spread on the continent. Africa is estimated to have exploited only 5 percent of its hydroelectricity potential as of 1980. Zaire has the largest potential accounting for over 50 percent of Africa's hydro-electric energy capacity. River Zaire being the second largest waterway in the world.⁹

Agriculture is the mainstay of most African economies. It is a source of foreign exchange earnings, employment, food and raw-materials for industries. Historically, Africa's strength has been in the production of tropical crops, including coffee, cocoa and palm oil. Many African countries such as Cote d'Ivoire,

6 OAU Lagos Plan of Action (LPA) 1980-2000, p. 8; The Treaty establishing the African Economic Community, p. 13 and UNECA, African Alternative Framework to Structural Adjustment Programmes for Socio-Economic Recovery and Transformation (AAF-SAP) p.13.

7 UNECA, Strategic objectives for Africa's economic development in the 1990s E/ECA/CM.19

8 Salvatore Dominick (Editor) African Development Prospects, New York, Taylor and Francis, 1989, p. 43.

9 UNIDO, Industry Africa, No. 3 "African Mineral Resources" Geneva, p.16.

Uganda, Kenya, Ethiopia, Cameroon, Zaire and Angola have depended on coffee for the bulk of their export earnings. In West and Central Africa, cocoa has been a major source of foreign exchange earnings in countries like Cote d'Ivoire, Ghana and Cameroon all of which together accounted for 55 percent of the world's total production in 1982. The land under cultivation throughout Africa is estimated at 195 million ha. accounting for only 26 percent of potential land, only 3 percent of total arable land is under irrigation accounting for only 16 percent of potential irrigable land.

Livestock potential is also considerable, although the stock's productivity of meat and milk is on the average poor due to widespread animal diseases and lack of sufficient control measures. The vast area under water, particularly, inland water and sea, provides tremendous potential for fish resources which are currently under developed for lack of technical know-how and capital. As regards to forestry, many areas in East, Central and West Africa contain huge rain forests. However, in recent years, much of these have been depleted due to population pressures, coupled by immigration.

C. The value of utilizing Indigenous Resources in Production for Intra-African Trade

A review of the resource supply and an assessment of the potential uses and end products that can be made out of these resources using all the known techniques, as has been outlined elsewhere in the paper, is not an end in itself. These resources have to be examined and their uses justified in terms of their potential contribution towards tackling the main development objectives of the continent which include: food self-sufficiency, industrialization and poverty alleviation. In achieving these objectives, expanding intra-African trade is a significant prerequisite. A look at each group of resources and their benefits follows.

The group which includes crude petroleum, coal and natural gas and hydro-electricity is a major source of energy as well as raw material in many chemical industries. Of particular significance is petroleum which

currently accounts for 20 percent of import bill of some oil importing countries. The scope for cooperation in the development and in trade of this sector in Africa is enormous. Other energy resources like coal, natural gas and hydroelectricity are also significant as sources of energy and inputs into chemical industries.

Raw materials when processed or manufactured are essential inputs for further manufacturing or for end users as well. They are essential for the realization of Africa's industrialization objectives. Most of the mineral ores form vital components to the various industries. Metallurgical industries, for instance, depend on iron, steel copper, aluminium, nickel, lead and zinc. Whereas, chemical industries require such chemical bases as soda ash, ammonia, sulphide, phosphates etc.

Agricultural sector has been and continues to be the focus of attention in a variety of fora and at all levels. In recent years the African Heads of States have adopted resolutions calling for transformation in inter alia of agricultural production in Africa. Without stimulating recovery in agriculture, which is the pivotal link to all other sectors, Africa's socio-economic recovery cannot be achieved. Agricultural resources when fully developed could satisfy the twin objectives of food self-sufficiency, and alleviation of poverty by generating incomes for rural population. Furthermore, the raw materials produced in agriculture are an essential inputs for aggro-industries. Agriculture is a major source of raw materials for industries like textiles, food processing, wood based industries and livestock. Secondly, agriculture is a recipient of inputs from other sectors. Such industries include the chemical industries which manufacture fertilizers and pesticides; and engineering industries which produce agricultural implements and tools.

Human resource is Africa's greatest asset which if effectively utilized can contribute to sustainable development and the strengthening of intra-African trade. Development of human resources is catalytic in translating all the development aspirations into tangible goods for intra-African trade and the development of all other resources into tradable goods. As stated in the UNDP Human Development Report of 1992, human development is concerned both with developing human

capabilities and with using them in production. Failure to equip this valuable resource with appropriate education and technical know-how has in the past held back progress in many sectors of the African economies.

III. Rationalizing Production in Order to Satisfy Regional Markets

The scope exists in Africa for rationalizing production in order to satisfy regional markets. Meanwhile, Africa has to overcome the various obstacles that have so far hindered the whole process of raw-material processing. Such constraints include changes in consumption patterns and technological innovations which have led to automatic substitutability between final products. However, these constraints can be mitigated through cooperation and joint effort in research, training and investment among African countries in order to increase the processing of Africa's resources. Accordingly, through appropriate planning and policies intra-African trade can be expanded. Cooperation arrangements among most African economic groupings have so far been based on the orthodox theory of trade creation of customs unions. This concept relies on the gains that would accrue to the economies as a result of removing tariffs and non-tariff barriers between the cooperating states. This, furthermore, presupposes that under normal circumstances or state of equilibrium, including full employment, trade liberalization would stimulate growth through industrial production expansion and greater exploitation of the economies of scale.

It is, however, commonly acknowledged that, the conditions favouring the conventional customs union theory¹⁰ do not in fact exist in most African countries. A high proportion of Africa's is with third parties while

intra-African trade is only a minor component of Africa's total trade. It is for this reason, that current economic groupings base their cooperation not so much on the benefits to be derived from existing patterns of trade and production but in search of prospective gains which would obtain from rationalising the emergent structures of production. Within this context of anticipated benefits, sub-regional groupings seek to increase opportunities for profitable domestic and foreign investments, mobilize and utilize under-utilized resources. This phenomena has been referred to as the dynamic effects of economic integration by the various authorities on integration theories.¹¹

A. Economies of Scale Generated by Sub-regional Groupings

Exploitation of economies of scale is built on the opportunities generated by enlarged markets made possible by the creation of sub-regional groupings. For industry to go beyond the so called "easy" stage¹² of import substitution, enterprises need an environment that supports self-sustaining industrialization. The second stage of import substitution entails moving away from production of consumer goods for domestic markets to more diversified production regimes. At this stage, countries explore possibilities of replacing imports with domestically produced goods such as steel, petro-chemicals, and durable consumer goods. These enterprises are usually capital intensive and accordingly in order to break even there is need to exploit economies of scale which extend beyond national boundaries. In addition to size, industries at this level require sophisticated technical know-how. Consequently, production has to be targeted beyond the domestic needs to justify the costs involved and to produce the quality and quantities that provide an optimal rate of return to the investor.

Few African industries have been able to exploit the advantages of economies of scale. This is demonstrated

10 Robson P., The Economics of International Integration, George Allen & Unwin Ltd., London, p. 146.

11 See for instance Robson, op.cit., p. 149.

12 "Easy" stage is described as the first stage of import substitution. It is depicted so because the process involves intensive use of relatively unskilled labour, **the efficient scale of output is relatively low**; production does not involve use of sophisticated technology. See World Bank Staff Paper No. 438. The process of Industry Development.

by the fact that most of the existing industrial production in Africa has operated below capacity for the last two decades. It is estimated that on the average, capacity utilization of African industries ranges between 30-40 percent.¹³ A number of factors have contributed to capacity under-utilization and they include the following: flaws in the industrial strategy pursued by many countries which inter-alia encouraged over-reliance on imports of capital and intermediate inputs; over dependency on the public sector which ignored the basic objective of making enterprises run on the basis of profitability; type of technologies that often did not match with the demand requirements due to losses in capital input/output ratios, and resulted in costly operations; political instability, poor macro-economic policies; and poor physical infrastructures.

Exploitation of economies of scale is also essential for the support sector industries, including the service industry. The success of industrialization depends on the availability of high quality services in subsectors such as engineering, accounting, design, transportation, travel, telecommunication, media and financial services. African countries still lag far behind in the development of their service sectors. Lack of funds for investments in roads, inadequate supplies of water and electricity, all add to the list of obstacles to industrial growth in Africa. Technology is playing an increasingly important role in the service industry such as banking, engineering and communications. These problems make it imperative for exploitation of economies of scale through sub-regional and regional economic groupings. Sub-regional markets also offer countries the benefit of horizontal and vertical specialization.

B. Technological Advances made Possible by Economic Integration

Expansion of agricultural and industrial capacities requires developing, adopting and exploiting the benefits of various technological advances. Resource endowments can only be translated into end-use products through utilization of modern production methods. Minerals undergo various stages of

processing, starting from the mining of raw materials through refinement up to fabrication into products that can be utilized in other industries like metallurgical, chemical and aggro-industries. Technological advancements in manufacturing have progressed to such a stage that investments in massive factory infrastructures are no longer required to produce competitively. New technologies enable mines to operate more efficiently and with high rates of return. Similarly, agricultural production has benefited from the new technologies such as biotechnology, aggro-chemicals etc. High production is now possible in crops like palm oil and cocoa with the introduction of new clones and hybrids. It is thus crucial that African countries acquire a foothold in modern technology.

Africa has relied on foreign technology which requires adaptation to local conditions. In most cases, the capacities and capabilities for such adaptation have been limited, thereby constraining improvements in agricultural and industrial production that could be achieved. Building up capacities is possible if African countries cooperated in the transfer and adaptation of technological advances.

C. Development of Human Resources

Africa's greatest asset is the abundance of its human resource. Africa has one of the fastest rate of population growth, currently estimated slightly at 3 percent annually. Although over 50 percent of this population is young, the potential exists to equip it with appropriate training and skills in technologies and entrepreneurship so that it can make a significant contribution to the transformation of the economies of Africa. Other regions, particularly in South East Asia have been able to exploit their human resources to economic advantage by promoting labour intensive export-oriented industries. In Africa, on the other hand, human resources are underutilized for a number of reasons. The economic crisis experienced by many African countries over the last decade, coupled with low investments into educational programmes and poor educational curricula, have left the region generally ill-equipped to adapt to technological changes. Most of the high technical training and skills cannot be

13 UNECA *Consideration of the Draft Programme for the Second Industrial Development Decade for Africa*, May 1991, CAMI, 10 Vol. 1, p. 24.

sustained by any one country. However, joint efforts within the context of sub-regional economic cooperation could be more cost effective.

IV. Modalities of Planning of Production on Sub-regional Basis

To transform resources into useable and tradeable goods and services and to optimize on economies of scale within sub-regional groupings may require cooperation in production and trade. Successful cooperation will, in turn, call for deliberate policies, strategies and planned approaches in investments and infrastructural development. The necessary strategies or instruments that would be deployed to achieve these goals would broadly fall under these categories: institutional structures; positive macro-economic foundations; and enabling political and social environment.

A. Institutional Structures to Support Production on a Sub-Regional Basis

Institutional structures represent two levels: at the national and sub-regional levels. It must be realized, however, that at each of these levels, the concept of planning has significantly changed in recent times, particularly since the collapse of the centrally planned economies of Eastern Europe. For instance, the role of the state in productive sectors has increasingly come under serious scrutiny. Furthermore, many African countries implementing the IMF/World Bank sponsored Structural Adjustment Programmes (SAPs) have abandoned their traditional long-term sectoral planning and replaced it with short-term stabilization programmes. Coincidentally, traditional planning in the productive sectors like agriculture and industry have received tremendous attention and resources but many of these have performed poorly in Africa. Moreover, these plans failed to sufficiently accommodate sub-regional programmes. Very often plans in the two sectors are confined to national interests and often emphasize production for and maintenance of traditional markets of developed market economies. These practices and attitudes have spilt over into planning of the supportive infrastructures, like

transport and communication systems. The facilities are still geared to serving the traditional channels and mechanisms of trade. To ensure an effective production capacity that will sustain intra-African trade, appropriate institutional framework is necessary and should be reflected in the national policy instruments.

At the national level, it is important to identify the institutional framework within which planning could be formulated and implemented. This is necessary to ensure coordination and continuity in the flow of information among the various interest groups. Government organs including relevant ministries and agencies will invariably continue to play a crucial role in coordinating and monitoring the formulation and implementation of sub-regional sectoral commitments in production. But their primary role should increasingly be to facilitate the execution of such plans through policy support and provision of necessary infrastructural services. In this era of privatization and participatory democracy, all agencies (private entrepreneurs, business associations, international technical cooperation agents and financial institutions) will have to assume more responsibility in deciding the ways and means of revitalizing productive sectors.

It is generally recognized that sub-regional groupings appreciate the importance and need for sectoral planning particularly in productive sectors like agriculture and industry as well as supportive service sectors like transport and communication, those sub-regional groupings have made provisions in their treaties to stimulate these sectors. Consequently, a number of joint or multinational projects were formulated to advance the objective of sectoral development. However, implementation of multinational projects has been low. This poor achievement is attributable to several factors but crucial among them are lack of sufficient sustained funding and absence of coordination of stabilization policies at the sub-regional level. Sub-regional groupings will have to evolve a more aggressive and sustainable system of mobilizing funds for their projects. One of the possibilities which is already being considered by many of the groupings, including SADC and PTA, is to promote policies aimed at attracting private sector and foreign investors more in the formulation and conceptualization of projects. These groups will be

more capable of mobilizing funds in view of their profit motivated inclination. Since the emphasis and approaches to sectoral planning have differed among groupings, by looking at some sectors an assessment can be made on how far these strategies adopted at sub-regional level meet the criteria for sub-regional planning.

(i) Agricultural Planning at Sub-regional Level

The objectives for cooperation in agricultural production at the sub-regional level are indicated under respective sub-regional grouping's treaties. Strategies for achieving these objectives, however, have not clearly been indicated by some of the groupings. It seems that the common approach has been to embark on various studies on particular sectoral areas, such as agriculture. ECOWAS, for instance, undertook various studies within the context of their common agricultural policy with the stated purpose of combatting and stemming famine by the year 2000. UDEAC has also undertaken studies in agriculture. However, UDEAC has gone a step further by creating units in member States that analyze the food situation and make proposals for a sub-regional food strategy. The Preferential Trade Area for Eastern and Southern African States (PTA) has also carried out several pre-feasibility studies in the area of agriculture. PTA in 1991 designed a strategy in the major economic sectors, including agriculture to enable PTA countries address problems of food security. The strategy, for agriculture cooperation focuses on seven major areas¹⁴. The Southern African Coordination Conference (SADCC), which has been transformed into the Southern African Development Community (SADC), has a highly decentralized organizational structure. It has in the past relied much on coordinating desegregated subsectoral areas in agriculture. Now with the formation of a community, there is an attempt to change this to a well coordinated and rationalised plan not only for this sector but all other sectors. CEAO came closer to sectoral planning when it commissioned

studies that would constitute the basis for sectoral planning.

(ii) Institutional framework for Industrial Planning at Sub-regional Level

Sub-regional economic groupings that have been created in Africa have had as one of their goals the promotion of industrial development of their respective subregions. Approaches to industrial cooperation, within the various subregions have evolved over the years. In the 1980s, sub regional groupings endeavoured to implement the first regional industrial programme within the context of the First Industrial Development Decade for Africa (IDDA), 1980-1990. The main objective of the First IDDA was to achieve self-reliance and self sustainable development as embodied under the LPA and the FAL. The main thrust was to build capacities to produce goods and services competitively based on the use of domestic resources for regional markets with surpluses for overseas markets. This was to be achieved through use of indigenous industrial, entrepreneurial and managerial capabilities. Sub-regional institutions were to play a key role in the overall coordination, monitoring and promotion of the joint investment and creation of sub-regional markets. However, the ambitious plans for the first industrial development plan were not adequately backed by funding. Hence, the objectives were not realised. There were also other contributory causes including political and institutional factors which undermined the implementation of the first programme.

The disappointing results of the First IDDA convinced African countries of the need to embark on the Second Industrial Development Decade for Africa (IDDA II), covering the period 1990-2000. The concept of self-reliance and self-sustenance has been retained but other key factors have been incorporated in the programme. In formulating the Second IDDA, there were deliberate efforts to include in its implementation

¹⁴ See PTA, *Trade and Development Strategy: Market Integration and Economic Transformation for Sustainable Growth*, January 1992, p. 40.

active participation of all relevant institutions; particularly at member States levels. These are to participate in the conceptualization, formulation and design of the plans as well as their implementation. 15

The strategic approach within the Second IDDA is for sub-regional programmes to be derived from and coordinated with the national programmes and thereby giving rise to multi-national industrial projects, provided they meet certain criteria.¹⁶ With the criteria in place, the selection of projects remains a continuous process.

B. Macro-Economic Foundations In support of Sub-Regional Development Strategies

The macro-economic policies are concerned with the aggregate national income and expenditure and normally take three basic forms viz fiscal policy dealing with government revenue and expenditure and monetary policies plus other national economic controls. Harmonizing and coordination of fiscal policy would for instance, result in greater convergence in such variables as national tax system, fiscal deficits and inflation control. Thus fiscal policy harmonization is important in increasing better resource allocation among the cooperating countries. Similarly coordination of monetary policies is also significant since it checks on divergence of monetary variables like the exchange rates, interest rates and capital movements between cooperating countries. The overall markets for goods and services and factors among the cooperating states are determined by how far monetary policies are integrated.

Coordination and harmonization of national macro-economic policies have been at the heart of sub-regional cooperation groupings strategies and yet it still remain a thorny issue to tackle. In all African cooperation groupings, countries continue to pursue divergent macro-economic policies. This has been further exacerbated by the need to implement uncoordinated SAPs by most countries of the region. It

has been common, for instance, for countries in the same cooperative arrangement supporting huge public sector while others pursue a mixed type of economic policies. Furthermore, some countries have strong central control and participation in the production sectors maintaining high protection to their industries and stifling entrepreneurial development. Divergence in monetary policies among cooperating member countries have also been reflected by various exchange rate mechanisms applied as well as hyper-inflation maintained in some countries.

Planning of production at sub-regional level needs to be backed with concrete policies. Such policies are essential for stimulating production and promoting private and foreign investments. Policy decisions made at national level should be in harmony with those undertaken at the sub-regional level in order to foster efficient utilization of sub-regional resources. The policy framework should seek to exploit the principle of comparative advantage and to foster efficiency in the productive units.

Each sector may call for slightly different focus in policy orientation. The policy framework for agriculture for example has been well elaborated in some of the existing groupings, like PTA and ECOWAS. These policies have the basic aims of promoting the production and supply of staple foods and food security within the subregion; addressing the issue of research and technology adaptation in the subregions; promoting aggro-industries; expanding basic rural infrastructures such as feeder roads, irrigation schemes and storage facilities; conserving soil and water; and ensuring provision of essential inputs to agriculture.

Industrial policies for the subregion must also be consistent and follow appropriate sequencing for creating industries. The policy strategy should be to maximize potential advantages for resource exploitation. The issues that need to be addressed in this respect include: defining the role of public sector in industrialization; identifying priority industries; organizing industrial activities through rationalization

15 See for instance UNECA CAM op.cit p. 4.

16 These criteria include equity participation, inputs from the subregion, targeting for sub-regional markets. For more details see: CAM, 10/5/Vol. 2, p.30, 92.

of sectors; taking necessary measures to rehabilitate idle plants in priority branches including aggro-industries, metallurgical and chemical industries; encouraging investment; and harmonising investment codes. The national investment codes have to be revised to project a more promotional appeal rather than regulatory to be able to attract private investment. Furthermore, in order to create an environment conducive to attracting both domestic and foreign investment, there is need to promote positive attitudes towards competition. Regulatory mechanism should foster, rather than impede competition. The key elements that would need to be addressed in this respect would need to include: terms of entry and exit of enterprises in certain sectors; administrative and regulatory mechanisms that foster development of enterprises; relaxing price controls and foreign exchange restrictions that act as disincentives to industrial production; and enacting positive labour laws, that support employment.

Monetary and fiscal policies need to be strictly monitored if they are to support development. Monetary and fiscal policies are important in promoting intra-African trade, determining what is produced, and in turn influencing the decisions of investors. The major existing sub-regional groupings have undertaken measures to harmonize their monetary and financial arrangements in order to support economic integration. Clearing Houses, like the West African Clearing House of ECOWAS and the PTA Clearing House, were created to facilitate bilateral transactions using respective national currencies. Balances are periodically reconciled and cleared with only net amounts settled in foreign exchange. The arrangements are designed to conserve member States' hard currencies. However, the full benefits from these clearing houses have not been realized due to various problems including balance of payments problems and need for convertible currency to import necessary foreign inputs. Fiscal policies involving taxes and government controls can also act as a disincentive to production. High tax rates on final

products discourage investments as do high inflation rates which encourage investing in inflation-hedging assets as opposed to productive investment.

C. Political, Economic and Social Environment Required for Implementation of Sub-Regional Programmes

Success in implementing sub-regional programmes and projects also requires political stability; an environment conducive to private sector initiative; infrastructural support services; and adequate financial structures and funding. Political stability is a necessary prerequisite for successful economic cooperation and integration. It is, among other factors, an essential element in attracting both domestic and foreign investment. Policies geared to promoting entrepreneurial growth and private initiative are pertinent to transforming production structures in Africa. Furthermore, removing price distortions engendered by price controls and minimizing government intervention in private business are also important in promoting entrepreneurial development. The role of government should mainly be in providing an "enabling environment" for doing business. Such an environment should include: provision of information services on prices, markets, and demand and supply structures; provision of research and extension services; and legal framework within which private business can operate, including protection of property rights, contractual legal framework, and conditions of entry and exist in business. Similarly, the government can assist the development of entrepreneurial skills by providing training and encouraging development of such capacity.

Planning of production at sub-regional level and development of intra-African trade require a developed infrastructure linking not only countries within sub-regions but sub-regions themselves. Africa, as a

continent, has the most disjointed transportation and communications network. African countries have recognized the importance of linking the African economic space and it is in this respect that the ECA Conference of Ministers adopted the Second United Nations Transport and communications Decade for Africa (UNTACDA II) as a framework for implementing sub-regional programmes to link various parts of Africa.

Availability of financial resources as well as able and motivated economic agents, determines sub-regional programmes that can be undertaken and implemented. Identification of possible sources of funds and their mobilization to enable the institutions and individuals to proceed with investment is critical to the implementation of sub-regional programmes and projects. This is an area in which the external and domestic sources need to play a complementary role. There is need for greater cooperation in financing and implementation of strategic projects. The necessary prerequisites to effective financial mobilization are well designed projects or programmes which can attract both private and public funding.

The initial task in the planning process of sub-regional production programmes would involve stock-taking. This stage involves determining availability of resources, the possible uses to which the resources can be put, the production modes and structures that would be needed to transform inputs and raw materials into final outputs. This process, accordingly, also involves the choice of technology as well as details on cost alternatives. In mapping out the strategies for effective transformation of production based on efficient use of domestic resources, sub-regional groupings should be guided by current trends in production, marketing and distribution as well as the need to allow market forces to operate.

Following the stage of stocktaking and prioritization, the actual logistics of developing sub-regional strategies for integrated production should

follow. This would entail decisions as to the means of allocating responsibilities. There are variety of ways, approaches and criteria; some of which have already been tried among sub-regional groupings. One of these is the physical assigning or dividing out of projects that would ensure efficient utilization of sub-regional resources. This approach would be based on several criteria including, resource base, comparative advantage and the need to meet equity considerations in developing the subregions.

However, in this era of more open global markets it may be difficult to plan production on a sub-regional basis. Such attempts have been tried in other regions. These approaches have included the assigning of industries to various member states of an integration grouping, such as the one carried out under the ANDEAN PACT, or concluding neat intergovernmental agreements on the sharing out of industrial production activities which was pursued by the defunct East African Community. The more feasible approach at this stage of strengthening sub-regional institutions should be aimed at achieving coordination of national economic and social policies.

The prerequisite for this include the transformation of national production structures through adopting a more liberal attitude towards the private sector. Furthermore, it is necessary to ensure that macro-economic policies under SAPs are subregionally harmonized to avoid the existing contradictory actions. Support given to regional programmes like UNTACDA-II and IDDA-II which are implemented subregionally would prepare the countries for further commitments to integration programmes. In any case, there are already a number of multinational projects being promoted by the different sub-regional groupings like PTA's Agricultural Research Programme, The African Centre for Technology and Centre for Engineering Design and Manufacture both of which are regional projects. Production of pesticides industry in UDEAC countries and production of vegetable oil in

North Africa are additional multinational projects that have been identified by the sub-regional groupings within the Second IDDA following a comprehensive criteria.

Joint planning would also require to free the national economies more and prepare them for the highly competitive and technologically oriented global markets. Developing and promoting information exchanges between countries as well as intensifying the building up of human resource capacities will constitute key elements in the national and sub-regional planning.

V. Conclusions and Recommendations

The emergence of economic and trading blocs in the world has given African countries more reason to seek closer economic cooperation. One significant landmark towards achieving this has been the signing of the Treaty establishing the African Economic Community. Promotion of intra-African trade is an important element in the implementation of the Abuja treaty. Consequently, efforts to remove obstacles to increasing intra-African trade are a component of this process. One of the strategies for revitalizing intra-African trade in the 1990s and beyond adopted by the African Ministers of Trade was to restructure Africa's production in order to realize greater diversification. This calls for increased productivity and efficiency in the use of endogenous resources. This paper has tried to explore possibilities of employing Africa's under-exploited resources to transform its production structures into instrument for more dynamic and competitive economies.

The preconditions to developing these resources have been identified and include establishing the institutional framework; positive macro-economic policies; an enabling social and political environment; positive attitudes towards entrepreneurial and private sector development; and infrastructural support. However, the most important tool remains economic cooperation. It is through economic cooperation that

the economies of scale can be realized. Individual African economies are too small to support development of heavy industry.

Planning is a process of anticipating the future and thereby prepare for it accordingly. It is an evolving process which is continually modified. The current trend in sectoral planning emphasizes the harmonization of national policies, strategies and measures with those at sub regional level for improved production. Planning for production entails sectoral strategies as well as various stages. The first one is the consensus building among the main beneficiaries. The second involves working out the modalities for effective implementation of such plans. The paper has tried to show how to go about this process. The critical component of working out the financial implications has not been considered by this paper and therefore demands further analytical considerations.

A high degree of political will precedes any other measures to successful execution of planning at sub-regional level. It is through a stable political environment among the participating states that commitments made between them would be honoured. Harmonization and coordination of policies need to satisfy the following elements: national policies should not contradict the sub-regional objectives; free movement of goods and factors of production throughout the subregions need to be guaranteed; monetary and pricing policies, particularly exchange rate regimes and pricing policies should not be so divergent as to distort the true value of goods within the subregion; investment policies should be harmonized to avoid unhealthy competition between foreign investors. The private sector should be permitted to operate with minimum intervention from the State. The state should, however, create the right climate towards domestic and foreign investors. Financial instruments such as banking networks for providing letters of credit, export credits and other financial services should be available and operate efficiently. Finally, human development should be seriously tackled through provision of appropriate skills in order to ensure a trained labour force.

TRADE OPPORTUNITIES / PROPOSITIONS D'AFFAIRES

ALGERIA/ALGERIE

IMPORTS/IMPORTATIONS

Bureautique (machines à écrire, photocopieurs, machines à calculer, informatique); matériel électrique et électro-ménager (TVC, TV n/b, robots, sèche-cheveux, fers à repasser, aspirateurs).

Contact/Contacter:

AFRICAN BUREAUTIQUE INTERNATIONAL
(A.B.I.)
BOULEVARD COLONEL AMIROUCHE 7
ALGER CENTRE 16000
ALGERIE
Tél./Fax: 00-213-2-634198

BENIN

IMPORTS/IMPORTATIONS

The Firms from Benin indicated here below would like to import the following products: Office goods, baby goods, footwear, jeweleries, perfumes, cosmetics, watches, photo cameras, electronics, sport goods, household goods, beverages, leather goods, sewing materials, kitchenware, softwares, computers, shoes, electrical appliances, textiles, hair dryers, pharmaceutical products, medical instruments, video cassettes, caps and hats, wall-papers, hand tools.

Contact/Contacter:

FREELAND
P.O. BOX 1291
COTONOU, BENIN

KING DAVIS GROUP S.A.R.L.
P.O. BOX 03-0230
COTONOU, BENIN

ONWUTEX INTERPRISE
P.O. BOX 2596
MISSEBO
COTONOU, BENIN

ADIELE ONWUNTA ARISA
P.O. BOX 2616 MISSEBO
COTONOU, BENIN

ETS KIMAC
P.O. BOX 03-2116
JERICHO
COTONOU, BENIN

INTERNATIONAL DECOMSIN
CORPORATION
P.O. Box 06-159
COTONOU, BENIN

IMPORTS/IMPORTATIONS

Electronics, garment, shoes, rings, photo frames, cosmetics, spare parts, sports goods, kitchen utensils, belts, hand-bags, watches, textiles.

Contact/Contacter:

M/S NWAONYEUKU NNANNA
NWAONYEUKU
P.O. BOX 03-1096
COTONOU, BENIN

IMPORTS/IMPORTATIONS

Textiles, leatherettes, tailoring materials, clothing, shoes.

Contact/Contacter:

EM-KHAL INTERNATIONAL GROUP
OF COMPANIES
P.O. BOX 06-1713
PK 3 AKPAKPA
COTONOU, BENIN

BOTSWANA

EXPORTS/EXPORTATIONS

Ladies' and men's wear: hand-printed, silk screened African cloth.

Contact/Contacter:

MAROTHODI PTY. LIMITED
P.O. BOX 836
FRANCISTOWN, BOTSWANA
Tel.: 213646

EXPORTS/EXPORTATIONS

Tapestries, pure wool, handwoven crafts.

Contact/Contacter:

CORDE MARKETING
P.O. BOX 1895
GABORONE, BOTSWANA
Tel.: 267-373865
Telex: 2753 BD FEP
Fax: 314311

BURUNDI

EXPORTS/EXPORTATIONS

Désire exporter des plantes ornementales.

Contact/Contacter:

CRISTA-FLORE
B.P. 2676
BUJUMBURA, BURUNDI

CAMEROON/CAMEROUN

IMPORTS/IMPORTATIONS

Clothing and tyres.

Contact/Contacter:

OKUMARK IMPEXINCO
P.O. BOX 2005
DOUALA, CAMEROON

IMPORTS/IMPORTATIONS

Désire entrer en contact avec des fournisseurs de produits alimentaires, électroniques et

électro-ménagers et ce dans le cadre de l'extension d'un supermarché à Yaounde.

Contact/Contacter:

M. HAYATOU
CONSEIL ET ASSISTANCE EN GESTION
YAOUNDE, CAMEROUN
Telex: 8618

**CENTRAL AFRICAN REPUBLIC/
REPUBLIQUE
CENTRAFRICAINE**

EXPORTS/EXPORTATIONS

Désire exporter: huile de palme, haricots blancs, arachides décortiquées, caoutchouc naturel (prix et conditions de vente disponibles au secrétariat de la Chambre).

Contact/Contacter:

KRIS OUBANGUI S.A.R.L.
B.P. 2024
BANGUI
REPUBLIQUE CENTRAFRICAINE
Tel.: 615665

CONGO

EXPORTS/EXPORTATIONS

Désire exporter des bois tropicaux.

Contact/Contacter:

SIMARLU WORLDWIDE CORPORATION
B.P. 14591
BRAZZAVILLE, CONGO

IMPORTS/IMPORTATIONS

Aimerait entrer en contact avec des exportateurs de véhicules d'occasion (de marque Peugeot préférence).

Contact/Contacter:

M. JEAN MPASSI (C.N.C.C.)
B.P. 1119
BRAZZAVILLE, CONGO

IMPORTS/IMPORTATIONS

Désire importer du matériel de scières.

Contact/Contacter:

SIMARLU WORLDWIDE CORPORATION
B.P. 14591
BRAZZAVILLE, CONGO

COTE D'IVOIRE

EXPORTS/EXPORTATIONS

Recherche un importateur pour système de blocage de levier de vitesse (C.T.L. MUL-T-LOCK) qui assure une protection efficace contre le vol de véhicules automobiles. Exporte sacs de jute origine Bangladesh.

Contact/Contacter:

C I T R I
08, B.P. 1343
ABIDJAN, COTE D'IVOIRE
Telex: 983-26135 FEDCO CI
Tel.: 255-440848
Fax: 255-440848

EXPORTS/EXPORTATIONS

Manufacturers/Exporters of biscuits.

Contact/Contacter:

SOCIETE AFRICAINE DE BISCUITERIE
01 B.P. 1731
ABIDJAN 01, COTE D'IVOIRE

EXPORTS/EXPORTATIONS

Exporte mobilier et matériel médicaux, produits de laboratoires.

Contact/Contacter:

G.M.M. - C.I.
18 B.P. 1300
ABIDJAN 18, COTE D'IVOIRE
Tel.: 225-357516
Fax: 225-352761

EXPORTS/EXPORTATIONS

Exportateur de céréales (riz, maïs, sorgho) et autres produits aggro-alimentaires et matériels avec préfinancement de 60, 90, 120 jours.

Contact/Contacter:

FOHE GUILLE FERNAND
CONSEILLER JURIDIQUE ET COMMERCIAL
CABINET DANMARC
01 B.P. 6376
ABIDJAN 01, COTE D'IVOIRE

EXPORTS/EXPORTATIONS

Tubercules de manioc et attiéke (couscous de manioc).

Contact/Contacter:

GROUPEMENT AROFAI
B.P. 233
BONOUA, COTE D'IVOIRE
Tel.: 300521

EGYPT/EGYPTE

EXPORT/EXPORTATIONS

Brake lining.

Contact/Contacter:

MAK BRAKE LINING CO.
30, BEIRUT STREET
HELIOPOLIS
CAIRO, EGYPT
Fax: (02) 2569321

EXPORTS/EXPORTATIONS

Wooden and steel furniture.

Contact/Contacter:

M/S UNI MEUBLE
3, OMAR LATIF STREET
P.O. BOX 21
MANIAL - CAIRO
EGYPT
Fax: 98 99 41

EXPORTS/EXPORTATIONS

Men's and boys' sports shoes; papyrus hand-painted (original) handicrafts - copper, ceramics - different figures; ready-made garments: men's shirts 100% cotton or blended, trousers and suits, materials as specified; printed ladies' oriental gowns of cotton; fruit juices and concentrates: mango, orange, guava, strawberry, apple; tomato paste (30 Brix); fresh fruits and vegetables: peas, beans, carrots, potatoes, artichokes, spinach.

Contact/Contacter:

EXPO INTERNATIONAL
FIRST OF MAY BUILDINGS
No. 2, APARTMENT #205
NASR CITY 11371
EGYPT
Tel.: 2-620354
Telex: 93223
Fax: 3-921546

EXPORTS/EXPORTATIONS

Papyrus paintings, gift articles in copper or wood.

Contact/Contacter:

INTERNATIONAL INC. FOR EXPORT AND
IMPORT
5, SIDI WANESE STREET
GIZA, EGYPT

EXPORTS/EXPORTATIONS

Egyptian clover (*Trifolium Alexandrinum*) seeds,
Lucerne (Alfalfa) seeds.

Contact/Contacter:

TECHNO-IMPEX
21, EL BASRA STREET
MOHANDISEEN
CAIRO, EGYPT
Tel.: 02-3-498761
Telex: 20983 PBDKI UN
94381 PBDKI UN

EXPORTS/EXPORTATIONS

Footwear and bags.

Contact/Contacter:

HAFEZ AND ODAH COMPANY
107, EL GOMHOURIA STREET
CAIRO, EGYPT
Tel.: 922670
Telex: 22057 H.O.U.N.

EXPORTS/EXPORTATIONS

Exporters of shirts, T-shirts, copper trays, albums
and handwoven carpets.

Contact/Contacter:

WADI EL NEEL FOR IMPORT & EXPORT
4, REFAA STREET
GIZA, EGYPT

EQUATORIAL GUINEA/GUINEE
EQUATORIALE

IMPORTS/IMPORTATIONS

Clothing, shoes, textiles, cars and spare parts.

Contact/Contacter:

ETS. URUMEA & ASSOCIATES LTD.
42, ABILO BILBOA
APARTADO 817
MALABO, EQUATORIAL GUINEA

ETHIOPIA/ETHIOPIE

EXPORTS/EXPORTATIONS

Leather goods.

Contact/Contacter:

SOLO LEATHER PRODUCTS EXPORTER
P.O. BOX 33678
ADDIS ABABA, ETHIOPIA
Tel.: 116398

GHANA

EXPORTS/EXPORTATIONS

Fabricant de cyclomoteurs TOMOS et de pompes à eau. Cherche à introduire ses articles.

Contact/Contacter:

TOMOS GHANA LIMITED
KAASI INDUSTRIAL AREA
P.O. BOX 4110
KUMASI, GHANA
Tel.: 3054/3128 - KUMASI
Cables: TOMOS

EXPORTS/EXPORTATIONS

Mahogany curls, wood carvings, doors, pallets, wooden household furniture.

Contact/Contacter:

MAHSAL AGENCY (GHANA) LTD.
AGBAMI ROAD KOKOMLEMLE
P.O. BOX 9811 AIRPORT
ACCRA, GHANA
Tel.: 223462 / 221577
Telex: 2386

EXPORTS/EXPORTATIONS

Water melons, raw common salt.

Contact/Contacter:

SOLAR CARGO HANDLING
P.O. BOX 9854
ACCRA, GHANA
Tel.: 222476
Telex: 3025 SOLAR
CARGO HANDLING

EXPORTS/EXPORTATIONS

Exporte produits vétérinaires.

Contact/Contacter:

HENCOVET SERVICES
P.O. BOX 9597
ACCRA, GHANA

IMPORTS/IMPORTATIONS

Désire importer moulinex broyeurs/malaxeurs (quantité importante).

Contact/Contacter:

ADCOM ADU COMMERCIAL AGENCIES
TUNISIA HOUSE, 3RD FLOOR
KWAME NKRUMA AVENUE
ACCRA, GHANA
Tel.: 021-665943
Telex: 3025 BTHI GH
(QUOTE ADCOM)

IMPORTS/IMPORTATIONS

Recherche contacter de producteurs/exportateurs de malt en conserve et de boissons non alcoolisées.

Contact/Contacter:

W.A. SUB-REGIONAL TRADE
INFORMATION NETWORK
P.O. BOX 2325
ACCRA, GHANA
Tel.: 662427
Telex: 2687
Fax: 233-21-662219

GUINEA/GUINEE

MISCELLANEOUS/DIVERS

Société de marketing spécialisée dans la promotion, désire collaborer avec des exportateurs pour assurer la promotion de leurs produits (organisation de manifestations commerciales et de salons permanents d'exposition; édition d'un magazine de publicité, d'annonces et d'information pour affaires et contacts; mise en relations d'affaires avec de futurs partenaires commerciaux, techniques et financiers).

Contact/Contacter:

MONDIAL FORUM TRADE
B.P. 2353
CONAKRYGUINEE
Tél.: 44 25 85
Fax: 44 25 85
Télex: 21101 POUR BP 2353

KENYA

EXPORTS/EXPORTATIONS

Felt-tip pens, graphic pens and crayons.

Contact/Contacter:

WINFIELD TRADING CO. LTD.
P.O. BOX 42165
NAIROBI, KENYA
Fax: 21 09 98

EXPORT/EXPORTATIONS

Bakery machinery.

Contact/Contacter:

SERVISCOPE (EA) LTD.
DAKAR ROAD
INDUSTRIAL AREA
P.O. BOX 4180
NAIROBI, KENYA
Tel.: 542771 / 556281
Fax: (02) 54 05 60

EXPORTS/EXPORTATIONS

Artificial fishing flies.

Contact/Contacter:

TRIO QUALITY FLY TYRES
P.O. BOX 2420
NAKURU, KENYA

EXPORTS/EXPORTATIONS

Fresh fruits and vegetables: avocados, strawberries, mangoes, passion fruit, pineapples, chillies, fresh beans, valor, bhinda, karela, tuwer, dudhi, saraguwa.

Contact/Contacter:

M/S E.K. NGURE
P.O. BOX 31123
NAIROBI KENYA
Tel.: (2) 23 77 77
Telex: 22912

EXPORTS/EXPORTATIONS

Sisal baskets.

Contact/Contacter:

SIX "A" FAMILY ENTERPRISES
P.O. BOX 18308
NAIROBI, KENYA
Tel.: 28029 / 794418

EXPORTS/EXPORTATIONS

Tropical fruits and vegetables.

Contact/Contacter:

WANJOHI EXPORTERS LTD.
P.O. BOX 14514
NAIROBI, KENYA
Tel.: 75 18 21
Telex: 25384
Fax: 75 05 41

MALAWI

EXPORTS/EXPORTATIONS

Furniture.

Contact/Contacter:

M/S FAMBA FURNITURE
P.O. BOX 5102
LIMBE, MALAWI
Tel.: (265) 673899 / 677385
Fax: 67328 / 640910
Telex: 45045

MISCELLANEOUS/DIVERS

Banking Services.

Contact/Contacter:

COMMERCIAL BANK OF MALAWI LTD.
CYLN JONES ROAD
KAOMBA CENTRE
P.O. BOX 1111
BLANTYRE, MALAWI
Tel.: (265) 620144
Telex: 44803 / 44731
Fax: 62 03 60

MAURITIUS/MAURICE

IMPORTS/IMPORTATIONS

Wine.

Contact/Contacter:

MAURITIUS BREWERIES LTD.
PONT FER
PHOENIX, MAURITIUS
Fax: 230-6-867197

IMPORTS/IMPORTATIONS

Wine.

Contact/Contacter:

OMEGA WINE FACTORY & CO. LTD.
PONT FER
PHOENIX, MAURITIUS
Fax: 230-6-862661

IMPORTS/IMPORTATIONS

Leather garment.

Contact/Contacter:

GRAND BAY LEATHER CO.
ROYAL ROAD
GRANE BAIE, MAURITIUS

IMPORTS/IMPORTATIONS

Leather.

Contact/Contacter:

UNITED MARKETING INT'L LTD.
P.O. BOX 285
SALAFFA COMPLEX
CUREPIPE, MAURITIUS

IMPORTS/IMPORTATIONS

Leather garment and footwear.

Contact/Contacter:

WORLD WIDE TRADING
73, CORIOLIS AVENUE
ROSE-HILL, MAURITIUS

IMPORTS/IMPORTATIONS

Leather garment.

Contact/Contacter:

MAURITIUS EXPORT CONNECTION
35A, GUSTASSE BESTEL STREET
FOREST SIDE, MAURITIUS

MOROCCO/MAROC

EXPORTS/EXPORTATIONS

Recherche contact d'importateurs pour prêt-à-porter, maroquinerie, matériel de voyage, cosmétiques, bonneterie, articles ménagers, alimentation général, marbre, couches pour enfants, pièces détachées pour véhicules, quincaillerie.

Contact/Contacter:

HAMID IMPORT
104, RUE MAMOUN MOHAMED
CASABLANCA, MAROC
Tel.: 367920
Telex: 27735

EXPORTS/EXPORTATIONS

Textiles, handicrafts, food products.

Contact/Contacter:

INTERNATIONAL INDUSTRY & COMMERCE
2, RUE DU 16 NOVEMBRE
AGDAL
RABAT, MOROCCO

EXPORTS/EXPORTATIONS

Fancy knitting yarns (balls), hand-knitted and hand-embroidered sweaters.

Contact/Contacter:

MAFITEX
39, RUE DE PERONNE
CASABLANCA, MOROCCO
Tel.: 244026 / 245346
Telex: 23619 M
Fax: 277632 / 355727

IMPORTS/IMPORTATIONS

Importe: produits chimiques, matériel scientifique, matériel neuf et d'occasion pour travaux publics et industries (chimie et para-chimie, mécanique et électrique, textile et agro-industrie).

Contact/Contacter:

INCOM S.A.
2, RUE DU 16 NOVEMBRE
AGDAL
ABAT, MAROC
Tel.: 212-777300/18
Fax: 212-777357

MOZAMBIQUE

IMPORTS/IMPORTATIONS

Leather goods, suit cases, bags.

Contact/Contacter:

CARTONAGENS DE MOZAMBIQUE LDE.
P.O. BOX 2829
MAPUTO, MOZAMBIQUE
Telex: 6-630-6-513

NIGERIA

IMPORTS/IMPORTATIONS

PVC, leather/plastic in rolls.

Contact/Contacter:

E. KALU AND SONS
89, TENANT ROAD
P.O. BOX 2010
ABA-IMO STATE, NIGERIA

IMPORTS/IMPORTATIONS

Stationery, books, toys, wears, office equipment, cosmetics.

Contact/Contacter:

IGABITO INTERNATIONAL & CO. (NIG.)
P.O. BOX 4102
APAPA - LAGOS
NIGERIA

IMPORTS/IMPORTATIONS

Paper sheet, paper board, paper card, stationeries, tyres and tubes.

Contact/Contacter:

HAMLET TRADING STORES
19, BINUYO STREET
ONOLA SQUARE
G.P.O. BOX 9272
LAGOS, NIGERIA
Tel.: (01) 65 44 65
(01) 90 01 90 - 4

IMPORTS/IMPORTATIONS

Industrial and domestic refrigerator spare parts and gases.

Contact/Contacter:

BOGNOR (NIGERIA) LIMITED
42, NEW ROAD
SABON GARI
P.O. BOX 11746
KANO, NIGERIA

IMPORTS/IMPORTATIONS

Cement, specialized spare parts, machines, chemicals.

Contact/Contacter:

GREEN FORTUNE HOLDINGS LTD.
193, ABA ROAD
P.O. BOX 5913
PORT HARCOURT, NIGERIA
Tel.: (084) 33 58 36
Telex: 61186 NIBUS NG

IMPORTS/IMPORTATIONS

Industrial machinery on turnkey basis - joint venture.

Contact/Contacter:

TELES UNIVERSAL (NIG.) LTD.
76, OYO ROAD - 2ND GATE
P.O. BOX 3700
MAPO POST OFFICE
IBADAN, NIGERIA

IMPORTS/IMPORTATIONS

Door/window locks, glass sheets.

Contact/Contacter:

FINEST ALUMINIUM PRODUCTS LTD.
SW6/458, LABAOWO STREET C-15
IBUOWO COMPLEX
G.P.O. BOX 16116
IBADAN, NIGERIA

EXPORTS/EXPORTATIONS

Cow horns, engraved hardwood doors and furnitures, cane furnitures and baskets, peanut, palm kernels.

Contact/Contacter:

GAEM AND PARTNERS (NIG.)
P.O. BOX 3002
ONITSHA, NIGERIA

EXPORTS/EXPORTATIONS

Natural rubber: Grades RSS 1, 2, 3, 4 and 5; cocoa beans grades 1 & 2; cashew nuts; split ginger; gum arabic; palm kernel.

Contact/Contacter:

PENMOUNT NIGERIA LIMITED
41, HOSPITAL ROAD
TIN CAN EXPRESS WAY
P.O. BOX 5681
APAPA, FESTAC TOWN
NIGERIA

EXPORTS/EXPORTATIONS

Rubber RSS 1 and 2, spices, ginger, furnitures, crafts, rattan chairs and tables, kaoline, white spirit, tooth picks, natural spring water.

Contact/Contacter:

TERRY OBIKA & COMPANY LIMITED
17, BIDA ROAD
P.O. BOX 4734
ONITSHA, ANAMBRA STATE
NIGERIA

EXPORTS/EXPORTATIONS

Palm kernel cake, gum arabic grades 1 and 2, dry split ginger, dry red pepper, dry black pepper.

Contact/Contacter:

SOFENCO INTERNATIONAL
62, POUND ROAD
P.O. BOX 5568
ABA, IMO STATE
NIGERIA

EXPORTS/EXPORTATIONS

Crafts and carvings.

Contact/Contacter:

BETHAN'S LIMITED
144, WESTERN AVENUE
SURULERE
P.O. BOX 3277
YABA - LAGOS
NIGERIA

EXPORTS/EXPORTATIONS

Cocoa beans, cocoa cake, cocoa powder, cocoa butter, rubber crumbs, rubber sheets, nutmeg ginger split and dried, cashew nuts, pineapples, cucumber, sesame seeds, kaolin powder, calcium carbonate, dolomite, marble chips and slabs, cane products, lager beer, jobitex black-eyed beans, jobitex moimoi, jobitex egusi soap, cosmetics, toilet soap, detergents, beverages.

Contact/Contacter:

HOLT EXPORT
25, CREEK ROAD
P.O. BOX 89
APAPA - LAGOS
NIGERIA

EXPORTS/EXPORTATIONS

Gum arabic, ginger, potash, rubber, tin ore.

Contact/Contacter:

BOGNOR (NIGERIA) LIMITED
42, NEW ROAD
SABON GARI
P.O. BOX 11746
KANO, NIGERIA

EXPORTS/EXPORTATIONS

Castor seeds, cotton seeds, sesame seeds, sheanuts.

Contact/Contacter:

MIRAGE ENTERPRISES (NIG.) LTD.
P.O. BOX 15048
ENUGU
ANAMBRA STATE
NIGERIA
Tel.: (042) 96 05 97
Fax: (01) 63 46 09

RWANDA

EXPORTS/EXPORTATIONS

"SPECTRA" cassettes.

Contact/Contacter:

SPECTRA S.P.R.L.
P.O. BOX 811
KIGALI, RWANDA
Telex: 22572 RW
Fax: 250-76852

EXPORTS/EXPORTATIONS

Manufacturers/Exporters of iron nails, cosmetics and shoe polish

Contact/Contacter:

M/S ANIK INDUSTRIES
P.O. BOX 211
KIGALI, RWANDA

IMPORTS/IMPORTATIONS

Dithane M45, tissus en tergal français, chemises de qualité supérieur, costumes, verres à vitre.

Contact/Contacter:

KABUGA FELICIEN
B.P. 741
KIGALI, RWANDA
Tel.: 75924
Telex: 576 KABUGA RW

SENEGAL

EXPORTS/EXPORTATIONS

Fruits et légumes.

Contact/Contacter:

SOCIETE SUBSAHELIENNE POUR LA
PRODUCTION ET L'EXPLOITATION DE
L'ENTREPRISE
IMPASSE BRIARD 5
POINT E
B.P. 12090
DAKAR, SENEGAL
Tel.: 250349
Telex: 577

EXPORTS/EXPORTATIONS

Société d'Import-Export et de distribution,
représentant diverses maisons sud coréennes et toutes
sortes d'articles. Offre stock d'emballages en
polyéthylène (P.E) d'une valeur de 500 mille unités au
prix unitaire de 16 F (F.O.B. Dakar).

Contact/Contacter:

SENEGALAISE DE DISTRIBUTION
GALERIE MARCHANDE HYPER SAHM
GUEULE TAPEE DAKAR
B.P. 21259
DAKAR PONTY, SENEGAL
Tel.: 235290
Telex: 1304
Fax: 220702

TANZANIA/TANZANIE

IMPORTS/IMPORTATIONS

Exercise books.

Contact/Contacter:

TANZANIA ELIMU SUPPLIES LTD.
P.O. BOX 20873
DAR-ES-SALAAM, TANZANIA
Tel.: 25481
Telex: 41349
Cable: "ELISUP"

IMPORTS/IMPORTATIONS

Consumer products, engineering and hardware,
glassware, electrical and household Equipments.

Contact/Contacter:

MAC HOLDINGS LTD.
P.O. BOX 20641
DAR-ES-SALAAM, TANZANIA

EXPORTS/EXPORTATIONS

Birds, primates, mamals, reptiles - as per quota
issued by the Game Department, and varying from year
to year.

Contact/Contacter:

MSESE TRADERS LIMITED
MWANANYAMALA MBUYUNI STREET
P.O. BOX 61003
DAR-ES-SALAAM, TANZANIA
Tel.: 47747
Telex: 41207 TP TC TZ

TOGO

EXPORTS/EXPORTATIONS

Noix de cajou, arachide décortiquée, tabac brut,
amandes et beurre de karité, amandes de palmiste,
tourteaux de coton, petit piment rouge, gingembre frais.

Contact/Contacter:

ETS LE GRAND
B.P. 3811
LOME, TOGO
Telex: 5300
Fax: 228-215706

EXPORTS/EXPORTATIONS

Cherche à exporter: gomme, amande de karité, peaux d'animaux, farine de néré, cire de miel, graine de néré, beurre de karité, farine de baobab, laine, caoutchouc. Dispose aussi de plus de 100 tonnes de ferrailles de toute nature pour les usines et les industries de fer, zinc, cuivre acier.

Contact/Contacter:

GUINDO SEYDOU
B.P. 1540
LOME, TOGO

EXPORTS/EXPORTATIONS

Désire exporter: épices, graines de coton, huile de palme, huile de coton, métaux précieux (ro 21-23 carats).

Contact/Contacter:

AREDIMEX-TOGO
B.P. 13154
LOME, TOGO
Tel.: 213444
Telex: 5208 SAMLED TG

EXPORTS/EXPORTATIONS

Exporte viande de lapin.

Contact/Contacter:

CENTRE AVICUNICOLE DU LITTORAL
B.P. 61904
Z.I. DU PORT
DERRIERE RAFFINERIE DE PETROLE
LOME, TOGO
Telex: 5101 TG

IMPORTS/IMPORTATIONS

Spécialisé dans la vente de fournitures et matériels pour la couture: boubous, fils à coudre, à tricoter, doublures, satins. Cherche à signer contrat de représentation.

Contact/Contacter:

ETS CONCORD
MERCERIE - REPRESENTATIONS
126, BOULEVARD DU 13 JANVIER
B.P. 12412
LOME, TOGO
Telex: 5138

IMPORTS/IMPORTATIONS

Cherche à importer: sucre en poudre, farine de blé, huiles de consommation, sel, lait concentré et no sucré, ciment, tie, bicyclettes et pièces de rechange.

Contact/Contacter:

GUINDO SEYDOU
B.P. 1540
LOME, TOGO

IMPORTS/IMPORTATIONS

Clothing and shoes, electronics, garments, sporting goods, beauty products.

Contact/Contacter:

MERRYGOLD HOLDINGS LTD.
P.O. BOX 2926
LOME, TOGO
Telex: 5300 LOME

IMPORTS/IMPORTATIONS

Clothing and shoes.

Contact/Contacter:

M/S OKOROCATO INVESTMENT AND
ASSOCIATES LTD.
P.O. BOX 61504
LOME, TOGO

IMPORTS/IMPORTATIONS

Désire importer: produits chimiques, cosmétiques, matériaux de construction, produits alimentaires (sucre, riz, huile végétale), produits pharmaceutiques et parapharmaceutiques, textiles.

Contact/Contacter:

AREDIMEX-TOGO
B.P. 13154
LOME, TOGO
Tel.: 213444
Telex: 5208 SAMLED TG

IMPORTS/IMPORTATIONS

Clothing, stocklots shoes, ladies handbags, other merchandise.

Contact/Contacter:

DONGEIK INTERNATIONAL CO.
P.O. BOX 2161
LOME, TOGO
Tel.: 213972
Telex: 5300

IMPORTS/IMPORTATIONS

Shoes, stocklots, household equipments.

Contact/Contacter:

M/S ANYIMSON INTERNATIONAL GROUP
CO. (W.A.)
P.O. BOX 3767
LOME, TOGO

IMPORTS/IMPORTATIONS

Clothing, shoes, textiles.

Contact/Contacter:

IREGBU ASSOCIATE COMPANY (W.A.)
P.O. BOX 61467
LOME, TOGO

IMPORTS/IMPORTATIONS

Men wool hats, foodstuffs, beds, sanitary equipments, electronics, electrical goods, clothing, travelling bags, glasses, building materials.

Contact/Contacter:

B I C O N T E X
P.O. BOX 4485
LOME, TOGO

IMPORTS/IMPORTATIONS

Clothing, shoes, electronics, cosmetics, stationery.

Contact/Contacter:

OJIBIC INTERNATIONAL CORP.
P.O. BOX 61420 BE
LOME, TOGO

IMPORTS/IMPORTATIONS

Clothing, handbags, shoes, vehicles, confectioneries, adhesive glues, P.V.C. leatherettes.

Contact/Contacter:

CHUKSON INTER-MARK RESOURCES LTD.
P.O. BOX 2161
LOME, TOGO

TUNISIA/TUNISIE

EXPORTS/EXPORTATIONS

Elevage aquacole à jorf.

Contact/Contacter:

AQUACULTURE DU SUD TUNISIEN (AST)
21, RUE IMAM EL BAKRI
1002 TUNIS
TUNISIE
Tél.: 1-892176
Fax: 1-892176

EXPORTS/EXPORTATIONS

Biscuits, gaufrettes, croquettes.

Contact/Contacter:

BISCUITERIE CHAABANE [RIMY]
13, RUE MED RACHID RIDHA
1002 TUNIS,
TUNISIE
Tél.: 1-289958
Fax: 1-280039

EXPORTS/EXPORTATIONS

Congélation crevettes, poulpes et seiches.

Contact/Contacter:

CALEMBO
ROUTE DE KHEFACHA
3000 SFAX
TUNISIE
Tél: 4-27153 / 25690
Fax: 4-96870
Télex: 40903 TN

EXPORTS/EXPORTATIONS

Fruits congelés, fruits secs.

Contact/Contacter:

COMPTOIR DES FRUITS SECS [COFRUSEC]
AVENUE HABIB BOURGUIBA
B.P. 57
8000 NABEUL
TUNISIE
Tél.: 2-87809
Fax: 2-87161
Télex: 24656 TN

EXPORTS/EXPORTATIONS

Conserves et congélation des produits de la mer.

Contact/Contacter:

CONSERVERIE MODERNE DE ZARAT [CMZ]
RUE BELGACEM BASIM
6000 GABES
TUNISIE
Tél.: 5-70044
Fax: 5-75377
Télex: 51897 TN

EXPORTS/EXPORTATIONS

Concentré de tomates.

Contact/Contacter:

CONSERVES MAJOUL [LA DELICIEUSE]
ROUTE DE SOUSSE, KM 9,3
GP 1
2010 BEN AROUS
TUNISIE
Tél.: 1-295239/241394
1-247161/342904
Télex: 12587 TN

EXPORTS/EXPORTATIONS

Conserves de fruits et légumes.

Contact/Contacter:

COOPERATIVE AGRICOLE IZDIHAR [BYRSA]
BEJAOUA
2021 OUED ELLIL
TUNISIE
Tél.: 1-535292/535309
Télex: 15127 TN

EXPORTS/EXPORTATIONS

Conserves d'olives de table, conserves de légumes.

Contact/Contacter:

COOPERATIVE CENTRALE OLEICOLE [CCO]
46, AVENUE HABIB BOURGUIBA
1001 TUNIS
TUNISIE
Tél.: 1-255092/255166

EXPORTS/EXPORTATIONS

Tous produits de la mer frais et congelés.

Contact/Contacter:

ENTREPRISE MONDHER EL GHOUL DE
PECHES ET DE CONSERVES [HIPPOCAMPE]
Z.I. LA CHARGUIA
2035 TUNIS-CARTHAGE
TUNISIE
Tél.: 1-788202/788870
Fax: 1-784120

EXPORTS/EXPORTATIONS

Deshydratation et conditionnement des épices.

Contact/Contacter:

ETS KAMEL KHALFALLAH
 ZONE INDUSTRIELLE
 B.P. 15
 8000 NABEUL
 TUNISIE
 Tél.: 2-86882 / 22281
 Fax: 2-20025
 Télex: 24721 TN

EXPORTS/EXPORTATIONS

Congélation des produits de la mer: crustacés et mollusques.

Contact/Contacter:

FRIMAR
 85, AVENUE DE LONDRES
 1000 TUNIS
 TUNISIE
 Tél.: 1-346318 / 346424
 Fax: 1-350116
 Télex: 13485 TN

EXPORTS/EXPORTATIONS

Crevettes, seiches, oeufs de seiches, poulpes (frais et congelés).

Contact/Contacter:

FRUITS TUNISIENS DE LA MER [FRUITUMER]
 NOUVEAU PORT DE PECHE
 3000 SFAX
 TUNISIE
 Tél.: 4-96556
 Fax: 4-28178

EXPORTS/EXPORTATIONS

Crèmes glacées, gâteaux industriels.

Contact/Contacter:

GENERALE INDUSTRIELLE DE PRODUITS
 ALIMENTAIRES [GIPA]
 ROUTE DE SOUSSE
 GP 1
 KM 12 - 2034 EZZAHRA
 TUNISIE
 Tél.: 1-430611 / 430762
 Fax: 1-482534
 Télex: 13347 TN

EXPORTS/EXPORTATIONS

Confiserie, halwa chamia, loukoum, bonbons acidulés, toffée et sucettes.

Contact/Contacter:

GRANDE FABRIQUE DE CONFISERIE
 ORIENTALE [GFCO]
 ZONE INDUSTRIELLE
 ARIANA AEROPORT
 2035 TUNIS-CARTHAGE
 TUNISIE
 Tél.: 1-711411 / 711933
 Fax: 1-711433
 Télex: 14425 TN

EXPORTS/EXPORTATIONS

Vins sélectionnés: rouges, blancs, rosés, cahena et vieilles caves.

Contact/Contacter:

HERITIERS DE RENE LAVAU
 68, RUE DU 18 JANVIER 1952
 1000 TUNIS
 TUNISIE
 Tél.: 1-242699

EXPORTS/EXPORTATIONS

Sorgho moulu, poischiche moulus, condiments.

Contact/Contacter:

INDUSTRIES TUNISIENNES DES
CONDIMENTS
RUE DES TEXTILES
ZONE INDUSTRIELLE
2033 MEGRINE
TUNISIE
Tél.: 1-298698 / 241059
Fax: 1-490383

EXPORTS/EXPORTATIONS

Préparations déshydratées pour soupes, potages,
bouillons, flans, gâteaux.

Contact/Contacter:

MAGHREB ALIMENTATION
28, RUE 8601
B.P. 65
ZONE INDUSTRIELLE CHARGUIA
2035 TUNIS-CARTHAGE
TUNISIE
Tél.: 1-788100
Fax: 1-786303
Télex: 15158 TN

EXPORTS/EXPORTATIONS

Semi-conserves, produits de la terre frais, épices,
produits farineux.

Contact/Contacter:

OLIVARIA
AVENUE HABIB BOURGUIBA
ZONE INDUSTRIELLE
2020 SIDI THABET
TUNISIE
Tél.: 1-552255

EXPORTS/EXPORTATIONS

Pâtisserie, confiserie, amandes, chocolats, dattes
fourrées, plats cuisinés.

Contact/Contacter:

PÂTISSERIE BEN YEDDER
7, RUE CHARLES DE GAULLE
1000 TUNIS
TUNISIE
Tél.: 1-254427 / 247717
Fax: 1-354635
Télex: 13443 TN

EXPORTS/EXPORTATIONS

Agrumes, fruits et légumes frais.

Contact/Contacter:

STE DES AGRUMES DU GOLFE
AVENUE DES NATIONS UNIES
8050 HAMMAMET
TUNISIE
Tél.: 2-81217
Fax: 4-80087
Télex: 24727 TN

EXPORTS/EXPORTATIONS

Conserves de sardines, conserves de fruits et
légumes.

Contact/Contacter:

STE ANONYME DE CONSERVERIES
TUNISIENNES [SACOT]
12, RUE DES GLACIERES
1000 TUNIS
TUNISIE
Tél.: 1-244425
Fax: 1-348418

EXPORTS/EXPORTATIONS

Conserves tomates, harissa, confiture, olives,
variantes, petits pois.

Contact/Contacter:

STE BNINA
1, RUE D'EPERNAY
1000 TUNIS, TUNISIE
Tél.: 1-220370 / 248067
Fax: 1-517871
Télex: 13927 TN

EXPORTS/EXPORTATIONS

Bonbons, sucettes, fruits confits, loukoum, sucre fondant.

Contact/Contacter:

STE CONFISERIE MODERNE
33, ROUTE DE SOUSSE
2033 MEGRINE, TUNISIE
Tél.: 1-295612
Télex: 14932 TN

EXPORTS/EXPORTATIONS

Bières Celtia, boissons gazeuses.

Contact/Contacter:

STE FRIGORIFIQUE ET BRASSERIE DE TUNIS
[SFBT]
5, RUE DE L'HOPITAL MILITAIRE
BAB SAADOUN
1005 TUNIS
TUNISIE
Tél.: 1-560811
Fax: 1-561847
Télex: 15059 TN

EXPORTS/EXPORTATIONS

Crevettes, poulpes, seiches, calamars frais et congelés.

Contact/Contacter:

STE DE PRODUITS CONGELES DU BASSIN
MEDITERRANEEN [SPCBM]
ROUTE DE GABES KM2
3003 SFAX
TUNISIE
Tél.: 4-41175 / 43409
Fax: 4-40228
Télex: 40911 TN

EXPORTS/EXPORTATIONS

Crevettes, langoustes, mollusques frais et congelés.

Contact/Contacter:

STE DES PRODUITS DE LA
MEDITERRANEE [SPM]
NOUVEAU PORT DES PECHEES
3000 SFAX, TUNISIE
Tél.: 4-29530 / 28998
Fax: 4-97976
Télex: 40921 TN

EXPORTS/EXPORTATIONS

Eaux minérales et thermalisme.

Contact/Contacter:

STE DES STATIONS THERMALES ET DES
EAUX MINERALES [SOSTEM]
7, RUE DE TOURCOING
1000 TUNIS
TUNISIE
Tél.: 1-249005 / 249019
Fax: 1-350832
Télex: 14374 TN

EXPORTS/EXPORTATIONS

Fruits, légumes, primeurs, conserves, entrepôts frigorifiques.

Contact/Contacter:

STE TUNISIENNE DE FRUITS [SOTUFRUITS]
24, RUE JAMEL ABDENASSER
1000 TUNIS
TUNISIE
Tél.: 1-342185 / 246524
Télex: 15012 TN

EXPORTS/EXPORTATIONS

Biscottes, biscuits, améliorant pour pâtisserie et boulangerie.

Contact/Contacter:

STE TUNISIENNE DE BISCOTTES [SOBISCO]
ZONE INDUSTRIELLE
2013 BEN AROUS
TUNISIE
Tél.: 1-380224 / 382580
Fax: 1-384232
Télex: 14592 TN

EXPORTS/EXPORTATIONS

Lait frais, lait aromatisé, yaourt, boissons de yaourt, fromage, petits suisses, crème fraîche.

Contact/Contacter:

TUNISIE LAIT
4000 SIDI BOU ALI
TUNISIE
Tél.: 3-47451 / 47382
Fax: 3-47369
Télex: 30775 TN

EXPORTS/EXPORTATIONS

Conserves agrumes, oranges, pommes de terre.

Contact/Contacter:

V A C P A
B.P. No. 15
8021 BEIN KHALLED
TUNISIE
Tél.: 2-92057
Fax: 2-92196
Télex: 13357 TN

EXPORTS/EXPORTATIONS

Tapis, klms et couvertures artisanales.

Contact/Contacter:

ALLANI TAPIS
15, RUE MOHAMED BOUFAHJA
7050 MENZEL BOURGUIBA
TUNISIE
Tél.: 2-60506

EXPORTS/EXPORTATIONS

Tentes caïdales de toutes tailles, de tous genres.

Contact/Contacter:

EL KHIMA
65, AVENUE MOHAMED V
1002 TUNIS
TUNISIE
Tél.: 1-380490 / 380142
Fax: 1-382118
Télex: 13666 TN

EXPORTS/EXPORTATIONS

Vêtements traditionnels.

Contact/Contacter:

F E L L A
45, RUE SIDI BEN AROUS
1006 TUNIS
TUNISIE
Tél.: 1-260435 / 2-80426
Télex: 26415 TN

EXPORTS/EXPORTATIONS

Confection artisanale, tapis, poterie artistique.

Contact/Contacter:

JAFAR BAZAR CENTRE
ROUTE TOURISTIQUE
4000 SOUSSE
TUNISIE
Tél.: 3-22102 / 23110
Fax: 3-22102
Télex: 30633 TN

EXPORTS/EXPORTATIONS

Tous les produits d'artisanat.

Contact/Contacter:

KHEMAIES MRABET
SOUK JARA KEDIMA
6000 GABES
TUNISIE
Tél.: 5-70260 / 70602

EXPORTS/EXPORTATIONS

Tenues traditionnelles, tenues de travail.

Contact/Contacter:

TAHAR KTARI
2, RUE ALI ZLITNI
HOUMT SOUK
4180 JERBA
TUNISIE
Tél.: 5-50070

EXPORTS/EXPORTATIONS

Articles de ménage, articles scolaires, bouteilles et flaconnage.

Contact/Contacter:

AFRICA PLASTIC
ROUTE DE GABES KM3
3018 SFAX
TUNISIE
Tél.: 4-40042
Fax: 4-28147
Télex: 40927 TN

EXPORTS/EXPORTATIONS

Couverts de tables, robinetterie, casserolierie.

Contact/Contacter:

LES ATELIERS MECANIKES DU SAHEL
[AMS]
RUE IBN KHALDOUN
4000 SOUSSE
TUNISIE
Tél.: 3-31111
Fax: 3-30386
Télex: 30770 TN

EXPORTS/EXPORTATIONS

Articles de ménage et fournitures scolaires.

Contact/Contacter:

MAHDILUX
ZONE INDUSTRIELLE
7030 MATEUR
TUNISIE
Tél.: 2-66434 / 66175
Fax: 2-66462

EXPORTS/EXPORTATIONS

Couteaux de ménage, couteaux de boucherie, ciseaux.

Contact/Contacter:

SEKKINOX
B.P. 21
3021 SAKIET EZZIT
TUNISIE
Tél.: 4-50527 / 27309
Fax: 4-53402

EXPORTS/EXPORTATIONS

Cuvettes, casseroles tourtières, fours à gâteaux, théières, poêles, bidons, couscoussiers.

Contact/Contacter:

STE DE FABRICATION D'ARTICLES DE
MENAGE [SOFAME]
7, RUE DE LA CHIMIE
2033 MEGRINE, TUNISIE
Tél.: 1-298195/298464
Fax: 1-298464
Télex: 14378 TN

EXPORTS/EXPORTATIONS

Articles en fonte moulée en cuivre et aluminium, utensiles de cuisson.

Contact/Contacter:

STE INDUSTRIELLE DE FONDERIE [SIFO]
RUE No. 2
2035 LA CHARGUIA
TUNISIE
Tél.: 1-243971 / 231572
Fax: 1-783040
Télex: 13779 TN

EXPORTS/EXPORTATIONS

Cuisinières, chauffe tout, ballastes, fers à repasser, calorifères à pétrole et mèches valor, radiateurs à gaz.

Contact/Contacter:

SOTACER
RUE 8607
ZONE INDUSTRIELLE
2035 LA CHARGUIA, TUNISIE
Tél.: 1-794022
Fax: 1-790211

EXPORTS/EXPORTATIONS

Chalutiers, barques de pêche en bois et en polyester.

Contact/Contacter:

CHANTIERS MARITIMES DE LA GOULETTE
[CMG]
PORT DE PECHE
2060 LA GOULETTE
TUNISIE
Tél.: 1-276518

EXPORTS/EXPORTATIONS

Planches à voile, mobilier, éléments de carrosserie, jeux de plein air, cuves, citernes, fabrication de moules, pédalos, voiliers, bateaux, scooters de mer.

Contact/Contacter:

L'INDUSTRIELLE DU PLASTIQUE
ZONE INDUSTRIELLE
KSAR SAID
2010 MANOUBA
TUNISIE
Tél.: 1-510366
Fax: 1-501574

EXPORTS/EXPORTATIONS

Coffres forts, rayonnage industriel, portes forêts, portes coupe feu, sous-traitance tôlerie fine, mobilier de bureaux, compartiments clients hôtels et banques.

Contact/Contacter:

COMPAGNIE TUNISIENNE DE MEUBLES
[CTM]
24, RUE SOEUR JOSEPHINE
B.P. 283
4000 SOUSSE
TUNISIE
Tél.: 1-259287 / 3-59177
Fax: 1-347082
Télex: 30982 / 13138 TN

EXPORTS/EXPORTATIONS

Meubles de jardin en plastique - Equipements hôteliers, pour piscines et terrasses.

Contact/Contacter:

CONFORT CAMPING ET INDUSTRIES
DIVERSES [COCID]
6, RUE DE LA TEINTURERIE
2033 SIDI RZIG MEGRINE
TUNISIE
Tél.: 1-297890 / 299267
Fax: 1-791471

EXPORTS/EXPORTATIONS

Salons de style et contemporains, décoration, tapisserie, moquette, rideaux, tissus d'ameublement.

Contact/Contacter:

INTERDECOR
RUE No. 7
ZONE INDUSTRIELLE
2035 CHARGUIA 1
TUNISIE
Tél.: 1-255970 / 234666
Fax: 1-783047

EXPORTS/EXPORTATIONS

Meubles de style, meubles modernes, meubles rustiques.

Contact/Contacter:

PALAIS DES MEUBLES DU NORD
[CHENNOUFI]
PASSAGE A NIVEAU TINJA
7050 MENZEL BOURGUIBA
TUNISIE
Tél.: 2-61814
Fax: 2-61504
Télex: 21086 TN

ZAMBIA/ZAMBIE

EXPORTS/EXPORTATIONS

Honey and beeswax, mukwa timber, basketwear, carved chairs and tables (mukwa wood), curios.

Contact/Contacter:

SPOTLIGHT INDUSTRIES LTD.
LUMUMBA/LOS ANGELES STREET
P.O. BOX 36972
LUSAKA, ZAMBIA
Tel.: 221218
Telex: ZA 44860 SHADE

ZIMBABWE

EXPORTS/EXPORTATIONS

Tractor-drawn agricultural implements and parts, animal-drawn agricultural implements and parts. Disc harrows, rippers, chisel ploughs, ploughs, dam scoops, planters, one way harrows, lime spreaders, trailers, mowers, maize shellers, tillers, coffee machines, pot hollers, cultivators, potato diggers, land rollers & scotch carts.

Contact/Contacter:

BAIN FARM EQUIPMENT CO. (PVT.) LTD.
P.O. BOX 1180
35, DOUGLAS ROAD
WORKINGTON
HARARE, ZIMBABWE
Tel.: 64764
Telex: 24696
Fax: 67792

EXPORTS/EXPORTATIONS

Angle iron, round bars, flat bars, reinforcing twisted bars, square bars, deformed bars, steel sheets and plates, barbed wire, fencing bars, plough beams and shares, various other sections of stainless steel.

Contact/Contacter:

BALDWINS STEEL
P.O. BOX ST 96 SOUTHERTON
AUCKLAND ROAD
SOUTHERTON
HARARE, ZIMBABWE
Tel.: 63761/5
Telex: 24414
Fax: 63766

EXPORTS/EXPORTATIONS

Seeds, agricultural tools, shoes.

Contact/Contacter:

BALTRACOM SIMBABWE (PVT.) LTD.
P.O. BOX 1633
CHANCELLOR HOUSE - 7TH FLOOR
SAMORA MACHEL AVENUE
HARARE, ZIMBABWE
Tel.: 708133/4
Telex: 22334
Fax: 705345

EXPORTS/EXPORTATIONS

Domestic and industrial detergents, furniture & floor polishes, floor cleaners, paint strippers, germicides, pool chemicals and textile chemicals.

Contact/Contacter:

BARCO CHEMICAL CORP. (PVT.) LTD
P.O. BOX ST 375 SOUTHERTON
10, HOOD ROAD
SOUTHERTON
HARARE, ZIMBABWE
Tel.: 63741
Telex: 26587
Fax: 66440

EXPORTS/EXPORTATIONS

Concrete mixers, builders hoists, water bowers, sand trammels, aggregate winches, weigh batchers, dosing walls, concrete buckets.

Contact/Contacter:

BAUPLANT SERVICES (PVT.) LTD.
P.O. BOX GD 69 GREENDALE
677, FABER ROAD
BLUFF HILL
HARARE, ZIMBABWE
Tel.: 303415
Fax: 303415

EXPORTS/EXPORTATIONS

Agricultural chemicals, veterinary and dip products, consumer insecticides.

Contact/Contacter:

BAYER ZIMBABWE (PVT.) LTD.
 P.O. BOX AY 78 AMBY
 OFF MARTIN ROAD
 MSASA
 HARARE, ZIMBABWE
 Tel.: 47791 / 48464
 Telex: 26039
 Fax: 48455

EXPORTS/EXPORTATIONS

Commercial and transport boats, 12 metre-tri axle trailers with a carrying capacity of 30 tons.

Contact/Contacter:

BC ENGINEERING (PVT.) LTD.
 P.O. BOX 131
 STAND No. 19358 SEKE TILCOR
 INDUSTRIAL AREA
 CHITUNGWIZA, ZIMBABWE
 Tel.: 702337
 Telex: 22570

EXPORTS/EXPORTATIONS

Casual wear for gents, ladies and teenagers, also children's wear.

Contact/Contacter:

BECCATARI (PVT.) LTD.
 P.O. BOX ST 585 SOUTHERTON
 CNR WILLOW/SOUTTER ROADS
 NEW ARDBENNIE
 HARARE, ZIMBABWE
 Tel.: 67795

EXPORTS/EXPORTATIONS

Ladies' and children's clothing.

Contact/Contacter:

BELMAR FASHIONS
 P.O. BOX 8359 BELMONT
 9A, VANGUARD STREET
 BELMONT
 BULAWAYO, ZIMBABWE
 Tel.: 60745 / 69309
 Fax: 78425

EXPORTS/EXPORTATIONS

Wet blue hides and skins, crust leather, semi-processed sole leather, upper leather for footwear, sole leather, clothing and suede leather, upholstery leather, saddlery and harness leather.

Contact/Contacter:

BELMONT LEATHER (PVT.) LTD.
 P.O. BOX 8284 BELMONT
 HALIFAX ROAD
 DONNINGTON
 BULAWAYO, ZIMBABWE
 Tel.: 74531 / 74538
 Telex: 33473
 Fax: 74804

EXPORTS/EXPORTATIONS

Printed commercial stationery.

Contact/Contacter:

BELMONT PRINTERS
 P.O. BOX 2059
 8, STOKE STREET
 BELMONT
 BULAWAYO, ZIMBABWE
 Tel.: 71452
 Telex: 33439
 Fax: 71349

EXPORTS/EXPORTATIONS

Lemons, oranges, grape fruit.

Contact/Contacter:

BENFER ESTATE (PVT.) LTD.
 P.O. BOX 46
 BEITBRIDGE, ZIMBABWE
 Tel.: 32523
 Telex: 52727
 Fax: 269

EXPORTS/EXPORTATIONS

Ladies' dresses, skirts, blouses, suits.

Contact/Contacter:

BENSON DRESS MNFRS. [1965] (PVT.) LTD.
 P.O. BOX 713
 CNR FALCON/DALNY STREET
 BELMONT
 BULAWAYO, ZIMBABWE
 Tel.: 67761/2
 Telex: 33058
 Fax: 68329

EXPORTS/EXPORTATIONS

Commercial spring balance scales, livestock scales, livestock handling equipment, farm trailers, water bowers & tanks.

Contact/Contacter:

BERBAT (PVT.) LTD.
 P.O. BOX 489
 6, LONGLANDS ROAD
 INDUSTRIAL SITES
 MARONDERA, ZIMBABWE
 Tel.: 4086/7/8/9
 Telex: 81002

EXPORTS/EXPORTATIONS

Ladies' nylon hosiery (tights, stocking & pantyhose), mutton cloth, knit bandages, dish clothes.

Contact/Contacter:

BERKSHIRE INTERNATIONAL [ZIMBABWE]
 (PVT.) LTD.
 P.O. BOX 8133 BELMONT
 3, LIVERPOOL STREET
 DONNINGTON
 BULAWAYO, ZIMBABWE
 Tel.: 62333
 Telex: 33054
 Fax: 60551

EXPORTS/EXPORTATIONS

Men's outerwear, boy's clothing.

Contact/Contacter:

BERNSTEIN MNFG. CO. [1961] (PVT.) LTD.
 P.O. BOX 914
 86, SIMON MAZORODZE ROAD
 HARARE, ZIMBABWE
 Tel.: 67721
 Telex: 24253
 Fax: 67725

EXPORTS/EXPORTATIONS

Steam pressing equipment, boilers, waist bands for trousers and bias binding.

Contact/Contacter:

BERZACK'S
 P.O. BOX 2001
 133, FIFE STREET
 BULAWAYO, ZIMBABWE
 Tel.: 60233
 Telex: 33267
 Fax: 60174

EXPORTS/EXPORTATIONS

Coffee processing machinery, agricultural and industrial pumps, steam globe valves, ferrous, non-ferrous and stainless steel castings.

Contact/Contacter:

BESTOBELL ZIMBABWE LIMITED
 P.O. BOX 2877
 CNR LYTTON/DOUGLAS ROAD
 HARARE, ZIMBABWE
 Tel.: 68981/9
 Fax: 61511

EXPORTS/EXPORTATIONS

Water chilling and cooling equipment, air pollution and dust control systems.

Contact/Contacter:

BEVERLEY METAL PRODUCTS
 21, GEORGE AVENUE
 MSASA
 HARARE, ZIMBABWE
 Tel.: 45570

EXPORTS/EXPORTATIONS

Electric cable, copper conductor, PVC insulated & sheathed armoured and unarmoured up to 3300V, bare copper conductor, aluminium overhead conductor plain and steel reinforced.

Contact/Contacter:

BICC (CA.) (PVT.) LTD.
P.O. BOX 2795
CNR LYTTON/DUMFRIES ROAD
WORKINGTON
HARARE, ZIMBABWE
Tel.: 66556/9
Telex: 22223
Fax: 68606

EXPORTS/EXPORTATIONS

Cotton garments and cotton fabrics.

Contact/Contacter:

BIONA ENTERPRISES (PVT.) LTD.
P.O. BOX 8387
8, DALNY STREET
BULAWAYO, ZIMBABWE
Tel.: 78734
Fax: 78750

EXPORTS/EXPORTATIONS

Bitumen emulsions for road and airport surfacing.

Contact/Contacter:

BITUMAT LIMITED
P.O. BOX 2020
LYTTON/BRISTOL ROADS
WORKINGTON
HARARE, ZIMBABWE
Tel.: 69667/8/9
Telex: 22396

EXPORTS/EXPORTATIONS

Upholstered firm bases (cotton covered), upholstered spring mattresses (cotton covered), solid timber household furniture, bedroom suites, lounge suites, dralon upholstered dining room suites, solid occasional timber items, metal kitchen suites, office furniture, desks and upholstered chairs.

Contact/Contacter:

BLOOMS MANUFACTURERS
P.O. BOX ST 430 SOUTHERTON
FLEMING ROAD
SOUTHERTON
HARARE, ZIMBABWE
Tel.: 67701
Telex: 24398
Fax: 67709

EXPORTS/EXPORTATIONS

Roller meal, refined maize meal, straight run meal, crushed maize, samp, bakers flour, self raising flour, fortified maize meal with soya.

Contact/Contacter:

BLUE RIBBON FOODS LIMITED
P.O. BOX 4350
4, GEORGE DRIVE
MSASA
HARARE, ZIMBABWE
Tel.: 48571
Telex: 24581
Fax: 48545

EXPORTS/EXPORTATIONS

Industrial fasteners, bolts and nuts of mild and high tensile steel, nails, hookbolts, channel bolts, fencing standards, corner posts, fencing droppers, rivets, roofseals and specialized fasteners to customer specifications.

Contact/Contacter:

BMA FASTENERS (PVT.) LTD.
P.O. BOX 8249
No. 9, DUNLOP ROAD
BELMONT
BULAWAYO, ZIMBABWE
Tel.: 68391
Telex: 33437
Fax: 61337

EXPORTS/EXPORTATIONS

Integral drill steels, bezel points, tapered drill steel, coal borers, coal picks, auger steel, survey moils, chipping chisels, sampler chisels, rockdrill spares, guide shells, water tubes, water boxes, diamond crowns in hole equipment, reamers, bits, down the hole bits, I.D.S. and

bit grinders, counter - sinking machines, hose fittings, 3 way cocks, water blasts and glen cocks, sludge pumps and sump pumps.

Contact/Contacter:

BOART ZIMBABWE LIMITED
P.O. BOX 3311
132, SEKE ROAD
GRANITESIDE
HARARE, ZIMBABWE
Tel.: 734091/9
Telex: 24330
Fax: 735097

EXPORTS/EXPORTATIONS

Men's denim jackets & jeans, ladies' denim jackets & jeans, children's denim jackets & jeans, tents, sleeping bags, tarpaulins, tsetse eradication equipment, caps, hats and pith helmets.

Contact/Contacter:

BONAR INDUSTRIES (PVT.) LTD.
P.O. BOX ST 580 SOUTHERTON
BIGNELL ROAD, STAND 744
NEW ARDBENNIE
HARARE, ZIMBABWE
Tel.: 66737/8/9 - 65411/2
Telex: 24713
Fax: 66730

EXPORTS/EXPORTATIONS

Rough sawn timber, treated poles, telephone and transmission poles, plywood, block board, doors, pallets, boxes, cable drums, tea chests.

Contact/Contacter:

BORDER TIMBERS LIMITED
P.O. BOX 458
1, ABERDEEN ROAD
MUTARE, ZIMBABWE
Tel.: 64224
Telex: 81111
Fax: 64142

EXPORTS/EXPORTATIONS

Exhaust systems for motor vehicles, garage equipment, roll bars, bush bars, tow bars, lifting jacks and mining equipment.

Contact/Contacter:

BOSAL C.A. (PVT.) LTD.
P.O. BOX 8314
2, NUGGET ROAD
WESTONDALE
BULAWAYO, ZIMBABWE
Tel.: 74019
Telex: 33230
Fax: 71753

EXPORTS/EXPORTATIONS

Lubricating oils, lubricants, greases and brake fluids.

Contact/Contacter:

BP & SHELL MARKETING SERVICES (PVT.) LTD.
P.O. BOX 982
30, SAMORA MACHEL AVENUE
HARARE, ZIMBABWE
Tel.: 731051
Telex: 26093
Fax: 728265

EXPORTS/EXPORTATIONS

Brake linings, clutch plates, batteries, battery cables, radiators.

Contact/Contacter:

BRAKE & CLUTCH (PVT.) LTD.
P.O. BOX 3118
91, KAGUVI STREET
HARARE, ZIMBABWE
Tel.: 794949
Telex: 26179
Fax: 794948

EXPORTS/EXPORTATIONS

Brass beds, brass coffee tables, room dividers, Hi-Fi stands, dining room suites, combination sets, products made to customer specifications.

Contact/Contacter:

BRASS WORLD
P.O. BOX 1687
20, ANTONY AVENUE
BEVERLEY EAST
MSASA
HARARE, ZIMBABWE
Tel.: 700981/2/3-729610/8/9
Telex: 22032
Fax: 732792

EXPORTS/EXPORTATIONS

Surgical gloves, football bladders, toy balloons,
stationers rubber bands, protective industrial gloves.

Contact/Contacter:

BRATEX (PVT.) LTD.
P.O. BOX 751
9, HOSGOOD AVENUE
MUTARE, ZIMBABWE
Tel.: 62705
Telex: 81126
Fax: 61710

EXPORTS/EXPORTATIONS

Ladies' and girls' outerwear, dresses, skirts, blouses,
jackets and slacks.

Contact/Contacter:

BRAVETTE MNFG. CO. (PVT.) LTD.
P.O. BOX 2898
SARA HOUSE
SEKE ROAD
HARARE, ZIMBABWE
Tel.: 703803/4/5
Telex: 24367
Fax: 702890

EXPORTS/EXPORTATIONS

Tobacco curing and handling equipment.

Contact/Contacter:

BROWN ENGINEERING
P.O. BOX ST 311 SOUTHERTON
106, DARTFORD ROAD
WILLOWVALE
HARARE, ZIMBABWE
Tel.: 65313 / 67830
Fax: 67830

EXPORTS/EXPORTATIONS

Detergents, candles, laundry soaps, lotions.

Contact/Contacter:

BUFFALO SOAP INDUSTRIES (PVT.) LTD.
P.O. BOX 494
17, PARK ROAD
MUTARE, ZIMBABWE
Tel.: 61305
Telex: 81207

EXPORTS/EXPORTATIONS

Carbonated soft drinks.

Contact/Contacter:

BULAWAYO BOTTLERS (PVT.) LTD.
P.O. BOX 954
BON ACCORD ROAD
WESTONDALE
BULAWAYO, ZIMBABWE
Tel.: 66281 / 66322
Telex: 33068
Fax: 69913

EXPORTS/EXPORTATIONS

Suits, jackets, trousers, school wear and casual
wear.

Contact/Contacter:

BULAWAYO CLOTHING FACTORY (PVT.)
LTD.
P.O. BOX 427
PLUMTREE ROAD
BELMONT
BULAWAYO, ZIMBABWE
Tel.: 71832
Telex: 33432
Fax: 74086

EXPORTS/EXPORTATIONS

Animal drawn agricultural implements, ploughs, harrows, cultivators, planters & spares, forged tools, picks, mattocks, axes, sledge hammers, forged components, flanges, tie rod ends, insulator pins for electricity authorities, wheel nuts, tow balls, mining conveyor chain links, trek hooks, cold chisels, oval rings.

Contact/Contacter:

BULAWAYO STEEL PRODUCTS
P.O. BOX 1603
IRONBRIDGE ROAD
DONNINGTON
BULAWAYO, ZIMBABWE
Tel.: 62671/2
Telex: 33257
Fax: 62283

EXPORTS/EXPORTATIONS

Flavours and essences, edible colour powders, essential oils for soft drinks, snackfood, confectionery, meat and dairy industries.

Contact/Contacter:

BUSH BOAKE ALLEN (PVT.) LTD.
P.O. BOX HG 66 HIGHLANDS
CLUB CHAMBERS, 11TH FLOOR
BAKER AVENUE
HARARE, ZIMBABWE
Tel.: 703681
Fax: 702713

EXPORTS/EXPORTATIONS

Wooden picture frames, handcarved wooden picture frames, anodized aluminium picture framing, wooden toys.

Contact/Contacter:

BUYCRAFT MNFG. (PVT.) LTD.
P.O. BOX 66185 KOPJE
683, SOUTTER ROAD
NEW ARDBENNIE
HARARE, ZIMBABWE
Tel.: 68092

EXPORTS/EXPORTATIONS

Hydraulic & pneumatic fittings, library shelving & equipment, change room lockers, office furniture, racking, heavy duty steel shelving, supermarket equipment, tools & hardware.

Contact/Contacter:

BYCO INDUSTRIES
P.O. BOX 2695
33, WATTS ROAD
ARDBENNIE INDUSTRIAL SITES
HARARE, ZIMBABWE
Tel.: 62591
Telex: 26086
Fax: 62597

IMPORTS/IMPORTATIONS

Printing machines, printing paper.

Contact/Contacter:

GRAPHIC ARTS PRINTERS PVT. LTD.
6 BHADILLA ARCADE
HERBERT CHITEPO STREET
P.O. BOX 333
MUTARE, ZIMBABWE
Tel.: (26120) 61676

MISCELLANEOUS/DIVERS

Agent for local market, market research, surveys.

Contact/Contacter:

EMERGOV MARKETING SERVICES
P.O. BOX 1413
MUTARE, ZIMBABWE
Tel.: (26320) 62644
Fax: 64238

*The United Nations Economic Commission
for Africa (UNECA) is pleased to announce that:*

**The SECOND
AFRO-ARAB TRADE FAIR
will be held in the
Republic of South Africa
from 6 to 15 October 1995.**

For further information, please contact:

*Organization of African Unity (OAU)
P.O. Box 3243
Addis Ababa
Ethiopia*

*Tel.: 251-1-517700
Telex: 21046
Fax: 251-1-513036*