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Agricultural Marketing Directory for U.S.–Africa Trade

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Agricultural Marketing Directory for U.S. and Africa Trade

Mary E. Lassanyi
Agricultural Trade and Marketing
Information Center

Wayne Olson
Reference Branch

National Agricultural Library
Agricultural Research Service
U.S. Department of Agriculture
Beltsville, MD

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Part I
Introduction

The African continent is richly endowed with human and natural resources, yet to a great extent, it remains underdeveloped. The 53 countries of Africa are divided into regional groupings: North, consisting of five countries; Sub-Saharan Africa comprising 48 countries that are further grouped into West, Central, East, and Southern Africa. Africa and its human and natural resources are of growing importance to the United States, both as a destination for U.S. agricultural exports and as a source of energy and raw material imports.

The awareness of agricultural marketing and trade benefits between the United States and Africa is rapidly growing in today's economy. With the United States in the lead and the countries of Africa emerging as great potential markets, trade between these two has become inevitable. [Arbor Acres Farm, Inc.; Borden, Inc.; Coca Cola; H.J. Heinz Co.; International Flavors and Fragrances, Inc.; Kellogg, Co.; Monsanto, Co.; Nabisco Brands, Inc.; Pepsico, Inc.; and Union Camp, Corp. are some of the U.S. companies that have established branches and joint ventures with African businesses.] However, for this two-way trade to continue thriving, business persons on both continents must have access to current information that is relevant to their interests.

This one-of-a-kind reference tool, *Agricultural Marketing Directory for U.S./Africa Trade*, provides vital market and trade development information. **Part I** contains three separate sections: **Introduction, Reference and Contacts.** In the **Reference section, Select Publications** provides suggested readings on the knowledge base on economic growth, free market enterprise, market opportunities, and international trade. **Technology Applications** includes information systems, such as Internet sites, that contain up-to-date news and views of international trade activities. The **Contacts** section describes the international and regional organizations, research centers, and financial institutions that facilitate international trade. In **Part I**, a short summary, whenever applicable, is provided on the topics covered in the publications and on the activities of the various organizations.

Part II is divided into two groups of **Sub-Saharan African countries: First and Second Tier**. The First Tier represents the countries which conduct major trading business with the United States, while the Second Tier conducts trading business to a lesser extent. Each group has an introductory overview. Information for each country is presented in a common format, including a short economic overview, and information on exports and imports, on investment and trade barriers, and on the best prospects for U.S. investments and exports. Contacts and select publications also are included.

Many publications listed in the *Agricultural Marketing Directory for U.S./Africa Trade* are available in local major public, special, and university libraries or international trade development centers throughout the United States, or they can be accessed electronically. For ordering or subscription information, interested individuals should contact the publishers directly. Items included in the National Agricultural Library (NAL) collection are given an NAL call number; i.e., NAL call no.: DT30A38. Please note: Most directories are considered **reference** materials which are unavailable on loan and must be used on the holding library's or institution's premises.

The *Agricultural Marketing Directory for U.S./Africa Trade* has been compiled through extensive research efforts, and various public information services resources. Further information was gathered or verified by reviewing U.S. agricultural and commercial attaches' country marketing plans and trade reports and through telephone contacts. Every effort has been made to ensure that the information is accurate, complete and current. However, errors may occur in compiling a publication of this size.

The inclusion or omission of a particular organization, publication or citation may not be construed as endorsement or disapproval and does not necessarily reflect U.S. Department of Agriculture (USDA) policy, nor does it imply any form of endorsement by USDA, nor does USDA ensure the accuracy of all information in the publication.

◆ Recommendations

The exchange of goods and personnel services across country international borders can involve extra liabilities. It is therefore important to check on these items before travelling internationally or signing an agreement relative to trade.

For information on global travel warnings, contact the U.S. Department of State, tel: 202-647-5225; FAX: 202-647-3000; or Electronic Bulletin Board System: 202-647-9225.

For information on international safety standards for aircrafts flying into and out of the United States, contact the Federal Aviation Administration (FAA) at 800-FAA-Sure (800-322-7873). These standards are set by the International Civil Aviation Organization. There are three types of ratings: *unacceptable*; *conditional* carriers are permitted to fly into the U.S. with heightened surveillance, and pending corrective measures; and *fully meet the standards.*

◆ Acknowledgements

The authors gratefully acknowledge the cooperation and assistance of Carol Singer, DC Reference Center, National Agricultural Library (NAL), Agricultural Research Service (ARS), U.S. Department of Agriculture (USDA); Mary Gold, Alternative Farming Systems Information Center, NAL, ARS, USDA; Rebecca Thompson, Information Centers Branch, NAL, ARS, USDA; Jonathan Lindsay, Intern, U.S. Agency for International Development, Bureau for Africa, Office of Sustainable Development; the Sub-Saharan Africa Branch, Economic Research Service, USDA; the Emerging Democracies Office, International Cooperation and Development, Foreign Agricultural Service, USDA; and the International Trade Administration, U.S. Department of Commerce.

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◆ About the Authors

Mary E. Lassanyi has been the Coordinator of the Agricultural Trade and Marketing Information Center (ATMIC), at the NAL, ARS, USDA, since April 1987. In 1989-1990 she participated in the U.S. Department of Commerce Science and Technology Fellowship Program. During that time, Ms. Lassanyi was assigned to the Office of the Under Secretary for Science and Technology, International Policy and Planning Unit. She is the editor of *Vignettes* (ATMIC's newsletter) and has developed several publications, such as the *Directory of Export and Trade Assistance.*

Prior to NAL, Ms. Lassanyi had overseas tours in Europe and in the Far East. She has Masters' degrees in International Relations and in Library Science from the University of Southern California, Los Angeles, CA.

Wayne Olson has been a Reference Librarian at the NAL, ARS, USDA, since July 1987. Prior to NAL, he served on active duty in the U.S. Air Force and the U.S. Army as a pharmacy technician for over eight years. He had tours of duty in West Germany and England. Currently, Mr. Olson is a Captain in the U.S. Air Force Reserve serving as a Health Service Administrator at Bolling Air Force Base in Washington, DC. Mr. Olson has a Master's degree in Library Science from the University of Iowa in Iowa City, IA and a Master's degree in International Relations from Troy State University in Troy, AL. While at NAL, Mr. Olson has completed a retrospective bibliography on the GATT and agriculture, and a historical bibliography on the beginnings of the chemurgy movement (industrial uses of agricultural products) in the 1930s.

Acronyms

ACMS	African Center for Monetary Studies
ACP	African, Caribbean, and Pacific Countries
AFDB	African Development Bank (Banque Africaine de Developpement)
ARCT	African Regional Center for Technology
BDEAC	Central African States Development Bank (Banque de Developpment des Etats de l'Afrique Centrale)
CEAO	West African Economic Community (Communaute Economique de l'Afrique de l'Ouest)
CEEAC	Economic Community of Central African States (Communaute Economique de l'Afrique Centrale)
CCC	Customs Cooperation Council
CEMA/CMEA Comecon	Council for Mutual Economic Assistance
CGIAR	Consultative Group on International Agricultural Research
CMA	Common Monetary Area
COMESA	Common Market for East and Southern Africa
EADB	East African Development Bank
ECA	Economic Commission for Africa
ECOWAS	Economic Community of West African States
FAO	Food and Agriculture Organization
FZ	Franc Zone
GATT	General Agreement on Tariffs and Trade
IBRD	International Bank for Reconstruction and Development
ICARDA	International Center for Agricultural Research in Dry Areas
ICC	International Chamber of Commerce
ICRAF	International Center for Research in Agroforestry
IDA	International Development Association
IFAD	International Fund for Agricultural Development
IFDC	International Fertilizer Development Center-Africa Division
IGADD	Inter-governmental Authority on Drought and Development
IITA	International Institute of Tropical Agriculture
ILCA	International Livestock Center for Africa
ILRAD	International Laboratory for Research on Animal Diseases
IMF	International Monetary Fund

IMO	International Maritime Organization
IOC	Indian Ocean Commission
ISO	International Organization for Standardization
ISTA	International Seed Testing Association
OAU	Organization of African Unity
OPEC	Organization of Petroleum Exporting Countries
PTA	Preferential Trading Area for East and Southern Africa
SACU	Southern African Customs Union
SADC	Southern African Development Community
UDEAC	Central African Customs and Economic Union (Union Douaniere et Economique de l'Afrique Centrale)
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Program
UNIDO	United Nations Industrial Development Organization
WADB	West African Development Bank
WIPO	World Intellectual Property Organization
WMO	World Meteorological Organization
WTO	World Tourism Organization

Select Publications

Directories/Guides/Handbooks

Africa-North America Business Register
Setcon Group International
PO Box 264, Station P
Toronto, Ontario M5S 2S8
Canada
Tel: 416-532-5427
FAX: 416-532-5427
Publication date: 1994

Includes basic financial, trade and demography data; business associations; key ministries; ports; trade shows and exhibits within Africa, Canada and USA; also lists trade opportunities.

Africa South of the Sahara 1995
Europa Publications Ltd.
18 Bedford Square
London, WCIB 3JN, England
Frequency: annual
NAL call no.: DT30A37

Contains separate chapters on each African country's historical, social, and economic trends; facts and figures; lists regional, trade organizations and key addresses.

African Banking Directory
SIFIDA
PO Box 310
CH-1225 Chene-Bourg
Geneva, Switzerland
Tel: 348-60-00
FAX: 348-21-61
Frequency: annual

Contains information on almost all of the public and private financial institutions in Africa.

African Buyers Guide
African Business Publications Ltd.
PO Box 2821
Cresta 2118, South Africa
Tel: 27-11-886-8484
Frequency: 3 per year

Covers business and economics; industrial and trade directories.

African Development Indicators
The World Bank
PO Box 7247-8619
Philadelphia, PA 19170-8619
Tel: 202-473-1155
FAX: 202-676-0581
Publication date: 1995

Presents data on 53 African countries, most of which data cover the period 1980-1993. It provides data for more than 300 indicators of development, including social, financial, economic, agricultural, and environmental indicators; grouped in chapters by subject area.

African Development Report
African Development Bank
BP 1386
Abidjan 01, Ivory Coast
Tel: 225-20-44-44
Frequency: annual

Covers recent economic developments in Africa; provides in-depth analysis of development policy issues of major importance to Africa and updated statistical information on the African economies.

African Trade Directory: Cameroon, Egypt, Ethiopia, Gabon, Ghana, Kenya, Mauritius, Morocco, Nigeria, Zimbabwe.
United Nations Economic Commission for Africa (UNECA)
Trade and Development Finance Division
PO Box 3001
Addis Ababa, Ethiopia
Publication date: 1989

Covers trade regulations, chambers of commerce and exporters; gives information on importers except for Ethiopia, Gabon, Mauritius and Morocco.

African Trade Directory: Malawi, Tanzania and Zambia
United Nations Economic Commission for Africa (UNECA)
Trade and Development Finance Division
PO Box 3001
Addis Ababa, Ethiopia
Publication date: 1987

Covers Malawi exporters; Tanzania and Zambia importers. Includes information on trade regulations.

American Banker's Factbook
Financial Sourcebooks
Box 313
Naperville, IL 60566
Tel: 708-561-2161
Frequency: annual

A comprehensive guide to banking in the U.S. and the world.

American Export Register 1995
Thomas Publishing Co.
International Division
Five Penn Plaza
New York, NY 10001
Tel: 212-629-1130
FAX: 212-629-1140
Frequency: annual [in 2 volumes]
NAL call no.: HF3010A6

Includes alphabetical and numerical listing of products and services; company profiles; business and information services; and international transportation services.

American Spice Trade Assn.: Membership Roster
American Spice Trade Assn., Inc.
580 Sylvan Ave.
PO Box 1267
Englewood Cliffs, NJ 07632
Tel: 201-568-2163
FAX: 201-568-7318
Publication date: 1990

Lists members of the Association in the USA and also international

members with activities and products.

Annuaire des Exportateurs de Cafes Africains
Interafrican Coffee Organization
BPV 210
Abidjan, Ivory Coast
Tel: 216131
Frequency: biennial

A directory of African coffee exporters

Beverage Marketing Directory
Beverage Marketing
2670 Commercial Ave.
Mingo Junction, OH 43938
Tel: 1-800-332-6222
Publication date: 1991

Gives a review of the U.S. beverage market; information on wholesalers, distributors and trade associations; includes a buyer's guide; also covers Canadian firms and trade associations.

Coffee International Directory
International Trade Publications Ltd.
Queensway House
2 Queensway
Redhill Surrey RH1 1QS
England
Tel: +44 (0) 1737 768611
FAX: +44 (0) 1737 761989
Publication date: 1995
NAL call no.: HD9199AIC64

Covers coffee and coffee extracts world trade. Includes associations, exporters, brokers; shipping and storage; services; machinery; and brand names.

Cotton International
William Spencer, editor
Meister Publication
8001 Centerview Pkwy
Ste. 212
Cordova, TN 38018
Tel: 901-756-8822
FAX: 901-756-8879
Publication date: 1993
NAL call no.: 72.8C8214I

Lists key firms serving the world cotton industry, including associations; banks and commodity brokers; consultants; co-operatives; cotton exchanges; cotton insurance; cotton agents, exporters, and merchants; freight forwarders; gin machinery and supplies; government organizations; oil mills machinery and supplies; ports; statistical reporting service; textile machinery and supplies; textile manufacturers; transportation lines and agents; and warehouses.

Croner's Reference Book for World Traders
Croner Publications, Inc.
211-03 Jamaica Ave.
Queens Village
New York, NY 11428
Tel: 718-776-0979
Frequency: annual

Provides comprehensive information on international trade and market research for importers, exporters, service firms, bankers, financiers, and commodity dealers. Volume 1 covers the U.S.; volumes 2 and 3 cover foreign countries. Includes a chapter on the basic rules of exporting.

Custom House Guide
Terry Moran-Lever, editor
K-3 Directory Corp.
10 Lake Dr.
Hightstown, NJ 08520
Tel: 1-800-547-8753
FAX: 609-371-7879
Frequency: annual

A guide to import documentation. Contains U.S. tariff schedules; customs regulations; trade agreements; duty rates; and the Internal Revenue Codes. Lists principal U.S. ports with customs facilities, including customs officials; port authorities; chamber of commerce; other organizations and agencies; ports of entry; shipping companies and other trade services.

Directory of American Firms Operating in Foreign Countries
World Trade Academy Press Publication
Uniworld Business Publications, Inc.
50 E 42nd St.
New York, NY 10017
Tel: 212-697-4999
FAX: 212-649-4001
Publication date: 1994

Lists 2,600 U.S. corporations and their 19,000 affiliates in 127 countries. Volume 1 lists in alphabetical order U.S. companies which have operations overseas. Volumes 2 and 3 contain listings by country from "Algeria to Zimbabwe" of the U.S. companies' foreign operations; each alphabetical country listing includes the name of the U.S. parent company, its address, telephone number and principal product or service; and the name and address of subsidiary or affiliate in that country.

Directory of Development and Training Institutes in Africa
Council for the Development of Economic and Social Research in Africa [CODESRIA]
BP 3304
Dakar, Senegal
Tel: 23-02-11
Frequency: annual

Covers business, economics, and trade; international development and assistance.

Directory of Importers of Spices
Spice Board, Ministry of Commerce
K.C. Ave.
St. Vincent Cross Rd.
PO Box 1909, Ernakulam North
Cochin 682018, India
Publication date: 1988

Covers world spices trade; includes index of firms by specific product name and by country; and an alphabetical list of firms with detailed products.

Directory of Main Exporters and Importers of Food Products in Africa
Association of African Trade Promotion Organizations
PO Box 23
Tanger, Morocco
Publication date: 1989

Provides information on 116 importers/exporters in 47 African countries; alphabetical product index by country; and alphabetical list of firms with activities and products.

Directory of United States Exporters 1995
The Journal of Commerce, Inc.
Two World Trade Center
27th Floor
New York, NY 10048
Tel: 212-837-7000 or
1-800-222-0356, ext. 6027
Frequency: annual
NAL call no.: HF3011D63

Includes alphabetical company listings; alphabetical product and state indexes; American consulates and embassies abroad; banks; company listings by state; Commerce Department exporting; foreign consulates and embassies in the U.S.; foreign trade zones; mode of transport; standard industrial classification code index; TEU and metric tonnage classifications; trade commissions; and world ports.

Directory of United States Importers 1995
The Journal of Commerce, Inc.
Two World Trade Center
27th Floor
New York, NY 10048
Tel: 212-837-7000 or
1-800-222-0356, ext. 6027
Frequency: annual
NAL call no.: HF3012D46

Includes alphabetical company listings; alphabetical product and state indexes; American consulates and embassies abroad; banks; company listings by state; customs information importing; foreign consulates and embassies in the U.S.; foreign trade zones; mode of transport; standard industrial classification code index; TEU and metric tonnage classifications; trade commissions; and world ports.

Exporters' Encyclopaedia
Joseph Douress, editor
Dun's Marketing Services
Dun & Bradstreet Corp.
Three Sylvan Way
Parsippany, NJ 07054
Tel: 201-605-6492 or
1-800-526-0651
FAX: 201-605-6920
Frequency: annual
NAL call no.: HF53D9

Analyzes over 220 export markets with information on countries; communications data; trade regulations; documentation; marketing data; transportation; and business travel. Includes a list of U.S. and foreign government agencies; international trade associations, and firms specializing in international business and trade research; U.S. ports; U.S. foreign trade zones; world trade centers; covers about 180 countries.

Food and Agricultural Export Directory
Foreign Agricultural Service
U.S. Department of Agriculture
Washington, DC 20250

Order from:
National Technical Information Service, U.S. Department of Commerce
Springfield, VA 22161
Tel: 703-487-4650
Frequency: annual
NAL call no.: 1Ag84M no.1509 1994

Provides up-to-date listings and brief descriptions of federal and state agencies; trade associations; U.S. agricultural representatives abroad; and other organizations that offer advice and services in exporting agricultural and food products.

Food Processing 1995 Guide and Directory Issue
H. Russell Ritchie, editor
Putman Publishing Co.
301 E Erie St.
Chicago, IL 60611
Tel: 312-644-2020
FAX: 312-644-7870
Frequency: annual
NAL call no.: 389.8F738

Lists government agencies; calendar of events; national associations; builders; plant sites; food laboratories and services; custom contracts and special services; packaging contractors. Also lists ingredients reference file; equipment and supplies reference file.

Foreign Agriculture 1992
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4638-S
14th St. and Independence Ave., SW
Washington, DC 20250-1000
Publication date: 1992
NAL call no.: aHD9001.F6

A short and concise guide to foreign agriculture. Country profiles are presented on 90 countries, including Cote d'Ivoire, Egypt, Ghana, Kenya, Nigeria, Senegal, Sierra Leone, South Africa, and Zimbabwe. Each profile provides key information data on the country's agricultural production, policies and trade.

Guide to Importers' Directories
International Trade Center
UNCTAD/GATT, Trade Information Service
Trade Documentation Center, Palais des Nations
1211 Geneva 10, Switzerland
Tel: 022 7300111
Publication date: 1991
NAL call no.: HF54.S9G84 1991

Provides exporters and export promotion bodies in developing countries with information on available published directories including a number of on-line databases that contain data on importing firms.

A Guide to the U.S. Generalized System of Preferences
Office of the U.S. Trade Representative
600 17th St., NW
Washington, DC 20506
Tel: 202-395-3230
FAX: 202-395-3911
Publication date: 1991
NAL call no.: HF1756G84 1991

Covers U.S. tariff preferences.

Harpers Wine and Spirit Annual
P. V. Straker, editor
Harper Trade Journals Ltd.
Harling House
47-51 Great Suffolk St.
London SE1 OBS, England
Tel: 0171 261 1604
FAX: 0171 633 0281
Frequency: annual
NAL call no.: HD9350.3.H3

Provides information on the wine and spirit trade overseas. Lists brands, services, trade agencies and associations and advertisers.

Import and Export Business Guide
Entrepreneur, Inc.
2392 Morse Ave.
PO Box 19787
Irvine, CA 92713-9437
Tel: 714-261-2933 or
1-800-421-2300
Frequency: annual

Contains step-by-step instructions on how to start an import/export business. Contains information on overseas collections, letters of credit; government assistance; choosing freight forwarders and customs brokers; selecting and export arrangement. Also contains a sample letter to generate contacts.

International Directory of Importers
Interdata
1741 Kekamek NW
Poulsbo, WA 98370
Tel: 360-779-1511
Frequency: annual

A nine-volume series that covers over 100,000 importers in major countries throughout the world. Lists importing firms and major wholesalers in Africa, Europe, the Middle East, Central and South America, North America, and the Asia-Pacific region.

The International Directory of Importers: Africa
Interdata
1741 Kekamek NW
Poulsbo, WA 98370
Tel: 360-779-1511
Publication date: 1994-95

Covers 40 countries. Provides information on importing firms in Africa, from Algeria to Zimbabwe; contains detailed company information as well as a comprehensive commodity index.

The International Directory of Importers: North America
Interdat
1741 Kekamek NW
Poulsbo, WA 98370
Tel: 360-779-1511
Publication date: 1992
NAL call no.: HF3211I57

Provides information on U.S. and Canadian importing firms and selected major wholesalers. Lists firms by product in alphabetical order; and alphabetical list of firms with products imported.

Investing, Licensing and Trading Conditions Abroad. Europe-Middle East-Africa
Economist Intelligence Unit
111 W 57th St.
New York, NY 10019
Tel: 212-554-0600
Frequency: base volume and bi-monthly updates

Contains information on corporate tax rules; exchange and price controls; trade and licensing restrictions; labor conditions and investment rules.

Legal Aspects of Doing Business in Africa. Volume 4: International Business Series
Dennis Campbell, editor
Kluwer Law International
Libresso Distribution Center
7400 GA Deventer, Netherlands
Tel: 31-70-3081500
Frequency: base volume plus annual updates

Provides up-to-date references to laws and regulations of countries in Sub-Saharan Africa; including tax and labor laws; regulations governing investment, imports, and the expatriation of profits.

The 1995 Seed Trade Buyers Guide
Scranton Gillette Communications, Inc.
380 E Northwest Highway
Des Plaines, IL 60016-2282
Tel: 708-298-6622
FAX: 708-390-0408
Frequency: annual
NAL call no.: 61.8Se52

Includes federal and state seed law index; federal law on importations; Canadian seed law; international seed law and association contacts; alphabetical company guide; seed marketers; seed products, equipment and services; and advertising index.

Official Export Guide
Terry Moran-Lever, editor
K-3 Directory Corp.
10 Lake Dr.
Hightstown, NJ 08520
Tel: 1-800-547-8753
FAX: 609-371-7879
Frequency: annual

An in-depth guide on how to export: Includes country profiles of every country in the world, arranged alphabetically. The U.S. country profile also includes key U.S. ports of export; best export opportunities; trade regulations for the country; trade agreements; restricted imports; tariff structure and duty rates; marking and labeling requirements and intellectual property protection. Other topics included are: Entry data; documentation; marketing and sales channels; trade finance; investment; key contacts; schedule B; export administration regulations; shipping information; information sources and service directories; and regulations about transportation of hazardous materials.

Oils and Fats International Directory
International Trade Publications
Queensway House, 2 Queensway
Redhill, Surrey RH1 1QS, England
Publication date: 1990

Provides information on world oils and fats trade by country; and an alphabetical list of firms with products imported. Also includes information on associations, refiners, agents, exporters, merchants, and services.

Polk World Bank Directory 1994/1995
R. L. Polk & Company Publishers
2001 Elm Hill Pike
Nashville, TN 37210-3848
Tel: 615-889-3350
FAX: 615-885-3081
Frequency: annual
NAL call no.: HG1536A1P61

Contains in-depth information on known banks and branches and special services they provide in Africa, Asia, Australia, Canada, Caribbean area, Central America, Chilean Antarctica, Europe, Mexico, New Zealand, South America, and South Pacific Islands; and a section of the 1000 largest U.S. banks.

Assn. SADCC Industrial Review
Africa South Publications
PO Box 7020
Harare, Zimbabwe
Frequency: annual

The business guide to the Southern African Development Coordination Conference [SADCC] region. Covers business and economics; international development and assistance; and trade.

SADC Trade Directory
Braby's
PO Box 1426
Pinetown 3600, South Africa
Tel: 27-31-7017021
Frequency: annual

Covers business, economics and trade.

Seafood International Directory
AGB Heighway Ltd.
Cloister Court
22-26 Farringdon Lane
London EC1R 3AU, England
Publication date: 1990

Provides information on world fish and fishery products trade. List of firms by fish varieties with condition of products traded and nature of activities; also gives trade associations worldwide involved in the sector.

Sugar y Azucar Yearbook 1994
Richard B. Miller, editor
Ruspam Communications
452 Hudson Terrace
Englewood Cliffs, NJ 07632
Tel: 201-871-9200
FAX: 201-871-9639
Frequency: annual
NAL call no.: 65.8SU324

Covers the sugar industry of North America, South America, Africa, Asia and Southeast Asia, India, Pakistan and Australia. Lists operating factories; sugar associations; sugar research stations; and directory of cane sugar refineries.

Survey of Economic and Social Conditions in Africa
United Nations Publications
Room DC2-853, Dept. 051D
New York, NY 10017
Tel: 212-963-8302 or 1-800-253-9646
FAX: 212-963-3489
Publication date: 1992

Offers information on the international economic situation of 25 African countries; the economic trends in developing Africa; external sectors of African economies; fiscal and monetary policies; developments in production; transport; communications; tourism; population growth; education; and public health. Also includes extensive tables with comprehensive figures and footnotes.

Thomas Food Industry Register
Dianne Johansson-Adams, editor
Thomas Publishing Co.
One Penn Plaza
New York, NY 10119
Tel: 212-290-7341
Frequency: annual
NAL call no.: HD9321.3T5 1995

A three-volume set; covers the entire North American grocery industry: distribution; sales; products; services; trade associations and events.

Tobacco International Buyers' Guide and Directory 1995
Frank Bocchino, editor
Tobacco International
130 W 42nd St., Ste. 2200
New York, NY 10036
Tel: 212-391-2060
FAX: 212-827-0945
Publication Date: 1995
NAL call no.: 286.89T552

Includes information on supplies, services, and product listings; international directory includes country listing, associations, leaf dealers and processors, importers and exporters.

UKER's International Tea and Coffee Directory and Buyers Guide
UKER's Directory and Buyers Guide
Tea and Coffee Trade Journal

130 W 42nd St., Ste. 2200
New York, NY 10036
FAX: 212-827-0945
Frequency: annual
NAL call no.: HD9195A1U5 1994

Covers world tea and coffee trade; alphabetical list of firms by country and by product; also covers agents, associations, brokers, packers, suppliers of equipment, machinery and services; gives a glossary of coffee and tea terms.

Who's Who International in the Egg and Poultry Industries Buyers Guide Issue 1994-95
David Martin, editor
Watt Publishing Co.
122 S Wesley Ave.
Mt. Morris, IL 61054-1497
Tel: 815-734-4171
FAX: 815-734-4201
Publication date: 1994
NAL call no.: 47.8P8698

Covers egg and poultry production, processing and marketing worldwide; contains product index; addresses of suppliers; buyers guide; poultry breeding guide; hatchery guide; and advertisers' index.

World Business Directory
Meghan A. O'Meara, Kimberley A. Peterson, editors
Gale Research Inc.
835 Penobscot Bldg.
Detroit, MI 48266-4094
Tel: 313-961-2242
Publication date: 1992
NAL call no.: HF54U5W667

A four-volume international directory containing detailed information on more than 100,000 businesses involved in international trade. Volumes 1, 2, and 3 provide company information in geographic arrangement; volume 4 organizes companies in three indexes: product index -arranged by Harmonized System codes; industry index - based on company's principal business activities; and alphabetic index.

World Chamber of Commerce Directory
World Chamber of Commerce Directory
PO Box 1029
Loveland, CO 80539
Tel: 303-663-3231
FAX: 303-663-6187
Publication date: annual

Lists U.S. chambers of commerce; state boards of tourism; convention and visitors bureaus; economic development organizations; Canadian chambers of commerce; American chambers of commerce abroad; foreign tourist information bureaus; foreign chambers of commerce in the U.S.; foreign chambers of commerce; and U.S. government information.

World Directory of Fish Importers
INFOPECHE
PO Box 1747
Abidjan, Cote d'Ivoire
Publication date: 1989

The directory was prepared by the Food and Agriculture Organization (FAO) fish marketing information network; includes an alphabetical product index, and alphabetical list of firms by product and by country.

World Directory of Trade Promotion Organizations And Other Foreign Trade Bodies
International Trade Centre
UNCTAD/GATT, Trade Information Service
Trade Documentation Centre, Palais des Nations
1211 Geneva 10, Switzerland
Tel: 022 7300111
Publication date: 1993
NAL call no.: HF54W67 1993

A directory of trade promotion organizations and other national bodies involved in international trade. Includes foreign trade ministries; trade promotion organizations; import promotion offices; chambers of commerce in principal trading areas, overseas territories and/or federations of chambers of commerce; trade associations; and in a separate chapter selected regional, interregional organizations.

The World Factbook 1994
Central Intelligence Agency
Office of Public and Agency Information
U.S. Government Printing Office
Superintendent of Documents
PO Box 371954
Pittsburgh, PA 15250-7954
Tel: 202-783-3238
Publication date: 1995
NAL call no.: G1N31

Contains facts and statistics on the government, people, economy and geography of more than 150 countries.

World Tobacco Directory
R. Buob, editor
International Trade Publications
Argus Press Group, Ltd.
Queensway House, 2 Queensway
Redhill, Surrey RH1 1QS, England
Frequency: annual
NAL call no.: HD9133C6 1995

The directory is divided into three main sections: Part I - country listing of trade associations; manufacturers; dealers and brokers in leaf tobacco; importers and exporters; and tobacco products import, export and distribution. Part II - international brand index. Part III - allied industries of tobacco; machinery; manufacturing supplies; services and miscellaneous.

◆ Business/ Marketing/ Trade Journals

A D B News
African Development Bank
Information and Public Relations Division
BP 1387
Abidjan 01, Ivory Coast
Frequency: monthly

Covers banking and finance; business and economics.

A E D
[*Africa Economic Digest*]
Media International
PO Box 25683
Washington, DC 20007
Tel: and FAX: 202-338-4440
Frequency: 26 issues per year

Provides articles on economic and commercial matters; business updates by country; tender opportunities; trade and foreign exchange statistics.

African Economic Digest
Eddie Momoh, editor
Concord Press of Nigeria
26-32 Whistler St.
London N5 1NJ, England
Tel: 0 71 359-5335
Frequency: weekly

Includes news articles, analysis and forecast of economic trends in the 50 member countries of the Organization of African Unity; market reports; and lists of business opportunities by country.

Africa Investment Monitor
Africa Investment Monitor
PO Box 25683
Washington, DC 20007
Tel: and FAX: 202-338-4440
Frequency: 24 issues per year

Features currency exchange rates; African debt prices; and national statistics. Includes U.S.-African business trends; investments; company profiles; loans; and projects throughout Africa.

Africa Investment Update
Africa Investment Promotion Partnership
1400 35th St., SE
Washington, DC 20020
Tel: 202-789-2600
FAX: 202-583-5519
Frequency: monthly

Focuses on African trade and investment; profiles significant institutions working with Africa.

Africa Recovery
United Nations
Africa Recovery
Room S-3362
New York, NY 10017
Tel: 212-963-6898
FAX: 212-486-8792
Frequency: 4 issues per year

Contains economic and development trends in Africa; special features on upcoming events; special development projects and new development literature.

African Business
[Formerly: *African Business & Chamber of Commerce Review*]
African Business Publications Ltd.
PO Box 2821
Cresta 2118, South Africa
Tel: 27-11-886-8484
Frequency: bi-monthly

Covers news and trends affecting black businesses in South Africa and surrounding countries; world economic and political issues; and export matters.

African Business
Anver Versi, editor
I.C. Publications Ltd.
7 Coldbath Square
London EC1R 4LQ, England
Tel: 01 71 713-7711
Frequency. monthly

Covers Pan-African coverage of business; country briefings and advertisements on African countries; and information about companies doing business in Africa.

African Environment: Environmental Studies and Regional Planning Bulletin
[Supersedes: *Environment in Africa*]
Gideon Pinsler Omolu, editor
E N D A Publications
Box 3370
Dakar, Senegal
Tel: 22 42 29
Frequency: quarterly

Addresses problems of environment and development in Africa.

African Farming and Food Processing
[Formerly: *West African Farming and Food Processing*]
Jonquil L. Phelan, editor
Alain Charles Publishing, Ltd.
Alain Charles House
27 Wilfred St.
London SW1E 6PR, England
Tel: 01 71 834-7676
Frequency: bi-monthly
NAL call no.: S347W4

Covers the agricultural and primary food-processing industries in English-speaking nations in Africa.

African Technology Forum
African Technology Forum
MIT Branch
PO Box 171
Cambridge, MA 02139-0339
Tel: 617-225-0339
FAX: 617-225-0339
Frequency: four issues per year

Contains information on science and technology developments as it affects the African continent.

AgExporter Magazine
U.S. Department of Agriculture
Foreign Agricultural Service
Washington, DC 20250

Order from:
National Technical Information Service, U.S. Department of Commerce
Springfield, VA 22161
Tel: 703-487-4650
Frequency: monthly
NAL call no.: aHD1401A7

Contains information on overseas markets; buying trends; trade policy developments; country briefs;

marketing news; overseas promotional activities; and export services.

A.I.D. Procurement Information Bulletin
Office of Small and Disadvantaged Businesses
Agency for International Development
Washington, DC 20523
Tel: 703-875-1551
Frequency: occasional (free service)

Announces goods and services tenders for A.I.D.-financed projects worldwide; features product descriptions, quotation regulations, addresses, and deadlines. [Interested U.S. firms need to fill out database application to receive announcements.]

Business America
U.S. Department of Commerce
International Trade Administration
Washington, DC 20230
Order from: U.S.Government Printing Office
Superintendent of Documents
Box 317954
Pittsburgh, PA 15250-7954
Tel: 202-482-2867
Frequency: monthly
NAL call no.: HF105C62

Covers international trade leads; marketing advice; export tips; conferences; exhibits, and trade shows.

The Courier
The Courier
200 Rue de la Loi, 5th Floor
1049 Brussels, Belgium
Tel: 32 2 235-11-11
Frequency: 6 issues per year

Contains country updates and articles on selected development issues; offers operational summary of European-Union financed projects.

The Department of State Dispatch
[Incorporates *U.S. Department of State, Bulletin*]
U.S. Department of State
Bureau of Public Affairs
Washington, DC 20250
Order from:
U.S. Government Printing Office
Superintendent of Documents
Washington, DC 20402
Tel: 202-512-0132
Frequency: monthly

Provides short articles on treaties; trade agreements; arms control; economics; environment; narcotics; human rights; terrorism; travel advisory; United Nations and regional news reports including Africa, Asia, Europe, Middle East, Pacific and Western Hemisphere.

Development Business
United Nations, Development Business
G.C. PO Box 5850
New York, NY 10163-5850
Tel: 212-963-1515
FAX: 212-963-1381
Frequency: 24 issues per year

Provides project and bid announcements for the World Bank, Africa Development Bank, and the United Nations Development Program. Features articles on general development programs, notices of contact awards, and advertisement.

The Exporter
Trade Data Reports, Inc.
6 W 37th St.
New York, NY 10018
Tel: 212-563-2772
FAX: 212-563-2798
Frequency: monthly

Offers information on services and resources available to the exporting trade.

FATUS
[*Foreign Agricultural Trade of the United States*]
U.S. Department of Agriculture
Economic Research Service
1301 New York Ave., NW
Washington, DC 20005-4788
Tel: 202-219-4060
FAX: 202-219-0308
Frequency: bi-monthly
NAL call no.: A286.9Ag8

Contains quality and value of U.S. farm exports and imports, and price trends.

Fertilizer International
M. Evans, editor
British Sulphur Publishing
31 Mount Pleasant
London WC1X OAD, England
Tel: 01 71 837-5600
frequency: monthly
NAL call no.: HD9483A1F38

Includes news on markets, trade, companies; statistical data in trends, productions and exports; and short articles of interest to world fertilizer industry.

Financial Executive's Country Risk Alert
Hand P. Belcsak, editor
S. J. Rundt and Associates, Inc.
130 E 63rd St.
New York, NY 10021
Tel: 212-838-0141
Frequency: 3 issues per year

Provides surveys and forecast information on international trade and currency matters, with specific risk evaluations for all countries.

Financing Foreign Operations. Global Edition
Tom Ehrbar, editor
Economist Intelligence Unit
111 W 57th St.
New York, NY 10019
Tel: 212-554-0600
Frequency: base volume with monthly updates

Contains information on financial conditions in 47 countries; local financial environments; exchange controls; funding sources; financial markets; and trade credit facilities.

Food Distributors Magazine: FDM
FDM c/o NFDN, Inc.
PO Box 796
Bristol, RI 02809
Tel: 401-253-0433
Frequency: monthly
NAL call no.: HD9000.1F662

Contains short articles on new trends in U.S. food industry; marketing; profiles of food manufacturers; shipping; U.S. Department of Agriculture and Food and Drug Administration [FDA] food policies. September issue has *Annual Directory for the Food Industry.*

Food Packaging and Labeling Newsletter
Stanley Sacharow, editor
Food and Nutrition Press, Inc.
2 Corporate Dr., Box 374
Trumbull, CT 06611
Tel: 203-261-8587
Frequency: monthly
NAL call no.: TP374F2

Includes information on the latest trends; emerging markets; and legislation in food packaging and labeling.

Global Trade
[Also called: *Global Trade and Transportation*]
North American Publishing Co.
410 N Broad St.
Philadelphia, PA 19108
Tel: 215-238-5300
FAX: 215-238-5457
Frequency: monthly
NAL call no.: HF1A54

Contains information on shipping and related services; government regulations for importers, exporters, brokers and forwarders; customs and trade law; and international finance.

Global Trade Talk
U.S. Government Printing Office
Superintendent of Documents
Box 371954
Pittsburgh, PA 15250-7954
Frequency: bi-monthly

Focuses on pertinent and timely issues concerning international trade and the role of the U.S. Customs Service in facilitating it while enforcing U.S. trade law.

International Trade Alert
[Formerly: *Import Alert*]
Liz Stern, editor
American Association of Exporters and Importers
11 W 42nd St.
New York, NY 10036
Tel: 212-944-2230
FAX: 212-382-2606
Frequency: weekly

Covers government and trade issues as they affect importers and exporters; international trade; and U.S. Customs regulations.

International Trade Monthly
American Association of Exporters and Importers
11 W 42nd St.
New York, NY 10036
Tel: 212-944-2230
FAX: 212-382-2606
Frequency: monthly

Focuses on issues and developments in international trade; legislative updates; reports on companies involved in international trade.

International Trade Reporter Export Reference Manual
Deanne E. Neuman, editor
The Bureau of National Affairs, Inc.
9453 Key West Ave.
Rockville, MD 20850
Tel: 202-452-4200
FAX: 202-452-7583
Frequency: weekly [looseleaf]

Comprehensive resource for foreign import regulations; U.S. export controls; and related requirements for preparing U.S. exports for shipment abroad.

Investment Legislation Review
Shockley & Associates
1900 L St., NW, Ste. 500
Washington, DC 20036
Tel: 202-659-3310
FAX: 202-466-9042
Frequency: quarterly

Provides information on significant legal developments in Africa and the Caribbean pertaining to investment.

Journal of Commerce
Journal of Commerce
110 Wall St.
New York, NY 10005
Tel: 212-837-7000
FAX: 212-837-7035
Frequency: daily [newspaper]

Oriented to the U.S. market, but each issue covers a variety of global trade and investment issues. Each edition also features announcements of exports leads, collected by the U.S. Department of Agriculture and U.S. Department of Commerce sources.

Journal of World Trade
Jacques Werner, editor
Werner Publishing Co., Ltd.
5 place de la Fusterie
CH-1211 Geneva 11, Switzerland
Tel: 022-310-3422
Frequency: bi-monthly

Focuses on intellectual property protection; multilateral as well as regional or bilateral trade negotiations.

The North American New Product Report
Robert Galbraith, editor
Galbraith Associates, Inc.
Box 985
Valley Forge, PA 19482
Tel: 610-935-3944
Frequency: semimonthly

Describes new consumer packaged goods introduced in the U.S. and Canada, covering both food and nonfood categories.

PTA Business
Business Publicity and Marketing Ltd.
PO Box 74258
Nairobi, Kenya
Frequency: monthly

Features business developments and trends in the Preferential Trade Area [PTA] member nations; announces tender opportunities.

Pulp and Paper
Miller Freeman Publications
600 Harrison St.
San Francisco, CA 94107
Frequency: monthly except June and November when semi-monthly
NAL call no.: 302.8P11

Contains news and statistical data on U.S. and international markets; market summaries on North American lumber sold in international markets; government regulations.

Seed World
Scranton Gillette Communication
380 E Northwest Highway
Des Plaines, IL 60016
Tel: 708-298-6622
Frequency: monthly
NAL call no.: 61.8SE52

Contains articles on the latest developments in the production and marketing of crop, vegetable, and fruit seed; industry announcements; legislative updates; international activities.

Showcase U S A
Tim Chauran, editor
Bobit Publishing Co.
2512 Artesia Blvd.
Redondo Beach, CA 90278-3210
Tel: 310-376-8788
Frequency: quarterly

Covers international export markets for U.S. products and services.

South
South Publications
230 Park Ave., Ste. 932
New York, NY 10169
Tel: 212-682-8714
FAX: 212-697-8280
Frequency: monthly

Provides country and sector updates for commercial, economic, political, and social issues in the developing world. African reports and advertisements feature prominently in each issue.

Southern Africa Report
Raymond Louw, editor
Southern Africa Report Assn.
PO Box 261579; Excome 2023
Johannesburg, South Africa
Tel: 27-11-646-8790
FAX: 27-11-646-2596
Frequency: 50 issues per year

Covers current affairs; economic developments; finance and business; labor and media in Southern Africa region with particular emphasis on South Africa.

Technology Management Action
[Formerly: *Technology Transfer Action*]
Norman Lynn, editor
Technology News Center
6810 Butler Valley Rd.
Korbel, CA 95550
Tel: 707-668-4027
Frequency: monthly

Covers topics in engineering; research; finance; trade and productivity.

Trade & Culture
Thomas D. Boettcher, editor
Key Communications Corp.
7127 Hartford Rd.
Baltimore, MD 21234
Tel: 301-426-2906
Frequency: quarterly

Geared to executives of small to mid-size firms that produce competitive products of services; includes trade zones and trade functions.

Trade Policy Review
General Agreement on Tariffs and Trade [GATT]
Centre William Rappard
Rue de Lausanne 154
1211 Geneva 21, Switzerland
Frequency: irregular

Contains comprehensive trade policy analysis prepared by the country under review and the GATT secretariat.

Washington Report on Africa
[Formerly: *African Business and Trade*]
Welt Publishing Co.
1413 K St., NW, Ste. 1400
Washington, DC 20005
Tel: 202-371-0555
Frequency: semi-monthly [looseleaf]

Covers news; economic and legislative developments affecting Africa.

Washington Tariff & Trade Letter
Samuel M. Gilston, editor
Gilston Communications Group
Box 467
Washington, DC 20044
Tel: 301-570-4544
Frequency: 50 issues per year

Information on trends affecting wide range of industries and products; trade statistics; international trade negotiations.

World Policy Journal
James Chase, editor
World Policy Institute
65 Fifth Ave., Ste. 413
New York, NY 10003-3003
Tel: 212-229-5808
Frequency: quarterly

Covers international affairs, including global security issues; trade and economic policy; environmental concerns and development in Africa, Asia, Europe, and Latin America.

◆ Reports

The Adding-Up Problem: Strategies for Primary Commodity Exports in Sub-Saharan Africa
T. Akiyama and D.F. Larson
World Bank, Policy Research Working Papers, No. WPS1245.
World Bank
PO Box 7247-8619
Philadelphia, PA 19170-8619
Tel: 202-473-1155
FAX: 202-676-0581]
Publication date: 1993

Africa Agri-Technologies Market in Africa
Emmanuel Morrison
Foreign Commercial Service
U.S. Embassy Abidjan
Abidjan, Cote D'Ivoire
Publication date: September 1993.
[Accessible through the National Trade Data Bank system; item number 111096435]

Africa and the Middle East. International Agriculture and Trade Reports, No. WRS 94-3.
Stacey Rosen and Linda Scott, economic editors
U.S. Department of Agriculture
Economic Research Service
Washington, DC 20005

Order from:
ERS-NASS
341 Victory Dr.
Herndon, VA 22070
Tel: 1-800-999-6779 [U.S. and Canada only]
Tel: 1-703-834-0125 [for other areas]
Publication date: July 1994
NAL call no.: aHD2116S58

Africa Trade Trends with U.S.
U.S. Department of Commerce
International Trade Administration
Washington, DC 20230
Publication date: March 1994.
[Accessible through the National Trade Data Bank system; item number 111094136]

African Economic Reform: the External Dimension
Carol Lancaster
Institute for International Economics
11 Dupont Circle, NW
Washington, DC 20036-1207
Tel: 202-328-9000 or 1-800-229-ECON
FAX: 202-328-5432
Publication date: 1991
NAL call no.: HJ8826L36 1991

Development of Rural Financial Markets in Sub-Saharan Africa
S. Thillairajah
The World Bank, Discussion papers no. 219
The World Bank
PO Box 7247-8619
Philadelphia, PA 19170-8619
Tel: 202-473-1155
FAX: 202-676-0581
Publication date: 1994.

The Economist Intelligence Unit Country Reports and Country Profiles
Economist Intelligence Unit
Business International
The Economist Bldg.
111 W 57th St.
New York, NY 10019
Tel: 212-460-0600
FAX: 212-995-8837
Frequency: quarterly; and annually

The country reports provide information on a country-by-country basis for the entire world. All African countries are covered. The quarterly reports discuss business, economic and political trends, trade, trade agreements, and provide statistical updates. The annual country profile provides background and historical information.

[Available at the DC Reference Center of the National Agricultural Library, U.S. Department of Agriculture, 1052 South Agriculture Bldg., Washington, DC 20250; tel: 202-720-3434. This is a reference material; reports must be used on the premises.]

Fermented Fish in Africa. A Study on Processing, Marketing and Consumption
Food and Agriculture Organization [FAO]
Fishery Industries Division
FAO-Fisheries Technical paper no. 329
Via delle Terme Di Caracalla
I-00100 Rome, Italy
Publication date: 1992

Foreign Agricultural Service, U.S. Department of Agriculture, Commodity/Trade Reports

The publications listed below present information on U.S. and world production, supply and demand, summary of current trade statistics; the latest trade policy and marketing developments; and trade for many different commodities. The following seventeen *FAS Commodity Trade Reports* are available via subscription from:

National Technical Information Service
U.S. Department of Commerce
Springfield, VA 22161
Tel: 703-487-4630

- *Agricultural Trade Highlights*
  Monthly report provides an overview of U.S. agricultural exports. Each issue contains a summary of current trade statistics and the latest trade policy and marketing developments, along with in-depth analyses of country markets and specific consumer food product exports. NAL call no.: aHD9001 A37

- *Cotton, World Markets and Trade*
  Monthly report provides statistics and other information on U.S. and world production, supply and demand, and trade for cotton. It also covers crop conditions, the latest trade policy developments, and export market information. NAL call no.: aHD9070.1 W67

- *Dairy, Livestock, and Poultry Products: U.S. Trade and Prospects*

Monthly report provides U.S. trade information and analyses of the trade of dairy, livestock, and poultry products. NAL call no.: aHD9275 A1F6

- *Dairy Monthly Imports*
  Monthly report of imports of cheese and other quota dairy products subject to licensing, as well as imports under the quota not subject to licensing. NAL call no.: aHD9275 A1F665

- *Dairy: World Markets and Trade*
  Semi-annual publication provides information on U.S. and world production, use and trade of dairy products, trade policy developments, and export market information.

- *Grain, World Markets and Trade*
  Monthly publication includes information on U.S. and world production, supply and demand, and trade for a variety of grains. Also covers crop estimates, the latest trade policy developments, and export market information. NAL call no.: aHD9030.1 G753

- *Livestock and Poultry: World Markets and Trade*
  Semi-annual report provides information on U.S. and world production, use and trade of livestock and poultry products, trade policy developments, and export market information.

- *Monthly Summary of Export Credit Guarantee Program Activity*
  Monthly summary report shows fiscal year commitment figures for the Commodity Credit Corporation's Export Credit Guarantee Program [GSM-102] and Intermediate Credit Guarantee Program [GSM-103] activities.

- *Oilseeds, World Markets and Trade*
  Monthly publication provides data and analyses on U.S. and world production, supply, use, and trade of a variety of oilseeds and products. It also covers production estimates and the latest trade policy, commodity prices, and export market information. NAL call no.: aHD9490 A2U5

- *Sugar, World Markets and Trade*
  Published biannually; provides information on the world production and supply and demand situation for sugar. Includes in-depth special country features. November's issue also presents the honey situation and outlook in selected countries. NAL call no.: aHD9119 A1W67

- *Tobacco, World Markets and Trade*
  Monthly report provides information on U.S. and world production, supply and demand, and trade for tobacco. Also covers crop estimates, the latest trade policy developments, and export market information. The March issue contains complete U.S. tobacco trade data for the preceding calendar year. NAL call no.: aHD9130.4 W67

- *Tropical Products, World Markets and Trade*
  Issued four times a year and will replace the *Coffee, Cocoa, Tea, Spice, and Essential Oil* circulars. The April edition will feature the world cocoa bean situation and U.S. spice and essential oil trade. The June edition will focus on world coffee and tea production and trade. The October edition will be devoted mostly to cocoa, and the December edition will feature the world coffee situation. NAL call no.: aHD9195.A1W67

- *U.S. Export Sales*
  Weekly report is based on reports submitted by private exporters. Outstanding export sales as reported and compiled with other data give a snapshot view of the current contracting scene. All countries with outstanding sales or accumulated exports are included for each class of wheat, all wheat, wheat products, corn, soybeans, soybean cake and meal, American pima cotton, all upland cotton, whole cattle hides, and wet blues. NAL call no.: aHF1009.5 A3U5

- *U.S. Planting Seed Trade*
  Quarterly report provides information on U.S. trade for planting seeds. Also covers the latest trade policy developments and export market information. NAL call no.: aHD9019 S43U7

- *Wood Products International Trade and Foreign Markets*
  Quarterly report provides information on the production, trade, supply and demand situation in countries around the world for wood products. Highlights the latest trade policy developments, export statistics and market information. The April 1995 report covers the annual statistical trade issue of wood products trade and foreign markets. NAL call no.: aHD9750.1 F64

- *World Agricultural Production*
  Monthly report provides information on U.S. and world production of major agricultural products, including crop, livestock, and forestry estimates; weather and production briefs; and special articles of interest to the trade. NAL call no.: aHD1421 U5

- *World Horticultural Trade and U.S. Export Opportunities*
  Monthly publication provides information on the world situation and outlook for horticultural products. It covers export competition, foreign market import potential, and export opportunities for U.S. horticultural products. The publication also discusses trade policy developments that affect U.S. export potential. NAL call no.: HD9000.1 W675

National Trade Estimate Report on Foreign Trade Barriers, 1995
Office of the U.S. Trade Representative
600 17th St., NW
Washington, DC 20506
Tel: 202-395-3230
Publication date: annual
NAL call no.: HF1455U552

Surveys significant foreign barriers to United States exports. Prepared in accordance with the Trade Act of 1974, as amended.

The Spice Market in the United States: Recent Development and Prospects.
Commercial Agricultural Division.
Agriculture Information Bulletin no. 709
Peter Buzzanell, et al.
U.S. Department of Agriculture
Economic Research Service
Washington, DC 20005

Order from:
ERS-NASS
341 Victory Dr.
Herndon, VA 22070
Tel: 1-800-999-6779 [U.S. and Canada only]
Tel: 1-703-834-0125 [other areas]
Publication date: July 1995.

◆ Statistics

Agricultural Statistics
U.S. Department of Agriculture
National Agricultural Statistical Service
Washington, DC 20005

Order from:
ERS-NASS
341 Victory Dr.
Herndon, VA 22070
Tel: 1-800-999-6779 [U.S. and Canada only]
Tel: 1-703-834-0125 [other areas]
Frequency: annual
NAL call no.: 1Ag84Yas
A comprehensive statistical publication, containing current and historical data.

The Commodity Yearbook 1994
Ann Ingles, editor
Knight-Ridder Financial
John Wiley and Sons, Inc.
One Wiley Dr.
Somerset, NJ 08875
Tel: 1-800-225-5945
Frequency: annual with quarterly updates
NAL call no.: HF1O41C56 1994

Covers agriculture statistics; universal commodity price analyses; cash market description for monthly charts; futures volume highlights U.S. and worldwide.

Direction of Trade Statistics
John B. McLenaghan, editor
International Monetary Fund
Publications Services
700 19th St., NW, Ste. C-100
Washington, DC 20431
Tel: 202-623-7430
Frequency: quarterly
NAL call no.: HG3881I55

Provides data on the country and area distribution of countries' exports and imports as reported by themselves or by their partners.

F A O Fertilizer Yearbook
Food and Agriculture Organization of the UN
Basic Unit, Statistics Division
UNIPUB
4611-F Assembly Dr.
Lanham, MD 20706-4391
Tel: 301-459-7666
Frequency: annual
NAL call no.: HD9483F6

Contains statistical data relating to basic fertilizer products for countries and territories of the world. The yearbook includes data series on production, trade, consumption and prices of fertilizers.

F A O Fisheries Series
[Incorporates *Yearbook of Fishery Statistics*]
Food and Agriculture Organization of the UN
Basic Unit, Statistics Division
UNIPUB
4611-F Assembly Dr.
Lanham, MD 20706-4391
Tel: 301-459-7666
Frequency: irregular
NAL call no.: SHIF24

Provides statistical data on production and foreign trade of fishery commodities for all countries and territories of the world; includes data series on quantity of production-processed and preserved fishery products and on quantity and value of imports and export of fishery products; also gives statistics for consumption of fish and fishery products; the value of world catches and their disposition.

F A O Production Yearbook
Food and Agriculture Organization of the UN
Basic Unit, Statistics Division
UNIPUB
4611-F Assembly Dr.
Lanham, MD 20706-4391
Tel: 301-459-7666
Frequency: annual
NAL call no.: 251Y3

Provides statistical information on area and production of major crops and on livestock numbers and products. Includes estimates made by FAO where no official or semi-official figures were available from the countries themselves.

F A O Yearbook, Trade
Food and Agriculture Organization of the UN
Basic Unit, Statistical Division
UNIPUB
4611-F Assembly Dr.
Lanham, MD 20706-4391
Tel: 301-459-7666
Frequency: annual
NAL call no.: HD9000.4T7

Contains statistical data on basic agricultural products and related information for all countries and territories in the world; includes data series on imports and exports of agricultural products in terms of quantity and value; also gives indices that highlight continental and global trends in volume, price and value of international trade in food and agricultural products.

Fisheries of the United States
[Formerly: *Fishery Statistics of the United States*]
U.S. National Marine Fisheries Service
National Oceanic and Atmospheric Administration
U.S. Government Printing Office
Superintendent of Documents
Box 371954
Pittsburgh, PA 15250-7954
Tel: 301-713-2328
Frequency: annual
Covers statistical data for U.S. fishery industry.

Foreign Trade Statistics for Africa
United Nations
Publishing Service, Room CD-2-853
New York, NY 10017
Tel: 212-963-8302 or 1-800-253-9646
FAX: 212-963-3489
Publication date: 1993
NAL call no.: IMP930716459

Provides statistical data on import/export trade in the African region; tables show overall trade, trade between countries, intra-regional trade, and major specific products.

Foreign Trade Statistics of Africa. Series A: Direction of Trade
United Nations Economic Commission for Africa
PO Box 3001
Addis Ababa, Ethiopia
Frequency: irregular

Presents statistical data for northern, southern, central, western, and eastern Africa.

Foreign Trade Statistics of Africa. Series C: Summary Tables

United Nations Economic Commission for Africa
PO Box 3001
Addis Ababa, Ethiopia
Frequency: irregular

Presents statistical summaries for foreign trades for northern, southern, central, western, and eastern Africa.

Handbook of International Trade and Development Statistics-United Nations
Juergen Richtering, editor
United Nations Conference on Trade and Development
United Nations Publications, Room DC2-853
New York, NY 10017
Tel: 212-963-8302 or 1-800-253-9646
FAX: 212-963-3489
Frequency: annual
NAL call no.: HF1016U54

Analyzes world trade and development through statistical data. Includes data on world financial transactions and indebtedness to foreign countries.

International Sugar Organization Market Report and Press Summary
International Sugar Organization
1 Canada Square, Canary Wharf
London E14 5AA, England
Tel: 0171-513-1144
Frequency: monthly

Updates statistical reports and covers the world sugar market.

International Trade Statistics Yearbook
United Nations Statistical Office
United Nations Publications, Room DC2-853
New York, NY 10017
Tel: 212-963-8302 or 1-800-253-9646
FAX: 212-963-3489
Frequency: annual [in two volumes]
NAL call no.: HF91U473 1993 two volumes

Covers commodity and international trade; trade statistics.

Statistical Abstract of the United States 1994
U.S. Bureau of the Census
Data User Services Division
National Technical Information Service
5285 Port Royal Rd.
Springfield, VA 22161
Tel: 301-457-4100
NAL call no.: HA202S8

Contains an extensive collection of the latest vital statistics and industry trends and an important summary of statistics on the social, political, and economic organization of the U.S.

UNCTAD Commodity Yearbook
United Nations Conference on Trade and Development
United Nations Publications, Room DC2-853
New York, NY 10017
Tel: 212-963 8302 or 1-800-253-9646
FAX: 212-963-3489
Frequency: annual
NAL call no.: HF1040Y42

Provides disaggregated data at the world, regional and country levels for trade and consumption in selected agricultural primary commodities; minerals, ores and metals.

United Nations Statistical Yearbook
United Nations Publications, Room DC2-853
New York, NY 10017
Tel: 212-963-3802 or 1-800-253-9646
FAX: 212-963-3489
Frequency: annual
NAL call no.: 250UN32

Provides a comprehensive compilation of currently available international statistics for all countries and areas in the world.

World Agriculture Trends and Indicators, 1970-1991. Statistical Bulletin no. 861
U.S. Department of Agriculture
Economic Research Service
Washington, DC 20005

Order from:
ERS-NASS
341 Victory Dr.
Herndon, VA 22070
Tel: 1-800-999-6779 [U.S. and Canada only]
Tel: 1-703-834-0125 [other areas]
Publication date: November 1993
NAL call no.: 1Ag84St no.861

The tables in this bulletin provide aggregate economic and agricultural growth, performance, production, and trade indicators for the world, 14 geographic regions, the European Union, Central Europe, and for 141 countries. The indicators cover such topics as population; macroeconomic indicators; food consumption; factors of production; commodity production; trade; and efficiency of resource use.

World Debt Tables
The World Bank
1818 H St., NW
Washington, DC 20433
Tel: 202-473-2939
Frequency: annual with supplements
NAL call no.: HJ8899W66

Covers data on the external debt of 109 developing countries.

World Economic Factbook
Euromonitor
87-88 Turnmill St.
London EC1M 5QU, England
Tel: 0171-251-8024
Frequency: irregular

Supplies demographic and political information on 200 countries worldwide.

Yearbook of Forest Product
Food and Agriculture Organization of the UN
UNIPUB
4611-F Assembly Dr.
Lanham, MD 20706-4391
Tel: 301-459-7666
Frequency: annual
NAL call no.: HD9750.4Y4

Provides statistical data on basic forest products for all countries and territories of the world; contains series of annual data on the volume of production and the volume and value of trade in forest products; also includes tables showing direction of trade and average unit values of trade for certain products.

Technology Applications

◆ Databases/Electronic Online Systems

For information regarding these databases and services available, please contact the online service provider. Addresses for online service providers are listed at the end of this section.

ABI/INFORM - August 1971 to date.
Producer: UMI/DATA Courier, Louisville, KY
Coverage: Business economics, international news, specific product and industry information, also includes full text of hundreds of articles.
Online service: DIALOG FILE 15

AGRA EUROPE ONLINE - 1986 to date.
Producer: Agra Europe (London) Ltd., England
Coverage: Covers the agricultural industry including all aspects of European and world trade in food and agricultural commodities.
Online service: Agra Europe (London) Ltd.

AGRICOLA - 1970 to date.
Producer: National Agricultural Library, Agricultural Research Service, U.S. Department of Agriculture, Beltsville, MD
Coverage: Worldwide journal literature and monographs on agriculture and related topics and on food science and nutrition.
Online service: DIALOG-FILE 110, 1970-1978, and FILE 10, 1979 to date; CDROM/Silver Platter; Knowledge Index; DIMI

AGRIS INTERNATIONAL (International Information System for the Agricultural Science and Technology) - 1975 to date.
Producer: National Agricultural Library, Agricultural Research Service, U.S. Department of Agriculture, Beltsville, MD
Coverage: Focuses on many agricultural topics including economics, development, administration and legislation, rural sociology, etc. It corresponds in part to AgrIndex, a monthly publication of the Food and Agriculture Organization of the United Nations.
Online service: DIALOG (File 203; only non-U.S. documents); CD ROM/Silver Platter; DIMDI; ESA-IRS (File 29); International Atomic Energy Agency (IAEA)

AGTRADE - 1986 to date.
Producer: Special Programs Division, U.S. Department of Agriculture, Washington, DC
Coverage: A wide variety of information on international agricultural trade. AGTRADE can be accessed by modem on personal computers and on communicating word processors. Users must obtain an account with USDA's contractor.
Online service: USDA ONLINE

ALF (Agricultural Library Forum) - current.
Producer: U.S. Department of Agriculture, Agricultural Research Service, National Agricultural Library.
Coverage: ALF is an electronic bulletin board system accessible by computer through a modem. It is open to all persons interested in agricultural information issues, including agricultural trade and marketing. Among other items, it includes the Annual Marketing Plan (AMP) Reports, Food Market Reports, and Annual Agricultural Situation Reports provided by the Foreign Agricultural Service, USDA; the full text of *Vignettes*, the Agricultural Trade and Marketing Information Center's newsletter; and full text of recent *Quick Bibliograhies* (QB), *Special Reference Briefs* (SRB), and other NAL publications.

ALF can be accessed 24 hours per day, 7 days per week using a computer terminal, modem, and communications software (e.g., Crosstalk). Set your communications software parameters as follows: Baud rate: up to 14.4K; 8 data bits; no parity; full duplex; emulation: none, ASCII or TTY. The telephone numbers are: 301-504-6510, 301-504-6511, 301-504-5496, 301-504-5497.

Internet access to ALF is available by telnet to fedworld.gov (or 192.239.92.3). Register on FedWorld; go to Utilities (U), select Gateway (D command), then Federal bulletin board systems (another D). Select ALF from the Federal BBS menu.

AMERICAN BANKER - November 1981 to date.
Producer: American Banker-Bond Buyer, New York, NY
Coverage: Local, regional, and international finance services, international trade, government regulations, general economic overviews.
Online service: DIALOG - FILE 625

CENDATA - current.
Producer: U.S. Bureau of the Census, Washington, DC
Coverage: Statistical data from censuses and surveys, press releases, and product information. Subject covered include agriculture, business, industry, construction and housing, trade, government and international affairs, manufacturing, population, industry data, and more.
Online service: DIALOG FILE 580

COFFEELINE - 1973 to date.
Producer: International Coffee Organization, London, England
Coverage: Worldwide literature on all aspects of the production, trade and consumption of coffee. Languages: English, French, Portuguese, and Spanish.
Online service: DIALOG FILE 164

CORPORATE AFFILIATIONS - current.
Producer: National Register Publishing Co., a Reed Reference Publishing Co., New Providence, NJ
Coverage: Business profiles and corporate linkage for 100,000 companies worldwide.
Online service: DIALOG FILE 513

CORPORATE INTELLIGENCE - current.
Producer: Information Access Co., Foster City, CA
Coverage: Contains current address, financial, and marketing information on 150,000 private and public U.S. companies and nearly 30,000 non-U.S. companies. These companies may be American or non-U.S. parent companies with U.S.-based divisions or subsidiaries.
Online service: DIALOG FILE 479

CRIS/USDA - current.
Producer: Cooperative State Research, Education, and Extension Service, U.S. Department of Agriculture, Beltsville, MD.
Coverage: Provides access to information on new, ongoing, and recently completed projects of federal and state supported research in agriculture, food and nutrition, forestry, and related fields.
Online service: DIALOG - FILE 60, CD-ROM/Silver Platter

D&B INTERNATIONAL DUN'S MARKET IDENTIFIERS - current.
Producer: Dun's Marketing Services, Parsippany, NJ
Coverage: Directory listings, sales volume and marketing data, and references to parent companies for over 500,000 non U.S. companies.
Online service: DIALOG FILE 518

ECONOMIC RESEARCH SERVICE (ERS) - current.
Producer: Economic Research Service, U.S. Department of Agriculture, Washington, DC
Coverage: Economic Research Service (ERS), National Agricultural Statistical Service (NASS), World Agricultural Outlook Board (WAOB) reports, such as crop estimates and economic forecasts.
Online service: Albert R. Mann, Agricultural Library of Cornell University-Internet system.
For access to the system, use one of the following methods:

- Gopher: connect to the USDA Economics and Statistics System at: usda.mannlib.cornell.edu port 70
- Telnet: connect to usda.mannlib.cornell.edu. Log in as "usda" (no password needed) to reach the gopher
- FTP: connect to usda.mannlib.cornell.edu. Log in as "anonymous" with your ID name or e-mail address as the password. Change the directory with the command: cd usda

For assistance call Oya Rieger at 607-255-2199; E-mail her at oyrl@cornell.edu; or write in care of the Albert R. Mann Library, Cornell University, Ithaca, NY 14853-4301.

EIU: BUSINESS INTERNATIONAL - January 1989 to present.
Producer: The Economist Intelligence Unit (EIU), New York, NY
Coverage: Business information on 57+ countries in a variety of formats, including weekly newsletters, monthly currency reports and regulatory monitors, and quarterly country profiles.
Online service: DIALOG FILE 627

ENCYCLOPEDIA OF ASSOCIATIONS - current.
Producer: Gale Research Inc., Detroit, MI
Coverage: Information on several thousand trade associations, professional societies, labor unions, and other groups and organizations, including the scope and purpose of the organization, list of publications, location, date of conference.
Online service: DIALOG FILE 114; CDROM/Silver Platter; also available on diskette and magnetic tape.

THE EXPORTER - May 1983 to date.
Producer: Trade Data Reports, Inc., New York, NY
Coverage: Contains various aspects of exporting from the U.S., such as markets, tariff and non-tariff barriers, political and

foreign currency exchange risk, world trade, and U.S. trade policy.
Online service: NewsNet, Inc. - subscription required.

F&S Index - 1980 to date.
Producer: Information Access Co., Foster City, CA
Coverage: Worldwide company, product, and industry information.
Online service: DIALOG FILE 18

FOODS ADLIBRA - 1974 to date.
Producer: General Mills, Foods Adlibra Publications, Minneapolis, MN.
Coverage: Information on all new food products introduced since 1974, every section of food industry including retailers, processors, brokers, equipment, suppliers, gourmet food importers, general company and food association news.
Online service: DIALOG FILE 79

FOMAD - Food Market Awareness Database - 1981 to date.
Producer: Leatherhead Food Research Assn., Surrey, England
Coverage: International coverage of imports and exports, including information on marketing in the food and beverage industry.
Online service: Leatherhead Food Research Association (LFRA), subscription required.

FOREIGN TRADE AND ECON ABSTRACTS - 1974 to date.
Producer: Netherlands Foreign Trade Agency, The Hague, The Netherlands
Coverage: World economic literature and statistics on industries and markets.
Online service: BELINDIS (ECAB); DataStar (IEAB); Rijks Computer Centrum (EVDA).

NATIONAL TRADE DATABANK on CD ROM (NTDB) - current.
Producer: U.S. Department of Commerce, Washington, DC
Coverage: NTDB contains data on U.S. imports and exports; Government sponsored market research by country and product; names and addresses of importers in foreign countries; foreign interest & exchange rates - stock price indexes; foreign labor costs and rates; import and export price indexes; world agricultural production, supply and distribution for major commodities; foreign direct investment; "how-to" manuals and export regulations.
Online service: National Technical Information Service or U.S. Department of Commerce, Office of Business Analysis (Reference NTIS #PB90-591740).

OPPORTUNITIES FOR EXPORT - current.
Producer: Intercom Information Resources, Austin, TX
Coverage: Provides weekly reports on the latest trade leads available to American companies in more than 120 foreign countries.
Online service: NewsNet, Inc.- subscription required.

PIERS EXPORTS (U.S.Ports) - June 1989 to present.
Producer: Journal of Commerce, Inc., Knight-Ridder, Inc., New York, NY
Coverage: All maritime movements into and out of U.S. and Puerto Rico. Includes names, city and state of U.S. exporters, product description, packaging, cargo weight in pounds; U.S. and overseas ports names and code, overseas country name and code, date of departure from U.S. port.
Online service: DIALOG FILES 571, 572.

PIERS IMPORTS (U.S. Ports) - June 1989 to present.
Producer: Journal of Commerce, Inc., Knight-Ridder, Inc., New York, NY
Coverage: Identification of new sources of supply for imports, monitoring supply for imports, monitoring imports of products, identification of potential trade partner. Includes names and location of overseas shipper; name city and state of U.S. consignee; product description; standardized commodity description, packaging and more.
Online service: DIALOG FILES 573, 574.

PTS PROMPT - 1972 to date.
Producer: Predicasts, Cleveland, OH
Coverage: Broad, international coverage of companies, products, markets, and applied technologies for all industries.
Online service: DIALOG FILE 16.

SPAAR Information System (SIS) Database - 1985 to present.
[Special Program for African Agricultural Research]
Producers: International Development Research Center, UNESCO, the World Bank.
Coverage: A computer-based documentation and reporting system for completed, ongoing and future agricultural research programs, projects, networks and small grants in Africa.
Online services: The SPAAR Secretariat, the World Bank; available on AGRISEARCH CD/ROM, Silver Platter.

TRADE AND INDUSTRY INDEX - 1981 to date.
Producer: Information Access Co., Forster City, CA
Coverage: Current and comprehensive coverage of major trade journals and industry related periodicals. Covers business and trade information, forestry and paper products, agriculture, banking, and more.
Online services: BRS; DIALOG FILE 148

◆ Online Service Providers

BELINDIS
Belgian Ministry of Economic Affairs
Rue J.A.de Mot 30
1040 Brussels, Belgium
Tel: 32(2)2336111
FAX: 32(2)2304619

BRS Information Technologies
A Division of Maxwell Online, Inc.
8000 Westpark Dr.
McLean, VA 22102
Tel: 703-442-0900 or 1-800-289-4277
FAX: 703-893-4632

CDROM
Silver Platter Information, Inc.
100 River Ridge Dr.
Norwood, MA 02062-5026
Tel: 617-769-2599 or 1-800-343-0064
FAX: 617-769-8763

DataStar
D-S Marketing, Ltd.
Plaza Ste., 114 Jermyn St.
London SW 1Y 6HJ, United Kingdom
Tel: 44(71)930-7646 or 1-800-221-7754 (in U.S.)
FAX: 44(71)930-2581

DIALOG/Knight-Ridder Information, Inc.
2440 El Camino Real
Mountain View, CA 94040
Tel: 415-254-7000 (main switchboard)
Customer service tel: 415-254-8800; 215-241-0131
FAX: 415-254-7070

DIMDI
Weisshausstrasse 27
Postfach 420580
5000 Cologne 41
Germany
Tel: 49(221)47241
FAX: 49(221)411-429

EIU - Economist Intelligence Unit
215 Park Ave., S
New York, NY 10003
Tel: 1-800-938-4685
FAX: 212-995-8837

ESA-IRS
Via Galileo Galilei
00044 Frascati
Italy
Tel: 39(6)941801
FAX: 39(6)94180361

Economic Research Service
U.S. Department of Agriculture
1301 New York Ave., NW
Washington, DC 20005-4789
Tel: 202-219-0012
FAX: 202-219-0308

International Atomic Energy
Vienna International Centre
PO Box 100, Wagramerstrasse 5
1400 Vienna
Austria
Tel: 43(1)23602789
FAX: 43(1)234564

Leatherhead Food Research Assn. (LFRA)
Randalls Rd., Leatherhead
Surrey KT22 7RY, England
Tel: 44(372)376761
FAX: 44(372)386228

NewsNet, Inc.
945 Haverford Rd.
Bryn Mawr, PA 19010
Tel: 215-527-8030 or 1-800-345-1301
FAX: 215-527-0338

National Technical Information Service (NTIS)
U.S. Department of Commerce
Office of Product Management, F300
5285 Port Royal Rd.
Springfield, VA 22161
Tel: 703-487-4929 or 703-487-4630
FAX: 703-321-8199

Rijks Computer Centrum (RCC)
Fauststraat 1
7323 BA Aperdoorn, the Netherlands
Tel: 31(55)778822
FAX: 31(55)215960

USDA-ARS-NAL
National Agricultural Library
Public Services Division
Room 100
ATTN: ALF
10301 Baltimore Blvd.
Beltsville, MD 20705-2351
Tel (ALF Sysops): 301-504-5204 or 301-504-6908

The World Bank
Deputy Executive Secretary
The SPAAR Secretariat
1818 H St., NW
Washington, DC 20433
Tel: 202-473-9000
FAX: 202-676-0007

◆ Internet Access:

Africa Information Service Net (AIA).

http://csf.colorado.edu/ipe/africa.html

gopher csf.Colorado.EDU
Step 1: International Political Economy/
Step 2: Geographic_Archive/
Step 3: Africa/
Step 4: Africa Information Service Net (AIA)/

For more information, contact:
Stephanie Wells
Internet address: aiacan@web.apc.org

Horn of Africa Bulletin.

http://www.sas.upenn.edu/African_Studies/Newsletters/menu_HAF_Main.html

For more information, contact:
Life & Peace Institute
S-751
70 Uppsala, Sweden
Telephone: 46-18-16-95-00
Internet address: enelson@nn.apc.org

Nations of the Commonwealth.

http://www.tbc.gov.bc.ca/cwgames/country/nations.html

For more information, contact:
mccallw@tbc.gov.bc.ca

U.S. Agency for International Development. Congressional Presentations FY96.

gopher gaia.info.usaid.gov
Step 1: Regional/Country Focus/
Step 2: Africa/

U.S. Agency for International Development. Greater Horn Information Exchange.

http://www.info.usaid.gov/HORN/

For more information, contact:
webmaster@gaia.info.usaid.gov

U.S. Central Intelligence Agency. CIA World Factbook 1994 or 1995.

http://www.odci.gov/cia/publications/95fact/

http://www.ph.kcl.ac.uk/local/world.html

http://www.econ.uni-hamburg.de/ciawfb/

gopher umslvma.umsl.edu
Step 1: The Library/
Step 2: Government Information/
Step 3: CIA World Factbooks from 1992-Present/

Step 4: The World Factbook 1994/

gopher hoshi.cic.sfu.ca
Step 1: David See-Chai Lam Centre for International Communication/
Step 2: 1994 CIA World Fact Book/
Step 3: Africa/

For more information, contact:
Central Intelligence Agency
Attn.: Office of Public and Agency Information
Washington, DC 20505
Telephone: 703-351-2053

U.S. Department of Agriculture. Foreign Agricultural Service. FAS Attache Country Reports.

http://www.usda.gov/fas/fas-programs-services-resources/

For more information, contact:
The Reports Office
Foreign Agricultural Service
U.S. Department of Agriculture
Room 6078
14th and Independence Ave., SW
Washington, DC 20250
Telephone: 202-720-6135
Internet address: fasrptoff@ag.gov

U.S. Department of Agriculture. Foreign Agricultural Service. U.S. Exports of Agricultural, Fish and Poultry Products.

http://151.121.3.140/fas/bico/

For more information, contact:
Ernest Carter
Trade and Economic Analysis Division
Foreign Agricultural Service
U.S. Department of Agriculture.
14th and Independence Ave., SW
Washington, DC 20250
Telephone: 202-720-2922
Internet address: ecarter@ag.gov

U.S. Department of State. AgWorld International Ag Situation Reports.

gopher una.hh.lib.umich.edu
Step 1: ebb/
Step 2: AgWorld International Ag Situation Reports/

For more information, contact:
Bureau of Public Affairs
Department of State
Washington, DC 20520
Telephone: 202-647-6575

U.S. Department of State. Background Notes.

gopher dosfan.lib.uic.edu
Step 1: Publications and Major Reports/
Step 2: Background Notes/

gopher umslvma.umsl.edu

Step 1: The Library/
Step 2: Subject Area Resources/
Step 3: Business, Economics, Marketing/
Step 4: International Economic Information Sources/
Step 5: Background Notes - Department of State Country Information/

For more information, contact:
Peter Knecht
Office of Public Communication
Department of State
Washington, DC 20520
Telephone: 202-647-6575

U.S. Department of State. Country Commercial Guides.

gopher dosfan.lib.uic.edu
Step 1: Business Affairs/
Step 2: Country Commercial Guides/

For more information, contact:
Bureau of Public Affairs
Department of State
Washington, DC 20520
Telephone: 202-647-6575

U.S. Department of State. Country Reports on Economic Policy and Trade Practices.

gopher dosfan.lib.uic.edu
Step 1: Publications and Major Reports/
Step 2: Country Reports on Economic Policy and Trade Practices/

gopher umslvma.umsl.edu
Step 1: The Library/
Step 2: Government Information/
Step 3: Country Reports - Economic Policy & Trade Practices/

For more information, contact:
Jeff Donald
Telephone: 202-647-0079

U.S. Department of State. Foreign Annual Marketing Plans.

gopher caticsuf.csufresno.edu
Step 1: Agricultural Information (including ATIS)/
Step 2: International Agricultural Trade Information Service (ATIS)/
Step 3: Foreign Annual Marketing Plans/
Step 4: Africa/

For more information, contact:
Bureau of Public Affairs
Department of State
Washington, DC 20520
Telephone: 202-647-6575

U.S. Department of State. International Market Insight Reports.

gopher una.hh.lib.umich.edu
Step 1: ebb/
Step 2: International Market Insight (IMI) reports/

For more information, contact:
Bureau of Public Affairs
Department of State
Washington, DC 20520
Telephone: 202-647-6575

U.S. Department of State. Travel Information.
Includes both Travel Advisories and Consular Information Sheets.

http://www.crd.com/travel/usstate/ta-list.htm

http://www.stolaf.edu/network/travel-advisories.html

gopher gopher.stolaf.edu
Step 1: Internet Resources/
Step 2: US-State-Department-Travel-Advisories/
Step 3: Current Advisories/

ftp ftp.stolaf.edu
cd pub/travel-advisories/advisories

e-mail to ftpbymail@stolaf.edu
to receive a list of available files, message should read:

cd pub/travel-advisories/advisories
ls

For more information, contact:
Department of State
Bureau of Consular Affairs
Public Affairs and Policy Coordination
Room 5807
Washington, DC 20520
Telephone: 202-647-0257

U.S. International Trade Administration. International Business Practices Guide.

gopher umslva.umsl.edu
Step 1: The Library/
Step 2: Government Information/
Step 3: International Business Practices Guide NTDB/
Step 4: Region 5: Sub-Saharan Africa/

For more information, contact:
Trade Information Center
Telephone: 800-USA-TRAD

U.S. International Trade Administration. Overseas Business Reports.

gopher umslvma.umsl.edu
Step 1: The Library/
Step 2: Government Information/
Step 3: Overseas Business Reports/

For more information, contact:
Trade Information Center
Telephone: 800-USA-TRAD

World Bank. Economic and Sector Reports. (abstracts only)

gopher gopher.worldbank.org
Step 1: Public Information Center/
Step 2: Economic and Sector Reports/
Step 3: Listing of Abstracts/

◆ Internet Access (African Countries):

Angola — **Angola Home Page**

http://www.umich.edu/~jasse/angola/angola.html

For more information, contact:
David Ricardo Jasse
Internet address: jasse@students.uiuc.edu

Cameroon — **Home Page of the Republic of Cameroon**

http://scitsc.wlv.ac.uk/~cm9032/Cameroon.html

For more information, contact:
Michael T. Fosong
Internet address: M.Fosong@wlv.ac.uk

Cape Verde — **Republic of Cape Verde Home Page (Unofficial)**

http://www.umassd.edu/SpecialPrograms/caboverde/capeverdean.html

For more information, contact:
Richard Leary
609 Union St.
New Bedford, MA 02740
Telephone: 401-841-4581
Internet address: rleary@umassd.edu

Ethiopia — **EconTalk: A Column on Ethiopian Economy**

http://truman.cs.missouri.edu/berhanu.html

For more information, contact:
Berhanu Abegaz
bxabeg@MALTHUS.MORTON.WM.EDU

Ghana — **Ghana**

http://www.uta.fi/~csfraw/ghana.html

For more information, contact:
csfraw@uta.fi

or Francis Akoto
Internet address: francis.akoto@ntc.nokia.com

Ghana Drum

http://www.clark.net/pub/kboahene/gdrum.html

For more information, contact:
Kwadwo Boahene
kboahene@clark.net

Ghana Review

http://www.uta.fi/~csfraw/ghana/gh_gr.html

For more information, contact:
Kofi Adusei-Poku
4501 South 31st St. #203
Arlington, VA 22206-2145
Telephone: 703-671-2145
Internet address: adusepl@qnet.com

Ghana - The Land of Gold

http://acorn.educ.nottingham.ac.uk//SchEd/pages/eb/welcome.html

For more information, contact:
Ebenezer Dotser
Wiawso Training College
P.O. Box 94
Sefwi - Wiawso, Ghana

South Africa

Mail & Guardian

http://www.mg.co.za/mg/

For more information, contact:
wmail@is.co.za

Network Information Services

http://www.nis.za/

For more information, contact:
snet@nis.za

News Briefings from the ANC

http://minerva.cis.yale.edu/~jadwat/anc/

For more information, contact:
Omar C. Jadwat
Internet address: jadwat-omat@yale.edu

Republic of South Africa

http://www.tmn.com/community/hewitt/africa.html

For more information, contact:
Embassy of South Africa
3051 Massachusetts Ave., NW
Washington, DC 20008
Telephone: 202-232-4400
Internet address: South Africa@tmn.com

South African Futures Exchange (SAFEX)

http://www.safex.co.za/

For more information, contact:
Jannetta Steyn
webmaster@safex.co.za

Virtual Africa

http://africa.com/

For more information, contact:
webmaster@africa.com

World Wide Marketeers

http://aztec.co.za/wwmarket/

For more information, contact:
steven@aztec.co.za

Uganda

Uganda Home Page

http://www.crl.com/~lagonyk/ug.html

Uganda

http://150.252.25.26/Uganda/crane.html

For more information, contact:
Edward Baliddawa
EKB65549@acuvax.acu.edu

Mark Olweny
molweny@arch.adelaide.edu.au

Zambia

The Post

http://www.zamnet.zm/zamnet/post.html

For more information, contact:
post@zamnet.zm

U.S. Information Service. Washington Line.

http://www.zamnet.zm/zamnet/usis.html

For more information, contact:
U.S. Information Service
P.O. Box 32053
Lusaka, Zambia
Telephone: 260-1-227-993 or 260-1-227-994
Internet address: usiszam@zamnet.zm

Zamnet National Gopher

gopher gopher.zamnet.zm

For more information, contact:
ZAMNET Communication Systems Ltd.
Box 32379
Lusaka, Zambia
Telephone: 260-1-290358
Internet address: support@zamnet.zm

Zambian National WWW Server

http://www.zamnet/zm/

For more information, contact:
ZAMNET Communication Systems Ltd.
Box 32379
Lusaka, Zambia
Telephone: 260-1-290358
Internet address: support@zamnet.zm

ZNN - Zambian News Network

http://http1.brunel.ac.uk:8080/~cs93akp/

For more information, contact:
Ashish Patel
Internet address: cs93akp@brunel.ac.uk

Zimbabwe

Zimbabwe Homepage

http://www.zimweb.com

For more information, contact:
zimweb@mother.com

ZimTrade

http://www.unicc.org/untpdc/incubator/zwe/tphar/welcome.html

For more information, contact:
zimtrade@harare.iafrica.com

African Regional Organizations

African Feed Resources Research Network (AFRNET)
c/o International Livestock Centre for Africa
POB 46847
Nairobi, Kenya
Tel: 2-632013
FAX: 2-25774

Established in 1991, via merger of three African livestock fodder research networks; AFRNET's purpose is to assist farmers in finding effective ways to feed their livestock.

African Groundnut Council
Trade Fair Complex
Badagry Expressway KM 15
POB 3025
Lagos, Nigeria
Tel & FAX: 1-880982

Founded in 1964; members include: The Gambia, Mali, Niger, Nigeria, Senegal, and Sudan. The Council advises producing countries on marketing policies.

African NGOS Environment Network (ANEN)
POB 53844
Nairobi, Kenya
Tel: 2-28138
FAX: 3-35108

Established in 1982. Members consist of regional non-governmental organizations and grassroots community development group in 47 African countries. ANEN cooperates with African governments, United Nations agencies, research institutions, and other international organizations undertaking environmental problems for sustainable development in Africa. Maintains an information network to link the work of various disciplines, institutions, and development workers in arid and semi-arid regions.

African Oil Palm Development Association (AFOPDA)
15 BP 341
Abidjan 15, Cote d'Ivoire
Tel: 2-51518

Established in 1985. Members include: Benin, Cameroon, Cote d'Ivoire, Ghana, Guinea, Nigeria, Togo, and Zaire. Its goal is to increase production of and investment in palm oil.

African Regional Organization for Standardization (ARSO)
POB 57363
Nairobi, Kenya
Tel: 2-330882 or 2-22451
FAX: 2-218792
E-mail:
ARSO@ARSO.gn.apc.org.

Founded in 1977, ARSO is an African intergovernmental organization. Members include: Burkina Faso, Cameroon, Cote d'Ivoire, Egypt, Ethiopia, Ghana, Guinea, Guinea-Bissau, Kenya, Liberia, Libya, Malawi, Mauritius, Niger, Nigeria, Senegal, Sudan, Tanzania, Togo, Tunisia, Uganda, Zaire, Zambia, and Zimbabwe. Promotes standardization, quality control, certification and metrology in the African region; coordinates participation in international standardization.

African Timber Organization
BP 1077
Libreville, Gabon
Tel: 7-32928
FAX: 7-34030

Founded in 1977. Members include: Angola, Cameroon, Central African Republic, Congo, Cote d'Ivoire, Equatorial Guinea, Gabon, Ghana, Liberia, Nigeria, Sao Tome and Principe, Tanzania, and Zaire. Established to enable members to study and coordinate ways of ensuring the optimum utilization and conservation of their forests.

Association of African Trade Promotion Organizations (AATPO)
Pavillion International, BP 23
Tangier, Morocco
Tel: 41687

Established in 1974 under the auspices of the Economic Commission for Africa (ECA) and the Organization of African Unity (OAU). Promotes regular trade contact between African states; assists in the harmonization of commercial policies in order to promote intra-African trade.

Central African Customs and Economic Union (UDEAC)
BP 969
Bangui, Central African Republic
Tel: 236-610922

Established in 1964; concerned with research; promotes the establishment of a Central African Common Market. Members include: Cameroon, Central African Republic, Chad, Congo, Equatorial Guinea, and Gabon.

Centre on Integrated Rural Development for Africa (CIRDAfrica)
POB 6115
Arusha, Tanzania
Tel: 51-2576
FAX: 51-8532

Established in 1979, members include 17 African countries. Promotes integrated rural development through a network of national institutions.

Common Market for Eastern and Southern Africa (COMESA)
POB 30051
Lusaka, Zambia
Tel: 1-229725
FAX: 1-225107

Successor organization to the regional Preferential Trading Area (PTA). Established in 1994; members include: Angola, Burundi, Comoros, Djibouti, Eritrea, Ethiopia, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Seychelles, Somalia, Sudan, Swaziland, Tanzania, Uganda, Zaire, Zambia, and Zimbabwe.

Economic Community of Central African States (CEEAC)
BP 2112
Libreville, Gabon
Tel: 241-733547 or 241-733677

Established in 1983; promotes economic cooperation among Burundi, Cameroon, Central African Republic, Chad, Equatorial Guinea, Gabon, Republic of Congo, Rwanda, Sao Tome and Principe, and Zaire. Works to ease movement of people and goods within the region; promotes cooperation between member states by abolishing trade restrictions; encourages establishment of common customs tariffs.

Economic Community of West African States (ECOWAS)
Secretariat Bldg.
Asokoro, Abuja, Nigeria
Tel: 9-523-1858

The Treaty of Lagos, establishing ECOWAS, was signed in May 1975 by 15 states. Promotes trade, co-operation and self-reliance in West Africa. A revised ECOWAS treaty was signed in July 1993, designed to accelerate economic integration and to increase political cooperation. Members include: Benin, Burkina Faso, Cape Verde, Cote d'Ivoire, the Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Mauritania, Niger, Nigeria, Senegal, Sierra Leone, and Togo.

Inter-African Coffee Organization (IACO)
BP V210
Abidjan, Cote d'Ivoire
Tel: 21-61-31

Established in 1960. Members include: Angola, Benin, Burundi, Cameroon, Central African Republic, Congo, Cote d'Ivoire, Equatorial Guinea, Ethiopia, Gabon, Ghana, Guinea, Kenya, Liberia, Madagascar, Malawi, Nigeria, Rwanda, Sierra Leone, Tanzania, Togo, Uganda, Zaire, Zambia, and Zimbabwe. Member countries account for 97% of African coffee exports. Every two years, IACO publishes the *Directory of African Exporters*.

Intergovernmental Authority on Drought and Development (IGADD)
BP 2653
Djibouti
Tel: 354-050
FAX: 356-994

Established in 1986 with six East African members: Djibouti, Ethiopia, Kenya, Somalia, Sudan and Uganda. Its objective is to coordinate and channel funding into the key regional issues of drought, desertification and agricultural development.

Organization of African Unity (OAU)
POB 3243
Addis Ababa, Ethiopia
Tel: 1-517700
FAX: 1-513036

Founded in 1963 to promote unity and solidarity among African states. Members include the independent African states except Morocco. The OAU is committed to the creation of an African Economic Community (AEC). In June 1991, at the 27th summit of heads of states, the AEC treaty was signed outlining steps that included the removal of tariff and non-tariff barriers to trade; the establishment of a continent-wide customs union by 2004; and the establishment of an African Common Market (ACM), with a central bank and single currency by the year 2031.

Preferential Trading Area for East and Southern Africa (PTA)
Lottie House, Cairo Rd.
POB 30051
Lusaka, Zambia
Tel: 1-229725
FAX: 1-225107

The PTA was established in 1981, members include: Angola, Burundi, Comoros, Djibouti, Eritrea, Ethiopia, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Seychelles, Somalia, Sudan, Swaziland, Tanzania, Uganda, Zambia and Zimbabwe. Its aim is to liberalize trade, encourage cooperation in industry, agriculture, transport and communications, and to create of a regional common market by the year 2000.

Southern African Customs Union (SACU)
No permanent headquarters

Founded in 1969. Members include: Botswana, Lesotho, Namibia, Swaziland, and South Africa. The customs union is administered by South Africa. SACU provides common pool of customs, excise and sales duties, according to the relative volume of trade and production in each country; goods are traded within the union free of duty and quotas, subject to certain protective measures for less developed members.

Southern African Development Community (SADC)
SADC Building
Private Bag 0095
Gaborone, Botswana
Tel: 31-351-863
FAX: 31-372-848

In July 1979, the first Southern African Development Coordination Conference (SADCC) was held at Arusha, Tanzania, its goal to harmonize development plans and to reduce the region's economic dependence on South Africa. In August 1992, a treaty establishing the Southern African Development Community (SADC) which replaced the SADCC was signed by the 10 member countries of the SADCC. The treaty focuses on promoting economic integration towards a fully developed common market; respect for the rule of law and human rights; and strengthened regional solidarity, peace and security. Members include: Angola, Botswana, Lesotho, Malawi, Mozambique, Namibia, South Africa, Swaziland, Tanzania, Zambia, and Zimbabwe.

West Africa Rice Development Association (WARDA)
LBDI Bldg., Ashmun St.
POB 1019
Monrovia, Liberia

Tel: 221466

Founded in 1970. An intergovernmental association of 16 West African countries: Benin, Burkina-Faso, Chad, Cote d'Ivoire, The Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Mauritania, Niger, Nigeria, Senegal, Sierra Leone, and Togo. WARDA's primary aim is to increase rice production in West Africa, to ensure the controlled introduction of pure disease-free seed of new rice varieties for its research programs and for the region. WARDA serves as the sole importer and distributor of seed from outside West Africa through its Seed Storage and Processing Laboratory, Located at the University of Liberia's College of Agriculture in Fendall.

Developmental/Financial/Funding Institutions

The Africa Growth Fund (AFG)
1850 K St., NW, Ste. 309
Washington, DC 20006
Tel: 202-293-1860
FAX: 202-872-1521

The Africa Growth Fund is designed to provide equity capital in start-up, expanding, or rehabilitating productive private enterprises in any of the 40 Sub-Saharan African countries. Partnership consists of 10 limited partners, all U.S. corporate investors.

African Center for Monetary Studies
15 blvd. Franklin Roosevelt
BP 1791
Dakar, Senegal
Tel: 2-33821
FAX: 2-37760

The Center is an international institution, established in 1978, and supported by the Association of African Central Banks. Its goal is to promote the economic development of Africa through a better understanding of banking and monetary policies.

African Development Bank (ADB)
African Development Bank Group
BP 1387
Abidjan 01, Cote d'Ivoire
Tel: 20-44-44
FAX: 22-78-39

Established in 1963, began operations in 1966. ADB lends funds and provides technical assistance to its 51 member countries in Africa for development projects and economic adjustment programs. There are also 25 non-African members; the United States is a member. The African Development Group consist of the Africa Development Fund, the Nigeria Trust Fund (which provide concessionary loans), and the African Development Bank itself.

African Export-Import Bank (Afreximbank)
World Trade Centre
Corniche el-Nil
Cairo, Egypt

Founded in 1993, it aims to increase the volume of African exports and to expand intra-African trade by financing exporters and importers directly and indirectly through trade finance institutions.

Arab Bank for Economic Development in Africa (BADEA)
Tahrir Square
POB 11642
Cairo, Egypt
Tel: 2-750511
FAX: 2-740331

Established in 1973 by most of the members of the League of Arab States. Provides economic development assistance to all the members of the Organization of African Unity (OAU) that do not belong to the Arab League. Provides assistance to specific infrastructure projects, agriculture, and industrial development.

Association of African Central Banks (AACB)
15 blvd. F. Roosevelt
BP 1791
Dakar, Senegal
Tel: 23-38-21
FAX: 23-77-60
Established in 1968, promotes co-operation among monetary, banking and financial institutions in Africa. Members: 36 African central banks, representing 47 countries.

Association of Africa Development Finance Institutions (AADFI)
c/o African Development Bank
BP 1387
Abidjan 01, Cote d'Ivoire
Tel: 20-44-44
FAX: 22-78-39

Founded in 1975, the association promotes cooperation among the development banks of the region in matters relating to development ideas, project design and financing. Members: 81 institutions in 53 African and non-African countries.

East African Development Bank (EADB)
4 Nile Ave.
PO Box 7128
Kampala, Uganda
Tel: 41-230021
FAX: 41-259763

Established in 1967; representatives of Kenya, Tanzania, and Uganda. Encourages the development of member states by extending financial assistance; provides consulting and promotional service; also offers computerized services.

Eastern and Southern African Trade and Development Bank (PTA Bank)
BP 1750
Bujumbura, Burundi
Tel: 22-5432
FAX: 22-4983

Established in 1986, finances PTA projects and trade related activities.

Export-Import Bank of the United States (Eximbank)
Marketing and Program Development Division
811 Vermont Ave., NW
Washington, DC 20571
Tel: 202-566-8990; 1-800-424-5201 (Business Advisory Hotline)
FAX: 202-566-7524

Founded in 1934. An independent U.S. Government agency that assists in the financing of U.S. exports; enables U.S. exporters to compete fairly in overseas markets on the basis of price, performance, delivery and services; does not compete with commercial financing.

Foreign Credit Insurance Association (FCIA)
40 Rector St., 11th Floor
New York, NY 10006
Tel: 212-306-5000

FAX: 212-513-4704

Founded in 1962, insures companies against the risks of nonpayment by buyers for commercial and/or political reasons. It operates in cooperation with, and as an agent of, the Export-Import Bank of the United States (Eximbank).

International Bank for Reconstruction and Development (IBRD)
1818 H St., NW
Washington, DC 20433
Tel: 202-477-1234
FAX: 202-477-6391

Established in 1945. Member governments of the International Monetary Fund (IMF). Assists the reconstruction and productive growth of Third World nations by facilitating the investment of capital in development projects and activities. Works in conjunction with the International Development Association (IDA) and the International Finance Corporation (IFC) to carry out policies and strategies of the World Bank.

International Development Association (IDA)
1818 H St., NW
Washington, DC 20433
Tel: 202-477-1234
FAX: 202-477-6391

Began operations in 1960; affiliated to the International Bank for Reconstruction and Development (IBRD). IDA advances capital to the poorer developing member countries on more flexible terms than those offered by the IBRD.

International Finance Corporation (IFC)
1850 I St., NW
Washington, DC 20433
Tel: 202-477-1234
FAX: 202-676-0365

Founded in 1956 as a member of the World Bank Group. Works to improve the economies of underdeveloped countries by promoting private sector growth; provides venture capital for enterprises that develop local markets.

International Fund for Agricultural Development (IFAD)
Via del Serafico 107
I-00142 Rome, Italy
Tel: 6-54591
FAX: 6-5043463

Established in 1976. Provides financial assistance for agricultural development programs intended to introduce, expand, or improve food production systems and to strengthen agricultural policies and institutions in member nations. Projects focus on those who often do not benefit from other development programmes.

International Monetary Fund (IMF)
700 19th St., NW
Washington, DC 20431
Tel: 202-623-7000
FAX: 202-623-4661

Established in 1945. The objectives of IMF are to: facilitate monetary cooperation through consultation and collaboration among member nations; assist in the balanced expansion of trade and thus contribute to the international development and prosperity of nations; maintain stability in monetary exchange arrangements; participate in establishing a multilateral system of payments between member nations and in eliminating exchange restrictions that hamper trade.

Islamic Development Bank (IDB)
POB 5925
Jeddah 21432, Saudi Arabia
Tel: 2-636-1400
FAX: 2-636-6871

Founded in 1975. Its aim is to encourage the economic and social development of member countries and Muslim communities worldwide in accordance with Islamic law. Provides financial and technical assistance to members; offers equity and interest-free loans for infrastructure projects; promotes foreign trade between members.

Participating African countries are: Algeria, Benin, Burkina Faso, Cameroon, Chad, Comoros, Djibouti, Egypt, Gabon, the Gambia, Guinea, Guinea-Bissau, Lybia, Mali, Mauritania, Morocco, Niger, Senegal, Sierra Leone, Somalia, Sudan, and Uganda.

Multilateral Investment Guarantee Agency (MIGA)
1818 H St., NW
Washington, DC 20433
Tel: 202-477-1234
FAX: 202-477-6391

Founded in 1988 as an affiliate of the World Bank. Its authority is to stimulate the flow of foreign direct investment to, and among, developing member countries, through the mitigation of political risk in the form of investment insurance.

OPEC Fund for International Development
POB 995
Vienna, Austria
Tel: 1-51-56-40
FAX: 1-513-92-38
Established in 1976 by OPEC member countries. African members include: Burkina Faso, Burundi, Cape Verde, Chad, Comoros, Guinea, Lesotho, Mali, Mauritania, Mozambique, Niger, and Tanzania. The OPEC Fund's objective is to reinforce financial cooperation between OPEC member countries and other developing countries through the provision of financial support; to assist developing countries in their economic and social development; finance technical assistance and research through grants.

Overseas Private Investment Corporation (OPIC)
1100 New York Ave., NW
Washington, DC 20527
Tel: 202-336-8404; 202-336-8799 (information)
Tel: 202-336-8680; 800-424-6742 (investment assistance)
FAX: 202-408-9859

OPIC promotes economic growth in less developed countries by encouraging U.S. private investment in those nations. There are 40 eligible African countries that have entered into agreements with the United States so as to benefit from OPIC's programs. OPIC provides assistance through

political risk insurance, direct loans, and loan guarantees.

Societe Internationale Financiere Pour les Investissements et le Developpement en Afrique (SIFIDA)
22 rue Francois-Perreard
BP 310
1225 Chene-Bourg/Geneve, Switzerland
Tel: 22-3486000
FAX: 22-3482161

Founded in 1970; promotes the establishment and growth of productive enterprises in Africa; finances industrial projects; organizes organized loans, project identification and development; and export finance. Shareholders include: the African Development Bank (ADB), International Finance Corporation (IFC), and financial, industrial, commercial institutions in Asia and Australia, the Caribbean, Europe and North America.

Union Africaine des Banques Pour le Developpment
BP 2045
Cotonou, Benin
Tel: 30-15-00
FAX: 30-02-84

Established in 1962; promotes development through exchanges, training and cooperation by regional banks. Members include national or central banks of 12 countries.

United Nations Development Programme (UNDP)
One United Nations Plaza
New York, NY 10017
Tel: 212-906-5000
FAX: 212-826-2057

Established in 1965 by the UN General Assembly to help the developing nations to increase the wealth-producing capabilities of their natural and human resources. Offices of UNDP representatives are located in 47 African south of the Sahara countries. UNDP is the central coordinating arm of the United Nations (UN) system for development assistance. It provides financial and technical assistance to agriculture, industry, education, energy, transport, communications, public administration, health, and housing projects.

U.S. Department of Agriculture (USDA)
14th St., and Independence Ave., SW
Washington, DC 20250-1000
Tel: 202-720-4216 (Commodity Credit Corporation Program/ CCC GSM 102 & 103)
202-720-9059 (Export Enhancement Program/EEP)
202-720-5521 (Market Promotion Program/MPP)
202-720-4274 (PL 480/Food for Peace Program/Titles I&III)

The U.S. Department of Agriculture (USDA) provides a variety of services to assist in financing U.S. exports of agricultural commodities.

U.S. Small Business Administration (SBA)
409 3rd St., SW
Washington, DC 20416
Tel: 202-205-6657 (Business Development)
FAX: 202-205-7230
Tel: 202-205-6490 (Financial Assistance)
FAX: 202-205-7519

The Small Business Administration assists small U.S. companies in counseling, loans, and loan guarantees. Services provided are: financial assistance that includes direct loans and loan guarantees; and business development assistance that includes individual counseling, courses, conferences, workshops on business planning, finance, management, and marketing.

U.S. Trade and Development Agency (TDA)
State Annex 16, Room 309
Washington, DC 20523-1602
Tel: 703-875-4357 (Africa, Middle East Programs)
FAX: 703-875-7447

The Trade and Development Agency (formerly the Trade and Development Program), was established in 1980, as a component organization of the International Development Cooperation Agency.

TDA's mandate is to promote economic development in, and simultaneously export U.S. goods and services to, developing and middle-income countries. Services provided are: African public sector grant financing; development bank trust funds; training and other activities.

The World Bank (WB) (International Bank for Reconstruction and Development)
Africa Division
1818 H St., NW
Washington, DC 20433
Tel: 202-473-4000
or 473-4629 (information)
FAX: 202-473-7917

Stimulates public and private foreign investment in the countries of Sub-Saharan Africa through loans, loan guarantees, and technical assistance. Finances programs that concentrate on rural and urban development, economic development projects in agriculture, environmental protection, education, improving water and sewage facilities, public health and other areas.

International Organizations

African, Caribbean and Pacific Group of States (ACP)
451 ave. Georges Henri
B-1200 Brussels, Belgium
Tel: 2-7339600
FAX: 2-7355573

Established in 1975. Promotes the development of closer trade, economic, and cultural relations among member states and among developing countries.

Association of Coffee Producing Countries
c/o Brazilian Embassy
32 Green St.
London W1Y 4AT, England
Tel: 71-499-0877
FAX: 71-493-4790

Founded in 1993. Coordinates policies of coffee production and the efforts of producer countries to secure a stable situation in the world coffee market. Members consist of 28 African, Asian and Latin American countries.

Cocoa Producers' Alliance
POB 1718
Western House, 8-10 Broad St.
Lagos, Nigeria
Tel: 1-2635506
FAX: 1-2635684

Founded in 1962. Members include: Brazil, Cameroon, Cote d'Ivoire, Dominican Republic, Ecuador, Gabon, The Ghana, Malaysia, Mexico, Nigeria, Sao Tome and Principe, Togo, and Trinidad and Tobago. Promotes consumption; exchanges scientific and technical information.

Consultative Group on International Agricultural Research (CGIAR)
818 H St., NW, Room N-5049
Washington, DC 20433
Tel: 202-473-8913

Established in 1971; sponsored by the Food and Agriculture Organization (FAO) of the United Nations, the World Bank, and the United Nations Development Program (UNDP). It was organized to bring together countries, public and private institutions, international and regional organizations, and representatives from developing countries in support of a network of international agricultural research centers and programs. CGIAR's main objective is to increase the quantity and improve the quality of food production in developing countries.

Desert Locust Control Organization for Eastern Africa
POB 30223
Nairobi, Kenya
Tel: 2-501704
FAX: 2-505137

Established in 1962; promotes most effective control of desert locust in the region; assists member states in the monitoring and extermination of other migratory pests.

East Africa Association (EAA)
Sir John Lyon House
5 High Timber St.
Upper Thames St.
London EC4V 3PA, England
Tel: 71-2485721
FAX: 71-2485916

Founded in 1964. Members include companies from Australia, Belgium, Denmark, France, Germany, Japan, Netherlands, Switzerland, the United Kingdom and the United States with business interest in Kenya, Madagascar, Mauritius, Seychelles, Tanzania, and Uganda. Interests include agriculture, banking, engineering, insurance, manufacturing, petroleum, publishing, shipping and transportation.

Federation of African Chambers of Commerce
c/o Economic Commission for Africa (ECA)
POB 3001
Addis Ababa, Ethiopia
Tel: 1-517200
FAX: 1-514416

The Franc Zone
Direction Generale des Services Etrangers
[Service de la Zone Franc]
Banque de France
39 Rue Croix-des-Petits-Champs
BP 140-01
Paris Cedex 01, France
Tel: 1-42-92-31-26
FAX: 1-42-92-39-88

Established in 1972/1973. The zone governs the credit, exchange and monetary relations between France and groups of countries whose currencies are linked with the French franc at a fixed rate of exchange and who agree to hold their reserves mainly in the form of French francs. The main characteristics of the Franc Zone are freedom to transfer funds throughout the zone, convertibility of the different currencies and fixed exchange rates. Members include: Benin, Burkina Faso, Cameroon, Central African Republic, Chad, Comoros, Congo, Cote d'Ivoire, Equatorial Guinea, French Republic, Gabon, Mali, Niger, Senegal, and Togo.

General Agreement on Tariffs and Trade (GATT)
Centre William Rappard
154, rue de Lausanne
CH-1211 Geneva 21,
Switzerland
Tel: 22-7395111
FAX: 22-7314206

Founded in 1947, a multilateral trade organization that encourages the expansion of world trade and the solution of trade problems by providing a framework of rules and a forum for negotiations on the reduction of tariffs and other barriers to trade.

Group of Seven for European Private Sector Cooperation with Africa, the Caribbean, and the Pacific (ACP)
119 ave. General Eisenhower
B-1030 Brussels, Belgium

Tel: 2-2154907
FAX: 2-2154147
Established in 1973. Consists of European associations concerned with agriculture, banking, commerce, industry and investment in Africa, the Caribbean, and Pacific regions.

Indian Ocean Commission (IOC)
Q4, Ave Sir Guy Forget, BP 7
Quatre Bornes, Mauritius
Tel: 425-9564
FAX: 425-1209

Established in 1992. The commission's main aim is to promote regional cooperation and inter-island trade; and to establish maritime transport and shipping services. Also concerned with tuna-fishing development; protection and management of environmental resources; strengthening of meteorological services; and the development of tourism in the Indian Ocean. Members consist of: Comoros, France, Madagascar, Mauritius and Seychelles.

Inter-African Bureau for Animal Resources (IBAR)
POB 30786
Nairobi, Kenya
Tel: 2-338544

Founded in 1951; members consist of countries belonging to the Organization of African Unity (OAU); aims to control widespread animal diseases; seeks improvement in animal health and production in Africa.

International Association of Chain Stores
61 quai d'Orsay
75007 Paris, France
Tel: 1-47054843
FAX: 1-45515983

Founded in 1953, members include 500 companies in 38 countries. Serves as an international center for companies of the food trade and the food industry; professional association of major food retailing chains and their suppliers.

International Centre for Tropical Agriculture (CIAT)
Apdo Aereo 6713
Cali, Colombia, South America
Tel: 57-24450-000
FAX: 57-24450-273

Established in 1967. Concerned with alleviating hunger and poverty in tropical developing countries. Focuses on using new technologies in agriculture research; on production problems of the tropics, concentrating on field beans, cassava, rice and tropical pastures.

International Chamber of Commerce (ICC)
38 Cours Albert 1er
75008 Paris, France
Tel: 1-49532828
FAX: 1-49532942

Founded in 1919 to promote free trade and private enterprise; provides practical services and represents business interests at governmental and intergovernmental levels.

International Group of National Associations of Manufacturers of Agrochemical Products
79A ave Albert Lancaster
1180 Brussels, Belgium
Tel: 2-375-6860

Established in 1967. Focuses on the rational use of chemicals in agriculture; the harmonization of national and international legislation; respect for industrial property rights; encourages research on chemical residues and toxicology.

International Tea Promotion Association
POB 20064, Tea Board of Kenya
Nairobi, Kenya
Tel: 2-220241
FAX: 2-331650

Founded in 1979. Members include Bangladesh, Indonesia, Kenya, Malawi, Mauritius, Mozambique, Tanzania, and Uganda. These eight countries account for about 35% of world exports of black tea.

The Lomé Convention
ACP Secretariat, ACP House
451 ave Georges Henri
1200 Brussels, Belgium
Tel: 2-733-96-00
FAX: 2-735-55-73

The Lomé Convention is a trade and aid agreement signed by the European Community (EC) and African, Caribbean and Pacific (ACP) states. At the present, all Sub-Saharan African countries are members, with the exception of South Africa. The agreement guarantees duty-free entry to the European Union (EU) (formerly, the European Community) for some commodities produced by the ACP states.

Organisation for Economic Cooperation and Development (OECD)
2 rue Andre Pascal
F-75775 Paris Cedex 16, France
Tel: 1-45248200
FAX: 1-45248500

Founded in 1961; supersedes Organisation for European Economic Cooperation, founded in 1948. Stimulates economic cooperation between member countries; expands world trade; and coordinates aid for less developed areas of the world.

Organisation of the Petroleum Exporting Countries (OPEC)
Obere-Donaustrasse 93
A-1020 Vienna, Austria
Tel: 1-211120
FAX: 1-264320

OPEC's principal aims are the coordination and unification of the petroleum policies of member countries and the determination of the best means for safeguarding their individual and collective interests.

Pan-African Union of Science and Technology
POB 2339
Brazzaville, Congo
Tel: 8-32265
FAX: 8-32185

Established in 1987 to promote the use of science and technology in furthering the development of Africa.

Permanent Interstate Committee for Drought Control in the Sahel (CILSS)
BP 7049
Ouagadougou, Burkina Faso
Tel: 226-306757
FAX: 226-307247
Established in 1973, members include representatives of African countries in the Sahel that are affected by devastating droughts. The goals of the organization is to combat the drought and desertification in the Sahel through long term strategies.

United Nations (UN) Specialized Agencies:

- *Food and Agriculture Organisation of the UN (FAO)*
  Viale delle Terme di Caracalla
  00100 Rome, Italy
  Tel: 6-52251
  FAX: 6-5225-5155

  Established in 1945, in Quebec, Canada. The Organisation aims to alleviate malnutrition and hunger, and serves as a coordinating agency for development programmes in the whole range of food and agriculture, including forestry and fisheries. FAO assists developing countries to promote educational and training facilities and the creation of appropriate institutions.

- *International Labor Organisation (ILO)*
  4 route des Morillons
  1211 Geneva 22, Switzerland
  Tel: 22-7996111
  FAX: 22-7988685

  Founded in 1919, to work for social justice as a basis for lasting peace. ILO's mandate is to promote decent living standards, satisfactory conditions of work and pay, and adequate employment opportunities. Regional office for Africa is located in Abidjan, Cote d'Ivoire.

- *International Maritime Organization (IMO)*
  4 Albert Embankment
  London, SE1 7SR, England
  Tel: 71-735-7611
  FAX: 71-587-3210

  Began operations in 1959 as a specialized agency of the United Nations to facilitate cooperation among governments on technical matters affecting international shipping.

- *International Organization for Standardization (ISO)*
  1 rue de Varembe
  Case Postale 56
  CH-1211 Geneva 20, Switzerland
  Tel: 22-7490111
  FAX: 22-7333430

  Founded in 1947. Develops and publishes international standards to facilitate exchange of goods and services; fosters mutual cooperation in intellectual, scientific, technological economic efforts. Affiliated with the American National Standards Institute.

- *International Telecommunication Union (ITU)*
  Place des Nations
  1211 Geneva 20, Switzerland
  Tel: 22-7305111
  FAX: 22-7337256

  In 1947 became a specialized agency of the United Nations. It encourages world cooperation in the use of telecommunications; promotes technical development and harmonizes national policies in the field.

- *United Nations Conference on Trade and Development (UNCTAD)*
  Palais des Nations
  1211 Geneva 10, Switzerland
  Tel: 22-9071234
  FAX: 22-9070057

  Established in 1964. Its main function is to promote international trade, particularly that of developing countries.

- *United Nations Economic Commission for Africa (ECA)*
  Africa Hall, PO B 3001
  Addis Ababa, Ethiopia
  Tel: 1-517200
  FAX: 1-514416

  Seeks to facilitate socioeconomic development in Africa and to strengthen economic relations among African nations and with other countries of the world. Operates field activities through the Multinational Programming and Operational Centers.

- *United Nations Environment Programme (UNEP)*
  POB 30552
  Nairobi, Kenya
  Tel: 2-230800
  FAX: 2-226890

  Established in 1972, focuses on international cooperation in areas relating to the human environment.

- *United Nations Industrial Development Organization (UNIDO)*
  POB 300
  1400 Vienna, Austria
  Tel: 1-211310
  FAX: 1-232156

  Began operations in 1967, assists in the industrialization of developing countries through direct assistance of national and international resources.

- *World Intellectual Property Organisation (WIPO)*
  34 chemin des Colombettes
  1211 Geneva 20, Switzerland
  Tel: 022-7309111
  FAX: 022-733542

  Established in 1970, it became a specialized agency of the United Nations in 1974. Promotes the protection of intellectual property throughout the world through cooperation among states and, where appropriate, with other international organisations.

World Meteorological Organization (WMO)
CP 2300
41 ave Giuseppe Motta
1211 Geneva, Switzerland
Tel: 22-7308111
FAX: 22-7342326

Began its activities in 1951, seeking to improve the exchange of weather information and its applications. Regional office for Africa is located in Bujumbura, Burundi.

World Export Processing Zones Association (WEPZA)
POB 986
Flagstaff, AZ 86002
Tel: 602-779-0052
FAX: 602-774-8589

Founded in 1978. Fosters information exchange and represents members' interests before international bodies. Provides computerized service, including information on world trade manufactured goods from developing countries to North America, Europe, and Japan.

World Tourism Organization (WTO)
Calle Capitan Haya 42
E-28020 Madrid, Spain
Tel: 1-5710628
FAX: 1-5713733

Established in 1975. Promotes tourism and its contribution to economic development, international understanding, peace and prosperity.

World Trade Centers Association (WTCA)
One World Trade Center
New York, NY 10048
Tel: 212-432-2626
FAX: 212-488-0064

Founded in 1968. Promotes trade through the establishment of world trade centers, including education facilities, information services and exhibition facilities; operates an electronic trading and communication system World Trade Center Network.

Research Centers

African:

African Regional Center for Technology (ARCT)
BP 2435, Immeuble Fahd Ben Abdel Aziz
Ave. Djily Mbaye
Dakar, Senegal
Tel: 2-37712
FAX: 2-37713
E-mail:
arct@endadak.gn.apc.org

Established in 1977; sponsored by the United Nations Economic Commission for Africa and the Organization of African Unity. Promotes the use of technology in development projects; assists in the formulation of technology policies as an integral part of scientific, technological, and socioeconomic development planning; promotes the dissemination of technology and technological information.

Association for the Advancement of Agricultural Science in Africa (AAASA)
POB 30087
Addis Ababa, Ethiopia
Tel: 1-443536

Founded in 1968; promotes the development and application of agricultural sciences and the exchange of ideas.

Council for the Development of Economic and Social Research in Africa (CODESRIA)
BP 3304
Dakar, Senegal
Tel: 2-30211
FAX: 2-41289

CODESRIA is a pan-African nongovernmental organization; area of research interest includes all aspects of economic and social development in Africa.

Desert Locust Control Organization for Eastern Africa
POB 4255
Addis Ababa, Ethiopia
Tel: 1-611475
FAX: 1-611648
Established in 1962. Member countries include: Djibouti, Ethiopia, Kenya, Somalia, Sudan, Tanzania, and Uganda. Operates a pest research laboratory to study and test alternative chemicals for control of locusts and other migratory pests, including the tsetse fly; also studies control of grain-eating birds.

International Red Locust Control Organization for Central and Southern Africa
POB 240252 and 72751
Ndola, Zambia
Tel: 2-612433
FAX: 2-614285
E-mail: irlco@unza.gn.apl.org

Founded in 1971. Center conducts a research and development program aimed at improving methodologies and developing techniques for locust survey and control; also conducts assessments of the environmental impact of monitoring pest control techniques.

International:

FAO Research Development Center
Food and Agriculture Organization
Via delle Terme di Caracalla
00100 Rome, Italy
Tel: 6-57973955
FAX: 6-57973152

Established in 1973; the Center conducts studies on agricultural research systems policy, planning, organization, management; implementation and technology transfer capabilities of developing countries.

International Crops Research Institute for the Semi-Arid Tropics (ICRISAT)
Patancheru 502 324
Andhra Pradesh, India
Tel: 40-596161
FAX: 40-241239

Founded in 1972; ICRISAT is one of 18 research centers supported by the Consultative Group on International Agricultural Research. Its main objective is to improve the quantity and reliability of food production in the semi-arid tropics by improving both the cultivated varieties of major food crops and the management of soils and water.
African affiliates consist of: Sahelian Center; West Africa Sorghum Improvement Program, Kano, Nigeria, and Bamako, Mali; Eastern Africa Regional Cereals and Legumes Program.

International Center for Agricultural Research in the Dry Areas (ICARDA)
POB 5466
Aleppo, Syria
Tel: 21-213433
FAX: 21-213490

Founded in 1977; ICARDA is one of 17 research centers supported by the Consultative Group on International Agricultural Research. The Center's primary objective is to increase agricultural production in developing countries, including improvement of barley, lentils, and faba beans on a world wide scale.

International Centre for Research in Agroforestry (ICRAF)
ICRAF House, United Nations Ave.
POB 30677
Nairobi, Kenya
Tel: 2-521450
FAX: 2-521001
E-mail: icraf@cgnet.com

Established in 1977; it is a non-profit international organization. Promotes, coordinates, and supports research and training in the field of agroforestry; maintains an agroforestry literature database, and a multipurpose trees database.

International Center for Tropical Agriculture (CIAT)
Apartado Aereo 67-13
Cali, Colombia
Tel: 2-4450000
FAX: 2-4450273
E-mail: ciat@cgnet.com

Founded in 1967; CIAT is one of 18 research centers supported by the Consultative Group on International Agricultural Research. The Center is both a Germplasm Development Center and an Ecoregional Center; maintains specialized research units on geographical information systems, biotechnology, virology, acid soils, and genetic resources.

International Fertilizer Development Center (IFDC)
PO Box 2040
Muscle Shoals, AL 35662, USA
Tel: 205-381-6600

Founded in 1974; its main goal is to alleviate world hunger by increasing agricultural production in the tropics and subtropics through development of improved fertilizer and fertilizer use. Maintains laboratories and greenhouses, pilot-scale fertilizer manufacturing plants, and training centers. IFDC-divisions are located in Africa and Asia.

International Food Policy Research Institute (IFPRI)
1200 17th St., NW
Washington, DC 20036, USA
Tel: 202-862-5600
FAX: 202-467-4439
E-mail: ifpri@astcgnet.com

Founded in 1975; it is one of 18 research centers supported by the Consultative Group on International Agricultural Research. The Institute analyzes alternative national and international strategies for improving the food situation of low-income countries and peoples of the world. Research activities focus on increasing sustainable food production and improving nutrition in developing countries while maintaining a natural resource base.

International Institute of Tropical Agriculture (IITA)
Oyo Rd., Private Mail Bag 5320
Ibadan Oyo, Nigeria
Tel: 2-2412626
FAX: 2-2412221
E-mail: iita@cgnet.com

Established in 1967; the Institute is a non-profit corporation financed through a cooperative arrangement between the Ford and Rockefeller Foundations, and the government of Nigeria. IITA is one of 13 research centers supported by the Consultative Group on International Agricultural Research. Its objective is to increase yields and improve the quality of food crops in the humid and subhumid tropics with emphasis on development of high-yielding and insect- and disease-resistant plants. The Institute has global responsibility for research on cowpeas and yams; and regional responsibilities within tropical and subtropical Africa for cassava, maize, soybeans, plantains and cooking bananas.

International Livestock Research Institute (ILRI)
(Former name: International Livestock Center for Africa)
POB 5689
Addis Ababa, Ethiopia
Tel: 1-613215
FAX: 1-611892
E-mail: ilri-ethiopia@cgnet.com

Founded in 1994; ILRI is one of 18 centers supported by the Consultative Group on International Agricultural Research. The Institute focuses on development and demonstration of improved livestock production systems and functions to enhance nutrition and well-being in low-income people; and on prevention of major animal diseases.

International Rice Research Institute (IRRI)
POB 933
Manila 1099, Philippines
Tel: 2-884869
FAX: 2-8178470

Founded in 1960; the Institute is a nonprofit international agricultural research center founded by the Ford and Rockefeller Foundations and supported by the Consultative Group on International Agricultural Research. IRRI focuses on biological, physical, and social aspect of rice production, on increasing production efficiency and sustainability in all rice-growing environment.

International Seed Testing Association (ISTA)
POB 412 Secretariat
CH-8046 Zurich, Switzerland
Tel: 1-3713133
FAX: 1-3713427

Established in 1924; ISTA is an intergovernmental organization with a worldwide membership. It's primary objective is to develop, adopt, and publish standard procedures for sampling and testing seeds; to promote uniform application of these procedures for evaluation of seeds moving in international trade; promotes research in all areas of seed science and technology.

International Service for National Agricultural Research (ISNAR)
Postbus 93375
2509 AJ The Hague, Netherlands
Tel: 70-3496100
FAX: 70-3819677

Founded in 1980; an independent, nonprofit agency supported by the Consultative Group on International Agricultural Research. ISNAR assists developing countries in strengthening their national agricultural research system; helps governments identify research needs, priorities and plan research strategies.

IRI Research Institute
PO Box 1276
169 Greenwich Ave.
Stamford, CT 06902
Tel: 203-327-5985
FAX: 203-359-1595

Founded in 1950; IRI is an independent, nonprofit, international research and development organization. Research activities include international agriculture and increase in crop and livestock production in developing countries worldwide.

Technical Centre for Agricultural and Rural Cooperation (CTA)
Postbus 380
NL-6700 AJ Wageningen, Netherlands
Tel: 83-8060400
FAX: 83-8030152

Established in 1983 under the Convention of Lomé by the African, Caribbean, and Pacific states and the European Union. Provides access to scientific and technical information in the area of agricultural and rural development. Activities include agricultural and livestock production; desertification; pest and disease control; food storage; forestry and fisheries; and relations with financial institutions.

United States:

The Agricultural Experiment Stations/Research Centers listed below are located on U.S. State Universities and/or Land-Grant Colleges.

Please contact the Agricultural Experiment Stations/Research Centers directly for information on their respective agricultural and international research activities.

Alabama
Agricultural Experiment Station
308 Sanford Hall
Auburn University
Auburn University, AL 36849-5403
Tel: 205-844-2237
FAX: 205-5511
E-mail:
auaaes@ducvax.auburn.edu

Alaska
Agricultural and Forestry Experiment Station, School of Agriculture and Land Resources Management
172 Arctic Health Research Building
University of Alaska Fairbanks
PO Box 757140
Tel: 907-474-7083
FAX: 907-474-6567
E-mail:
fnclw@acad3.alaska.edu

American Samoa
Agricultural Experiment Station
American Samoa Community College
POB 2609
Pago Pago, American Samoa 96799-2609
Tel: 684-639-9155
FAX: 684-699-2605

Arizona
Agricultural Experiment Stations
University of Arizona
Tucson, AZ 85721
Tel: 602-621-3859
FAX: 602-621-7196
E-mail: kltnbch@ag.arizona.edu

Arkansas
Agricultural Experiment Station
University of Arkansas
Fayetteville, AR 72701
Tel: 501-575-4446
FAX: 501-575-7273
E-mail: scifres@comp.uark.edu

California
Agricultural and Natural Resources Programs
DANR - Northern Region
University of California
Davis, CA 95616
Tel: 916-757-8621
FAX: 916-757-8817
E-mail: tpsalmon@ucdavis.edu

Agricultural and Natural Resources Programs
DANR - North Central Region
University of California
Davis, CA 95616
Tel: 916-757-8615
FAX: 916-757-8866
E-mail: njking@ucdavis.edu

Agricultural and Natural Resources Programs
Kearney Agricultural Center
9240 South Riverbend Ave.
Parlier, CA 93648
Tel: 209-891-2511
FAX: 209-891-2513
E-mail:
wrhambleton@ucdavis.edu

Agriculture and Natural Resources Programs
Cooperative Extension
University of California
Riverside, CA 92521
Tel: 909-787-3321
FAX: 909-787-4675
E-mail:
adsmith@ucrac1.ucr.edu

Colorado
Agricultural Experiment Station
Colorado State University
Room 16, Administration
Fort Collins, CO 80523
Tel: 303-491-5371
FAX: 303-491-7396
E-mail:
aesdir@aggate.agsci.colostate.edu

Connecticut
Agricultural Experiment Station
PO Box 1106
123 Huntington St.
New Haven, CT 06504
Tel: 203-789-7214
FAX: 203-789-7232
E-mail: frink@yalevm.bitnet

Delaware
Agricultural Experiment Station
Delaware State College
Dover, DE 19901
Tel: 302-739-4929
FAX: 302-739-4997
E-mail: kbell@dsc.edu

Florida
Institute of Food and Agricultural Science
Agricultural Experiment Station
1022 McCarty Hall
PO Box 110200
University of Florida
Gainesville, FL 32611-0200
Tel: 904-392-1784
FAX: 904-392-4965
E-mail:
research@gnv.ifas.ufl.edu

Georgia
Agricultural Experiment Station
107 Conner Hall
University of Georgia
Athens, GA 30602-7503
Tel: 706-542-2151
FAX: 706-542-1119
E-mail: agresch@uga.bitnet

Guam
Agricultural Experiment Station
College of Agriculture and Life Sciences
University of Guam, UOG Station
Mangilao, Guam 96913
Tel: 671-734-3113
FAX: 671-735-6842
E-mail: cals-uog@uog.pacific.edu

Hawaii
Agricultural Experiment Station
College of Tropical Agriculture and Human Resources
University of Hawaii at Manoa
3050 Maile Way, Room 202
Honolulu, HI 96822
Tel: 808-956-8234
FAX: 808-956-9105
E-mail: ta_dean1@avax.ctahr.hawaii.edu

Idaho
Agricultural Experiment Station
University of Idaho
Moscow, ID 83844-2337
Tel: 208-885-7173
FAX: 208-885-6654
E-mail: agres@uidaho.edu

Illinois
Agricultural Experiment Station
211 Mumford Hall
University of Illinois
1301 West Gregory Drive
Urbana, IL 61801
Tel: 217-333-0240
FAX: 217-333-5816
E-mail: axxiaes@uicvmc.bitnet

Indiana
Agricultural Research Programs
1140 AGAD
Purdue University
West Lafayette, IN 47907-1140
Tel: 317-494-8362
FAX: 317-494-0808
E-mail: brb@aes.purdue.edu

Iowa
Agriculture and Home Economics Experiment Station
Iowa State University
Ames, IA 50011
Tel: 515-294-2518
FAX: 515-294-6800
E-mail: al.dgt@isumvs.bitnet

Kansas
Agricultural Experiment Station
113 Waters Hall
Kansas State University
Manhattan, KS 66506
Tel: 913-532-6147
FAX: 913-532-6563
E-mail: agdean@ksuvm.ksu.edu

Kentucky
Agricultural Experiment Station
University of Kentucky
Lexington, KY 40546-0091
Tel: 606-323-3333
FAX: 606-323-2885
E-mail: olittle@ca.uky.edu

Louisiana
Agricultural Experiment Station
Louisiana State University
Agricultural Center
PO Box 25055
Baton Rouge, LA 70894-5055
Tel: 504-388-4181
FAX: 504-388-6032
E-mail: eslati@lsuvm.sncc.lsu.edu

Maine
Agricultural and Forest Experiment Station
University of Maine
Orono, ME 04469-5782
Tel: 207-581-3202
FAX: 207-581-3207
E-mail: maes1@maine.maine.edu

Maryland
Agricultural Experiment Station
University of Maryland
1104 Symons Hall
College Park, MD 20742
Tel: 301-445-8070
FAX: 301-445-8072
E-mail: t592@umail.umd.edu

Massachusetts
Agricultural Experiment Station
University of Massachusetts
Amherst, MA 01003
Tel: 413-545-2771
FAX: 413-545-1242
E-mail: rohde@titan.ucc.umass.edu

Michigan
Michigan Agricultural Experiment Station
Michigan State University
East Lansing, MI 48824-1039
Tel: 517-355-0123
FAX: 517-353-5406
E-mail: aesdir@ibm.cl.msu.edu

Minnesota
Agricultural Experiment Station
University of Minnesota
220 Coffey Hall
1420 Eckles Ave.
St. Paul, MN 55108
Tel: 612-625-4211
FAX: 612-625-0286
E-mail: xabd@vml.spcs.umn.edu

Mississippi
Agricultural and Forestry Experiment Station
Mississippi State University
P.O. Drawer ES
Mississippi State, MS 39762
Tel: 601-325-3005
FAX: 601-325-8726
E-mail: sutphin_sylvia@admin.msstate.edu

Missouri
Agricultural Experiment Station
University of Missouri
Columbia, MO 65211
Tel: 314-882-3846
FAX: 314-882-0388
E-mail: agdn0731@umcvmb.missouri.edu

Montana
Agricultural Experiment Station
Montana State University
Bozeman, MT 59717-0002
Tel: 406-994-3681
FAX: 406-994-6579
E-mail: aaxsm@msu.oscs.montana.edu

Nebraska
Agricultural Experiment Station
University of Nebraska

207 Ag Hall
Lincoln, NE 68583-0704
Tel: 402-472-2045
FAX: 402-472-9071
E-mail:
agrr001@un1vm.un1.edu

Nevada
Agricultural Experiment Station/221
University of Nevada, Reno
Reno, NV 89557-0107
Tel: 702-784-1614
FAX: 702-784-6604
E-mail: robbins@fs.scs.unr.edu

New Hampshire
Agricultural Experiment Station
University of New Hampshire
Durham, NH 03824
Tel: 603-862-1450
FAX: 603-862-1585

New Jersey
Agricultural Experiment Station
Rutgers University, Cook College
PO Box 231
New Brunswick, NJ 08903
E-mail:
lund@daemon.rutgers.edu

New Mexico
Agricultural Experiment Station
New Mexico State University
PO Box 3BF
Las Cruces, NM 88003
Tel: 505-646-3125
FAX: 505-646-5975
E-mail: garac@nmsu.edu

New York
Agricultural Experiment Station
Cornell University
245 Roberts Hall
Ithaca, NY 14853
Tel: 607-255-2554
FAX: 607-255-9499
E-mail: wrc2@cornell.edu

Agricultural Experiment Station
State Station
Geneva, NY 14456
Tel: 315-787-2211
FAX: 315-787-2276
E-mail:
jim_hunter@qmrelay.mail.cornell.edu

North Carolina
North Carolina Agricultural Research Service
North Carolina State University
Box 7643
Raleigh, NC 27695-7643
Tel: 919-515-2717
FAX: 919-515-7745
E-mail:
research@cals1.cals.ncsu.edu

North Dakota
Agricultural Experiment Station
North Dakota State University
State University Station, Box 5435
Fargo, ND 58105
Tel: 701-237-7655
FAX: 701-237-8520
E-mail: exp-dir@ndsuext.nodak.edu

Ohio
Ohio Agricultural Research and Development Center
Ohio State University
2120 Fyffe Rd.
Columbus, OH 43210
Tel: 614-292-3897
FAX: 614-292-3263

Ohio Agricultural Research and Development Center
Ohio State University
1680 Madison Ave.
Wooster, OH 44691
Tel: 216-263-3703
FAX: 216-263-3688

Oklahoma
Agricultural Experiment Station
139 Agricultural Hall
Oklahoma State University
Stillwater, OK 74078-0500
Tel: 405-744-5398
FAX: 405-744-5339
E-mail: okdivag@osucc.bitnet

Oregon
Agricultural Experiment Station
Oregon State University
Strand Agriculture Hall 138
Corvallis, OR 97331-2201
Tel: 503-737-2331
FAX: 503-737-3178
E-mail: dutson@bcc.orst.edu

Pennsylvania
Agricultural Experiment Station
217 Agricultural Administration Bldg.
Pennsylvania State University
University Park, PA 16802-2600
Tel: 814-865-5410
FAX: 814-863-7905
E-mail:
ckrueger@psupen.psu.edu

Puerto Rico
College of Agricultural Sciences
University of Puerto Rico
Mayaguez Campus
Mayaguez, PR 00681-5000
Tel: 809-833-3486
FAX: 809-832-4220
E-mail: j-fernandez@rumac.upr.cun.edu

Puerto Rico
Puerto Rico Agricultural Experiment Station
PO Box 21360
Rio Piedras, PR 00928
Tel: 809-265-3850
FAX: 809-832-4220

Rhode Island
Agricultural Experiment Station
University of Rhode Island
Kingston, RI 02881
Tel: 401-792-2474
FAX: 401-792-4017
E-mail: bobm@uriacc.uri.edu

South Carolina
Agricultural Experiment Station
Clemson University
Clemson, SC 29634-0351
Tel: 803-656-3140
FAX: 803-656-3779
E-mail:
jfschr@clust1.clemson.edu

South Dakota
Agricultural Experiment Station
South Dakota State University
Box 2207
Brookings, SD 57007-0291
Tel: 605-688-4149
FAX: 605-688-6065
E-mail: es00@sdsumus.bitnet

Tennessee
Agricultural Experiment Station
University of Tennessee
PO Box 1071
Knoxville, TN 37901-1071

Tel: 615-974-7121
FAX: 615-974-6479
E-mail:
pb116318@utkvm1.bitnet

Texas
Agricultural Experiment Station
The Texas A&M University System
Systems Administration Bldg.
College Station, TX 77843-2142
Tel: 409-845-3713
FAX: 409-845-9938
E-mail:
z299rm@tamvml.tamu.edu

Utah
Agricultural Experiment Station
Utah State University
Logan, UT 84322-4810
Tel: 801-750-2282
FAX: 801-750-3321
E-mail: aes@cc.usu.edu

Vermont
Agricultural Experiment Station
College of Agriculture and Life Sciences
University of Vermont
601 Main St.
Burlington, VT 05401-3439
Tel: 802-656-2980
FAX: 802-656-8642
E-mail:
1forcier@clover.uvm.edu

Virginia
Agricultural Experiment Station
College of Agriculture and Life Sciences
104 Hutcheson Hall
Virginia Polytechnic Institute and State University
Blacksburg, VA 24061-0402
Tel: 703-231-6336
FAX: 703-231-4163
E-mail: cannell@mail.vt.edu

Virgin Islands
Agricultural Experiment Station
University of the Virgin Islands
RR #2-10,000
Kingshill, St. Croix, USVI 00850
Tel: 809-778-0246
FAX: 809-778-6570

Washington
Agricultural Research Center
Washington State University
Pullman, WA 99164-6240
Tel: 509-335-4563
FAX: 509-335-6751
E-mail:
carlsonj@wsuvm1.csc.wsu.edu

West Virginia
The West Virginia Agricultural and Forestry Experiment Station
West Virginia University
PO Box 6108
Morgantown, WV 26506-6108
Tel: 304-293-2395
FAX: 304-293-3740
E-mail:
agdean@wvnvm.wvnet.edu

Wisconsin
Agricultural Experiment Station
College of Agricultural and Life Sciences
University of Wisconsin
140 Ag Hall
1450 Linden Drive
Madison, WI 53706
Tel: 608-262-4930
FAX: 608-262-4556
E-mail:
roger.wyse@mail.admin.wisc.edu

Wyoming
Agricultural Experiment Station
University of Wyoming
University Station, Box 3354
Laramie, WY 82071
Tel: 307-766-3667
FAX: 307-766-3379
E-mail: aes@uwyo.edu

Other Contacts

Agencies, and Private and Public Organizations, Facilitating International Agricultural Trade and/or Trade with Africa:

African-American Institute
1625 Massachusetts Ave., NW, Ste. 400
Washington, DC 20036
Tel: 202-667-5636

African Development Foundation
1400 Eye St., NW, 10th Floor
Washington, DC 20005
Tel: 202-673-3916
FAX: 202-673-3810

Africare
440 R St., NW
Washington, DC 20001
Tel: 202-462-3614
FAX: 202-387-1034

Agricultural Cooperative Development International (ACDI)
50 F St., NW, Ste. 900
Washington, DC 20001
Tel: 202-638-4661
FAX: 202-626-8726

Agri-Energy Roundtable (AER)
2550 M St., NW, Ste. 275
Washington, DC 20037
Tel: 202-887-0528
FAX: 202-887-9178

American African Affairs Association
1001 Connecticut Ave., NW, Ste. 1135
Washington, DC 20036
Tel: 202-223-5110

The Citizens Network for Foreign Affairs, Inc. (CNFA)
1111 19th St., NW, Ste. 900
Washington, DC 20036
Tel: 202-296-3920
FAX: 202-296-3948

Export-Import Bank of the United States
Marketing and Small Business Office
811 Vermont Ave., NW
Washington, DC 20571
Tel: 202-566-8873
FAX: 202-377-7871

International Co-Operative Alliance (ICA)
15, rte. des Morillons
CH-1218 Grand-Saconnex, Switzerland
Tel: 22-7984121
FAX: 22-7984122
[Encourages the development of cooperatives in developing countries]

International Monetary Fund
External Relations Department
700 19th St., NW
Washington, DC 20431
Tel: 202-623-7062
FAX: 202-623-6582

International Trade Development Centers for Agriculture (ITDC's)

The ITDC's are located on U.S. land-grant colleges and universities. They provide programs and services to farmers and agribusinesses to enhance exports of agricultural and forestry commodities and related products.

Center for Agricultural Export Executive Development
College of Agriculture
300 Bradley Hall
University of Kentucky
Lexington, KY 40506-0058
Tel: 606-257-7265
FAX: 606-258-1026

Center for International Development
Oklahoma State University
Stillwater, OK 74078-0390
Tel: 405-744-7693
FAX: 405-744-8973

Center for International Trade in Forest Products (CINTRAFOR)
College of Forest Resources
AR-10
University of Washington
Seattle, WA 98195
Tel: 206-543-8684
FAX: 206-685-0790

International Agricultural Trade and Policy Center
1157 McCarty Hall
University of Florida
Gainesville, FL 32611
Tel: 904-392-5063
FAX: 904-392-8634

International Marketing Program for Agricultural Commodities and Trade (IMPACT)
123 Hulbert
Washington State University
Pullman, WA 99164-6214
Tel: 509-335-6653
FAX: 509-335-3958

International Trade Development Center
Box 5183
Northern Crops Institute
North Dakota State University
Fargo, ND 58105
Tel: 701-237-7736
FAX: 701-237-7235

Mid-America World Trade Center
350 W. Douglas
Wichita, KS 67202
Tel: 316-262-3232
FAX: 316-262-3585

Midwest Agribusiness Trade Research and Information Center (MATRIC)
Heady Hall
Iowa State University
Ames, IA 50011-1070
Tel: 515-294-1183
FAX: 515-294-6336

Northern New England Product Development and Marketing Center
201 Alumni Hall
University of Maine

Orono, ME 04469
Tel: 207-581-1502
FAX: 207-581-1517

Red River Trade Corridor, Inc.
208 Selvig Hall
University of Minnesota
Crookston, MN 56716
Tel: 218-281-8459
FAX: 218-281-8050

Texas Agricultural Market Research Center
301 Ag. Bldg. - TAMU
College Station, TX 77843-2124
Tel: 409-845-5911
FAX: 409-845-6378

University of Maryland Agricultural Trade Policy Center
Department of Agricultural and Resource Economics
College Park, MD 20742
Tel: 301-405-1264
FAX: 301-314-9091

Western International Trade Development Center (WITDC)
1200 N.W. Front Ave., Ste. 330
Portland, OR 97209-2880
Tel: 503-725-5951
FAX: 503-295-2735

Organization for Economic Cooperation and Development
Information Center
2001 L St., NW, Ste. 700
Washington, DC 20036
Tel: 202-785-6323
FAX: 202-785-0350

Overseas Private Investment Corporation
1100 New York Ave., NW
Washington, DC 20527
Tel: 202-336-8400
FAX: 202-408-9859

State Regional Trade Groups (SRTG's)

The SRTG's promote the exports of food and other agricultural products worldwide.

Eastern U.S. Agricultural and Food Export Council, Inc. (EUS&FEC)
214 Senate Ave., Ste. 600
Camp Hill, PA 17011
Tel: 717-731-6017
FAX: 717-731-6019

Mid-America International Agri-Trade Council (MIATCO)
400 West Erie St., Ste. 100
Chicago, IL 60201
Tel: 312-944-3030
FAX: 312-944-1144

Southern United States Trade Association (SUSTA)
World Trade Center, Ste. 1540
2 Canal St.
New Orleans, LA 70130-1408
Tel: 504-568-5986
FAX: 504-568-6010

Western U.S. Agricultural Trade Association (WUSATA)
13101 N.E. Highway 99, Ste. 200
Vancouver, WA 98686-2786
Tel: 206-574-2627
FAX: 206-574-7083

TransAfrica
1744 R St., NW
Washington, DC 20009-2410
Tel: 202-797-2301
FAX: 202-797-2382

21st Century Africa, Inc.
818 18th St., NW
Washington, DC 20006
Tel: 202-659-6473

U.S. Federal Government Agencies

Office of the United States Trade Representative
Office of the Assistant U.S. Trade Representative for Latin America, the Caribbean and Africa
Winder Building
600 17th St., NW, Room 521
Washington, DC 20506
Tel: 202-395-6135
FAX: 202-395-3911

U.S. Agricultural Export Development Council
1225 Eye St., NW, Ste. 500
Washington, DC 20005
Tel: 202-682-4737
FAX: 202-682-4707

U.S. Department of Agriculture (USDA) Agencies

AgExport Services Division
Foreign Agricultural Service/ USDA
AgBox 1052, Room 4939-S
Washington, DC 20250-1000
Tel: 202-690-0207
FAX: 202-690-4374
[Provides information services to help expand and promote agricultural exports]

AgExport Services Division
Foreign Agricultural Service/ USDA
AgBox 1052
Washington, DC 20250-1052
Tel: 202-720-7103
FAX: 202-690-4373
[Provides information on tariff rates and import quotas]

Agricultural Marketing Service/ USDA
Dairy Certification Service
Dairy Division
PO Box 96456
Washington, DC 20090-6456
Tel: 202-720-3171
FAX: 202-720-2643

Agricultural Marketing Service/ USDA
Fruits and Vegetables Certification Service
Fresh Products Branch
Fruit and Vegetable Division
PO Box 96456
Washington, DC 20090-6456
Tel: 202-720-5870
FAX: 202-720-0393

Agricultural Marketing Service/ USDA
Fruits and Vegetables
Certification Service
Processed Products Branch
Fruit and Vegetable Division
PO Box 96456
Washington, DC 20090-6456
Tel: 202-720-4693
FAX: 202-690-1527

Agricultural Marketing Service/ USDA
Meat Grading and Certification Branch
Livestock and Seed Division
PO Box 96456
Washington, DC 20090-6456
Tel: 202-720-1113
FAX: 202-690-4119

Agricultural Marketing Service/ USDA
Poultry Grading Branch
Poultry Division
PO Box 96456
Washington, DC 20090-6456
Tel: 202-720-3271
FAX: 202-690-3165

Agricultural Marketing Service/USDA
International Transportation Branch
Transportation and Marketing Division
14th St., and Independence Ave., SW
Room 1217 South Agriculture Bldg.
Washington, DC 20250
Tel: 202-690-1304
FAX: 202-690-1340

Agricultural Research Service/ USDA
Information Division
Room 307, Bldg 005 BARC-West
Beltsville, MD 20705
Tel: 301-504-6264
FAX: 301-504-5726
[The Agricultural Research Service (ARS) works to improve farm production, processing and marketing]

Animal and Plant Health Inspection Service/USDA
Export Certification Unit
4700 River Rd., Unit 139
Riverdale, MD 20737
Tel: 301-734-8537
FAX: 301-734-5786
[Provides information on foreign import requirements for fresh vegetables, and on obtaining phytosanitary certificates]

Animal and Plant Health Inspection Service/USDA
Veterinary Services
National Center for Import and Export
4700 River Rd., Unit 38
Riverdale, MD 20737
Tel: 301-734-3294
FAX: 301-734-6402
[Provides information on foreign import requirements for livestock and animal products]

Commodity Credit Corporation (CCC)/USDA
Area Manager,
Asia/Africa/Middle East
14th St., and Independence Ave., SW
Room 4514 South Agriculture Bldg.
Washington, DC 20250
Tel: 202-720-4216
FAX: 202-690-0251

Economic Research Service/ USDA
Sub-Saharan Africa Branch, Room 634
1301 New York Ave., NW
Washington, DC 20005-4788
Tel: 202-219-0652

Economic Research Service/ USDA
Food Aid, Room 634
1301 New York Ave., NW
Washington, DC 20005-4788
Tel: 202-219-0652

Emerging Democracies Office/ USDA
AgBox 1031
Washington, DC 20250-1032
Tel: 202-720-0368
FAX: 202-690-4369

Food Safety and Inspection Service/USDA
International Programs
Export Coordination Division
14th St., and Independence Ave., SW
Room 0114 South Agriculture Bldg.
Washington, DC 20250
Tel: 202-501-6022
FAX: 202-501-6929
[Provides foreign import requirements for meat and poultry]

Foreign Agricultural Service/ USDA
Food Safety and Technical Services
14th St., and Independence Ave., SW
Room 5545 So. Ag. Bldg
Washington, DC 20250-1000
Tel: 202-720-1301
FAX: 202-690-0677

Foreign Agricultural Service/ USDA
International Cooperation and Development
Food Industries Division
14th St., and Independence Ave., SW
Washington, DC 20250-1000
Tel: 202-690-2981
FAX: 2020-690-3982

International Trade Policy/USDA
Asia, Africa and Eastern Europe Division
Office of the Director, Room 5509 South Agriculture Bldg.
14th St., and Independence Ave., SW
Washington, DC 20250-1000
Tel: 202-720-1289
FAX: 202-720-0069

U.S. Department of Commerce (USDOC) Agencies

U.S. and Foreign Commercial Service/USDOC
Export Counseling
14th St., and Constitution Ave., NW
Room 7424
Washington, DC 20230
Tel: 202-482-0543
FAX: 202-482-4473

Trade Information Center/USDOC
14th St., and Constitution Ave., NW
Room HCHB-7424
Washington, DC 20230
Tel: 800-USA-TRADE (1-800-872-8723)
FAX: 202-482-4473
TDD: 800-833-8723

[The Department of Commerce is responsible for programs involving agricultural machinery/equipment, fertilizer, veterinary supplies, and other *noncommodity* items]

U.S. Department of State

U.S. Agency for International Development (A.I.D.)
Department of State Building, Africa Bureau
2201 C St., NW, Room 6936
Washington, DC 20523-0073
Tel: 202-647-9232
FAX: 202-647-7621

U.S. Agency for International Development (A.I.D.)
Bureau for Africa, Office of Sustainable Development
1111 North 19th St., Ste. 210
Rosslyn, VA 22209
Tel: 703-235-3832
FAX: 703-235-5423

U.S. Department of State
Central African Affairs
Main State Bldg., Room 4246
Washington, DC 20520-2902
Tel: 202-647-2080
FAX: 202-647-1726

U.S. Department of State
East African Affairs
Main State Bldg., Room 5240
Washington, DC 20520
Tel: 202-647-9742
FAX: 202-647-0810

U.S. Department of State
Southern African Affairs
Main State Bldg., Room 4238
Washington, DC 20520
Tel: 202-647-9836
FAX: 202-647-5007

U.S. Department of State
West African Affairs
Main State Bldg., Room 4250
Tel: 202-647-3406
FAX: 202-647-4855

U.S. Department of Treasury

U.S. Department of the Treasury
Bureau of Alcohol, Tobacco, and Firearms
Alcohol Import/Export Branch
650 Massachusetts Ave., NW, Room 5400
Washington, DC 20226
Tel: 202-927-8110
FAX: 202-927-8605

U.S. Department of the Treasury
U.S. Customs Service
Public Affairs Office
U.S. Department of the Treasury
1301 Constitution Ave., NW
Washington, DC 20229
Tel: 202-927-1770
FAX: 202-927-1393

U.S. Environmental Protection Agency
Public Affairs Office
401 M St., SW
Washington, DC 20460
Tel: 202-260-4454
FAX: 202-260-0130

U.S. Export Assistance Centers

U.S. Export Assistance Center
World Trade Center
401 East Pratt St., Ste. 2432
Baltimore, MD 21202
Tel: 410-962-4539
FAX: 410-962-4529

U.S. Export Assistance Center
Xerox Center
55 West Monroe St., Ste 2440
Chicago, IL 60603
Tel: 312-353-8040
FAX: 312-353-8098

U.S. Export Center
One World Trade Center
Ste. 1670
Long Beach, CA 90831
Tel: 310-980-4550
FAX: 310-980-4561

U.S. Export Assistance Center
Trade Port Bldg., 6th Floor
5600 Northwest 36th St.
Miami, FL 33166
Tel: 305-526-7425
FAX: 305-526-7434

U.S. Information Agency
African Affairs
301 4th St., SW, Ste. 716
Washington, DC 20547
Tel: 202-619-4894
FAX: 202-619-5925

U.S. Peace Corps
Office of Africa Operations
Explanade Bldg., Room 7518
1990 K St., NW
Washington, DC 20526
Tel: 202-606-3180
FAX: 202-606-3110

U.S. Small Business Administration
Office of International Trade
409 3rd St., SW, Room 600
Washington, DC 20416
Tel: 202-205-6720 (from within Washington, DC)
800-827-5722
FAX: 202-205-7272

U.S. Trade and Development Program
State Annex 16, Room 309
Washington, DC 20523
Tel: 703-875-4357
FAX: 703-875-4009

Volunteers in Overseas Cooperative Assistance (VOCA)
50 F St., NW, Ste. 1075
Washington, DC 20001
Tel: 202-383-4961
800-929-VOCA
FAX: 202-782-7204

Washington Office on Africa
110 Maryland Ave., NE
Washington, DC 20002
Tel: 202-546-7961
FAX: 202-546-1545
E-mail: woa@igc.apc.org

World Council of Credit Unions
5810 Mineral Point Rd.
PO Box 2982
Madison, WI 53701
Tel: 608-231-7130
FAX: 608-238-8020

The World Bank
Information and Public Affairs
1818 H St., NW, Room T-8025
Washington, DC 20433
Tel: 202-473-1782
FAX: 202-676-0578

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Part II
Introduction

Sub-Saharan Africa represents one of the continent's most favorable economic prospects for significant growth and development. Trade plays an essential role in the economies of Sub-Saharan African countries. The region depends on imports of food, energy, and the capital inputs that complement domestic products. Exports are the major source of financing imports. For this two-way-trade to flourish, African countries are recognizing the importance of creating an economic climate conducive to investment and growth. Governments in a number of African countries have lifted exchange controls, privatized parastatals, eliminated subsidies, ended price controls and established realistic exchange rates.

The United States is committed to a partnership with Africa. Recently, the Clinton Administration released a comprehensive report on a new U.S. trade and development policy for Africa. The policy includes specific recommendations for strengthening U.S.-African commercial relations.

Part II of the *Directory* divides Sub-Saharan countries into two groups, **First and Second Tier**. The First Tier represents the countries which conduct major trading business with the United States, while the Second Tier conducts trading business to a lesser extent. An introductory overview is provided for each group of countries. Specific information for each country is presented in a common format, including a short economic overview, imports and exports, investment and trade barriers, and the best prospects for U. S. investments and exports. Contacts and selected publications are also included.

The inclusion or omission of a particular organization, publication or citation may not be construed as endorsement or disapproval and does not necessarily reflect U.S. Department of Agriculture (USDA) policy, nor does it imply any form of endorsement by USDA, nor does USDA ensure the accuracy of all information in the publication.

Sub-Saharan African Countries - First Tier

Angola	**Gabon**	**Mali**	**South Africa**
Benin	**Ghana**	**Mauritius**	**Swaziland**
Botswana	**Guinea**	**Mozambique**	**Tanzania**
Cameroon	**Kenya**	**Namibia**	**Uganda**
Cape Verde	**Lesotho**	**Niger**	**Zaire**
Cote d'Ivoire	**Madagascar**	**Nigeria**	**Zambia**
Ethiopia	**Malawi**	**Senegal**	**Zimbabwe**

Introduction

There are a growing number of factors making Africa an attractive market for investors and exporters. Most Sub-Saharan African countries are seriously engaged in political reforms, privatization of state-controlled businesses, trade liberalization, and economic structural adjustment. In recent years, African Governments have increasingly turned to privatization of domestic markets and trade liberalization. More than 30 African countries are seriously engaged in economic reform, laying the foundation for solid medium- and long-term growth.

Changes are particularly strong in the area of investment climate. Several African countries have established one-stop centers to assist the foreign investor. Besides liberalizing their foreign investment codes, many African countries have also signed agreements enabling the Overseas Private Investment Corporation (OPIC) to operate in their respective countries.

According to the U.S. Department of Commerce, U.S. exports to Sub-Saharan Africa expanded 12% in 1992 to $5.4 billion. Led by corn and wheat, food grains registered the biggest increases (due in large measure to a devastating drought in Eastern and Southern Africa). Overall, agricultural sales accounted for 20% of total U.S. shipments to Africa, double the portion of a year earlier. Strong sales also were registered for industrial chemicals, farm machinery, computers, and telecommunications equipment.

Computer literacy is spreading in Africa as information-age professionals enter the ranks of management in the government and private sectors. Aside from the traditional markets of South Africa and Zimbabwe, computer shipments are made to practically every country in Africa.

International collaboration in technology and agricultural development has increased. The Agricultural Research Service of the U.S. Department of Agriculture is in the process of increasing cooperation with South Africa. Areas of collaboration include: supporting small-scale black farmer operations; the wild flower industry; ornamental plant research; dairying; and goat-farm productivity. Other cooperative projects include: developing natural products with U.S. Agency for International Development assistance, developing small businesses with Business Development Committee assistance, developing sustainable agricultural products, developing medicinal products out of forest products, and increasing the development and exportation of horticultural produce.

Collaborative and cooperative projects, benefit not only businesses, cooperatives and farmers in Sub-Saharan Africa, but also enhance U.S. technology, research, and commercial development. Opportunities for investors and exporters should continue to increase as collaborative and cooperative projects provide appropriate technology and beneficial research results for the development of the rich natural and agricultural resources of Sub Saharan Africa.

Large-scale infrastructure projects, health care delivery and training, utility management, customs enforcement, and education are funded and supported by the World Bank, the International Monetary Fund, the African Development Bank and Fund, and the European Investment Bank under the Lomé Convention. Besides the increased potential for investment opportunities in Sub-Saharan Africa, the many ongoing and forthcoming multilaterally-funded projects offer exporters opportunities for supplying equipment, machinery, appropriate technology, and consultancy services.

In Part II of the *Directory*, information on exports and imports, on investment and trade barriers, and on the best prospects for U.S. investments and exports is also included.

Angola

Economy:

The Republic of Angola is one of Africa's richest countries in terms of natural resources. With gold, diamonds, iron ore and oil deposits, exotic woods and a varied climate, combined with ample arable land, Angola's development potential is considerable.

Currently, oil production is key to the economy, contributing over 60% to GDP and accounting for 90% of exports. There is some industrial activity in food and fish processing.

80-90% of the population currently relies on agriculture to survive, but this activity accounts for less than 15% of the GDP. Main cash crops are coffee (robusta), sisal, maize, cotton, cane, manioc, bananas, and sugar. Subsistence crops include cassava, corn, vegetables, plantain, and livestock. There is not currently enough food to meet demand, and food imports/aid are required.

In 1989, Angola was admitted to the IMF and began implementing an IMF Economic and Financial Restructuring program. Since 1991, the government has formally been moving away from a state planned economy to a free market system. In 1993, the U.S. officially recognized the present government of Angola.

Efforts continue to reprivatize many agricultural and service operations, rehabilitate infrastructure and improve the investment climate. However, open hostilities continue against the government, preventing much progress.

Exports:

Exports consisted of $3 billion (f.o.b., 1993 est.). Main export commodities include: mineral fuels, diamonds, coffee, sisal, fish and fish products, timber, and cotton. Principal export markets are the United States, Belgium, Brazil, France, Germany, Netherlands, Portugal, United Kingdom, and the Commonwealth of Independent States.

Imports:

Imports consisted of $1.6 billion (f.o.b., 1993 est.). Imported commodities include: machinery and electrical equipment, food, vehicles and spare parts, textiles and clothing, medicines, and substantial military equipment. Principal sources of imports are the United States, Portugal, the Commonwealth of Independent States, Cuba, and Brazil.

Economic Aid Assistance:

U.S. commitment, including Ex-Im (FY70-89), $265 million; Western (non-U.S.) countries, ODA and OOF bilateral commitments (1970-89), $1,105 billion; Communist countries (1970-89), $1.3 billion; net official disbursements (1985-89), $750 million.

International Agreements:

Party to: Law of the Sea; signed, but not ratified: Biodiversity; Climate Change.

Port of Entry:

The principal commercial harbors are Lobito, Luanda, Namibe, and Cabinda.

U.S. Exports to Angola:

U.S. 1994 exports to Angola were worth $197 million (f.a.s. value). Principal exports to Angola include: oil field equipment, mining equipment, chemicals, aircraft, and food.

Angolan Exports to the U.S.:

Angola's 1994 exports to the U.S. amounted to $2.1 billion (customs value). Crude and refined petroleum products accounted for almost all of Angolan exports to the U.S.

Investment/Trade Activities:

External currency transactions are, by law, authorized by the National Bank of Angola/Banco National de Angola (NBA) and the commercial banks. Foreign exchange transactions are effected through the NBA's commercial department, the Banco de Poupanca e Credito (BPC) and the Banco do Comercio e Industria (BCI). The commercial banks are authorized to deal in foreign exchange at the floating exchange rate; the NBA

uses floating rate foreign exchange only in its dealings with financial institutions.

A large portion of Angolan imports and exports is handled by state-owned companies.

Almost all imports require licensing, with limits placed by the import plan and subject to availability of foreign exchange. Import licenses are carefully considered and are valid for 180 days with the option of an additional 180 day renewal.

Pharmaceutical imports must be pre-registered with the Angolan Ministry of Health.

Customs authority falls under the jurisdiction of the Director National das Alfandegas, Direcao National das Alfandegas.

- Customs duties are both ad valorem (based on c.i.f. value) and specific (assessed on the basis of weight).
- There are additional taxes for some luxury items, e.g. tobacco, automobiles, and cameras.
- Preferential treatment is extended to imports from Portugal and Portuguese territories.

Angola is a member of the Southern Africa Development Community (SADC) (SADC Regional Business Council, 165, Pilane Rd., Private Bag 132, Gaborone, Botswana. Tel: 267-31-353-944; FAX: 267-31-353-933).

In 1993, Angola also joined with twenty other countries to become a member of the Common Market of Eastern and Southern Africa (COMESA).

Food/Health/Safety Regulations:

Imports of plants, plant products, items containing plant products, seeds, animals, and animal products into Angola require phytosanitary certificates.

Special requirements: Imports of used clothing require a fumigation certificate. Containers of sterilized, powdered, and condensed milk are required to be labeled with directions in Portuguese (in addition to the general requirement for weight and country of origin labelling).

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

A free trade zone is located at Lobito.

Investment/Trade Assistance:

Contact the U.S. Embassy in Luanda for current information on investment and trade with Angola. The Country Desk Officer for Angola at the U.S. Department of Commerce in Washington, DC can also provide current information on Angola's investment and trade potential (see contacts listing).

Investment/Trade Barriers:

Angola is struggling with many problems. The protracted civil war has resulted in devastation to all aspects of domestic, commercial and economic life. Only the oil sector, managed jointly with foreign oil companies, remains prosperous.

The USAID Development Assistance Program was suspended in 1993 and terminated in 1994 due to security conditions. It continues humanitarian/emergency relief efforts.

In accordance with the Bicesse Peace Accords and the International Traffic in Arms Regulations, the U.S. prohibits transfer of U.S.-origin lethal material to all parties in Angola. In accordance with a UN resolution, the U.S. supports, through executive order, an embargo prohibiting sale of all military-related equipment and petroleum to the Armed Forces for the Liberation of Angola (UNITA) or to any destination in Angola other than officially designated points of entry.

The Angolan government is committed to restructuring its state controlled economy into a free market system. Recent foreign trade and investment revisions, and the 1994 Economic and Social Program have been favorably received, but few reforms of any kind have been implemented as of 1995.

Best U.S. Export/Investment Prospects:

Because of the nearly complete absence of non-oil domestic production in Angola, there is a market for imported food and other consumer products. However, this market is tempered by, among other things, mass unemployment, hyperinflation, price controls, and lack of consumer funds.

In 1994, the U.S. Department of Agriculture (USDA) made $8 million in agricultural export loan guarantees available to Angola for purchasing U.S. agricultural products. The Overseas Private Investment Corporation (OPIC) currently makes funds available in Angola through a 1994 Investment Incentive Agreement. Off-coast fisheries have been recipients of several recent international development loans.

Membership in:

Regional Organizations

African Development Bank (AFDB); Common Market for Eastern and Southern Africa (COMESA); Economic Commission for Africa (ECA); Front Line African States (FLS); Organization of African Unity (OAU); Southern Africa Development Community (SADC); Angola adheres to the Fourth Lomé Convention; observer of the Communaute Economique des Etats de L'Afrique Centrale (CEEAC)

International Organizations

African, Caribbean and Pacific States (ACP); Food and Agriculture Organization (FAO); General Agreement on Tariffs and Trade (GATT); International Bank for Reconstruction and Development (IBRD); International Development Association (IDA); International Fund for Agricultural Development (IFAD); International Monetary Fund (IMF); Non-Aligned Movement (NAM); United Nations Conference on Trade and Development (UNCTAD); United Nations Industrial Development Organization (UNIDO); World Customs Organization; World Health Organization (WHO); World Intellectual Property Organization (WIPO); World Meteorological Organization (WMO); World Trade Organization (WTO)

List of Contacts:

(The international telephone access code is 011, and the Angola country access code is 244.)

Angola:

Agency for Cooperation and Research in Development, CP 910, Luanda. Tel: 2-390-873; Telex: 3027

Associacao Comerical de Luanda, Edificio Palacio de Comercio, 1* andar, CP 1275, Luanda. Tel: 2-322-453

Centro de Investigacao Cientifica Algodeira (Cotton Scientific Research Centre), Instituto do Algodao de Angola, Estacao Experimental de Onga-Zanga, Catete

Instituto de Investigacao Agronomica (Angolan Institute for Agronomic Research), CP 406, Huambo

Instituto de Investigacao Veterinaria (Institute for Veterinary Research), CP 7, Huambo. Tel: 2693

Luanda Port Authority, Servicos de Portos, Caminhos de Ferro e Transportes, Luanda. Tel: 2-70061; Telex: 3224

Ministry of Finance, Avda 4 de Fevereiro, Luanda. Tel: 2-344-628; Telex: 3363

Ministry of Foreign Affairs, Avda Commandante Jika, Luanda. Telex: 3127

Ministry of Information, PO Box 1240, Luanda. Tel: 233376

Ministry of Trade and Tourism, Largo Kinaxixi 14, Luanda. Tel: 2-344-525; Telex: 3282

Port of Lobito Authority, PO Box 16, Lobito. Tel: 3159; Telex: 8239

United Nations Development Programme, Rua Major Kanhangulo 197, BP 910, Luanda. Tel: 2-371-700 or 2-371-712; Telex: 3368 UNDP AN

U.S. Embassy, Rua Hourari Boumedienne, Miramar, CP 6468, Luanda. INMARSAT: International Operator 873--151-7430; Tel: 2 345-481 or 346-418; Embassy FAX: 2 347-884. (Consular Section: Casa Inglesia, 132/135 Rua Major Kanhangula, CP 6484, Luanda) Pouch: AmEmbassy Luanda, Dept. of State, Washington DC 20521-2550

U.S.:

Angola Embassy and Consulate General, 1819 L St. NW, Ste. 400, Washington, DC 20036.

Tel: 202-667-7330; FAX: 202-785-1258

Angola, Country Desk Officer, U.S. Department of Commerce, Room 3317, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4228

Overseas Private Investment Corporation (OPIC), 1615 M St., NW, Washington, DC 20537

Permanent Mission of the People's Republic of Angola to the UN, 125 E. 73rd St., New York, NY 10021. Tel: 212-861-5787 or 5788; FAX: 212-861-9295

U.S.- Angola Chamber of Commerce, 1850 K St., NW, Ste. 390, Washington, DC 20006. Tel: 202-223-0540; FAX: 202-872-1521

Select Publications:

Africa - Trade Trends with U.S. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Angola, a Country Study. 3rd ed., Thomas Collelo, editor. Washington, DC: Federal Research Division, Library of Congress, 1991. NAL call no.: DT611.A7 1990

BoldAds SADC Trade Directory (Southern Africa business) Harare, Zimbabwe: BoldAds (Pvt) Ltd. [published annually]

Bossard, E. "Angolan Medicinal Plants Used Also as Piscicides and/or Soaps." *Journal of Ethno-pharmacology* 40, no. 1 (Sept. 1993): 1-19. NAL call no.: RS160.J6

Country Profile. Angola. London: Economist Intelligence Unit [annual publication] NAL call no.: HC950.A1C682

Country Report. Angola. London: Economist Intelligence Unit [quarterly publication] NAL call no.: HC950.A1C69

Economic Policy and Trade Practices: Angola. Country Reports on Economic Policy and Trade Practices, U.S. Department of State, 1995 [Available through the National Trade Data Bank]

Hutchinson, Barbara. *Famine Mitigation Bibliography, With Special Emphasis on Ethiopia, Sudan and Angola.* 1st ed. Washington, DC: U.S. Agency for International Development, Office of U.S. Foreign Disaster Assistance, Famine Mitigation Activity Support Project, USDA, Office of International Cooperation and Development, 1992. NAL call no.: Z7164.C4F35 1992

Kyle, Steven C. *Development of Angola's Agricultural Sector.* Ithaca, NY: Dept. of Agricultural, Resource and Managerial Economics, Cornell University, 1994. NAL call no.: HD1751.W67 no. 94-12

Pelissier, Rene, W.G. Clarence-Smith. "Angola." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 133-156 [annual publication] NAL call no.: DT30.A37

Serrano, V.M.B.L. and R.C. Carter. "Small Scale Irrigation in Angola: Potential and Promise." *Outlook on Agriculture* (UK) 20, no. 3 (1991): 175-181. NAL call no.: 10-OU8

World Bank. *Angola: An Introductory Economic Review.* Washington, DC: International Bank for Reconstruction and Development, 1990

Benin

Economy:

With its limited resources and lack of a modern infrastructure, Benin is one of the world's least developed countries. Its economy is based on agricultural production, which accounts for about 35% of GDP, employs 60% of the labor force and is responsible for most of the foreign exchange earnings. Benin is self-sufficient in staple crops which include cassava, yams, maize, beans, millet, sorghum, and rice. Primary cash crops are cotton, oil palm, peanuts, and coffee. Small farms produce 90% of agricultural output.

There are small deposits of metals, marble and limestone in Benin, along with a small offshore oil field that is currently in production. The industrial sector contributes only about 10% to the GDP and employs less than 2% of the workforce, mostly in construction-related activities, and in cotton and palm oil processing.

Since 1989, Benin's multi-party government has been committed to a democratic, constitutional political system and to a free market economy. With World Bank and International Monetary Fund (IMF) support, Benin began, in 1989, a Structural Adjustment Program that has seen slow but steady growth in the economy during recent years.

Cross-border trade with Nigeria involves a significant sector, both documented and undocumented, of Benin's economic activity, making the country fairly dependent on economic trends in Nigeria. Many of Benin's imports are re-exported to Nigeria.

Exports:

Exports consisted of $328.8 million (f.o.b., est. 1991). The main export commodities include: palm oil products, crude oil, cotton, and cocoa. Principal export markets are France, Germany, Spain, Italy, and United Kingdom.

Imports:

Imports consisted of $482.3 million (c.i.f., est. 1991). Imported commodities include: foodstuffs, beverages, tobacco, petroleum products, intermediate goods, capital goods, and light consumer goods. Principal sources of imports are France, Thailand, Netherlands, United States, and Japan.

Economic Aid Assistance:

Foreign aid averaged close to $300 million annually in the early 1990's. Previous aid included: U.S. commitments, including Exim (FY1970-89), $46 million; Western (non-U.S.) countries, ODA and OOF bilateral commitments (1970-89), $1.3 billion; OPEC bilateral aid (l979-89), $19 million; Communist countries (1970-89), $101 million.

International Agreements:

Party to: Biodiversity, Climate Change, Endangered Species, Environmental Modification, Nuclear Test Ban, Ozone Layer Protection; signed but not ratified: Desertification, Law of the Sea.

Port of Entry:

The port of Cotonou handles nearly all of Benin's foreign trade. In addition, most of Niger's trade, as well as portions of Nigeria's, Togo's, Burkina Faso's, Chad's, and Mali's trade, passes through Cotonou.

U.S Exports to Benin:

U.S. exports to Benin were worth $26 million (f.a.s. value) in 1994. Major exported items include: used clothing and shoes, loose tobacco, wheat and wheat flour, rice, and machinery.

Benin Exports to the U.S.:

Benin's exports to the U.S. were worth $10.1 million (customs value) in 1994.

Investment/Trade Activities:

External exchange transactions are administered by the Directorate of Monetary and Banking Affairs/ Ministry of Finance, in cooperation with the Directorate of External Commerce/ Ministry of Commerce and Tourism. All foreign monetary exchanges must be handled by authorized intermediaries; all foreign imports valued at more than CFAF 500,000

must be domiciled with an authorized intermediary bank.

Principal banks are the Banque Central des Etats de l'Afrique de l'Ouest (BCEAO) and Banque Commercial de Benin.

Import licenses have been suppressed for commodities from the Africa, Caribbean and Pacific (APC) group of countries, and from European Union countries. Licenses are issued by the Ministry of Trade and are processed routinely.

All import licenses and specific import commodities are subject to special taxes. Although they have been reduced recently, special tax categories include rice, cotton textiles, school books, and pharmaceuticals.

Import monopolies are maintained for certain commodities, including livestock, meat, and meat products.

Benin's customs regulations are governed primarily by the West African Customs Union (CEAO, member countries: Benin, Burkina Faso, Cote D'Ivoire, Mali, Mauritania, Niger, and Senegal; Togo has observer status). The CEAO is a free trade area for agricultural products and raw materials; preferential trading is set up for certain industrial goods. Based on Customs Co-operation Council Nomenclature (CCCN), the Union works for shared customs regulations and tariffs with regard to outside trading partners.

- Tariffs, amongst the lowest in Africa, are made up of two components: customs duty and fiscal import duty.
- Trade between CEAO member countries is exempt from customs duties. Because the United States is recognized as a trading partner, U.S. imports are charged at the minimum rate. Higher rates may be applied to certain imports.
- Many imports, including those from CEAO countries, are assessed some type of fiscal import duty of up to 20% of c.i.f. value. The rates reflect significant reductions made during the past year.

Benin belongs to the Economic Community of West African States (ECOWAS).

Food/Health/Safety Regulations:

Many plants, plant products seeds, and animals are subject to special entry requirements and/or special import authorization. Plant and animal regulations are administered by the Ministry of Public Health or the Ministry of Agriculture, depending on the commodity.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

A free trade zone for Benin's neighboring countries—Burkina Faso and Niger—exists in the port of Cotonou. An export processing zone is in the planning stage.

Investment/Trade Assistance:

The Center for External Trade/ Centre Beninois du Commerce Exterieur (see contacts listing) was created in 1988 to promote foreign trade. It provides commercial information, sponsors trade exhibitions and acts as an intermediary between Beninese traders and foreign partners.

Investment/Trade Barriers:

The government of Benin continues to control several key commodity markets, although there are plans to privatize 13 of the remaining 32 parastatal commodity and service enterprises during 1994/95.

Best U.S. Export/Investment Prospects:

Export/investment possibilities include field equipment and services related to the following growth industries: offshore oil drilling, the tourist industry, timber, and fishing operations.

Prospects related to agriculture include agricultural equipment, fertilizer, modern food processing and storage technologies, cotton processing equipment, and wheat flour.

Benin is committed to attracting foreign trade and investment. There has been

privatization of some industries, and relaxation of price controls and import restrictions on some agricultural commodities.

The investment code has recently been revised offering more incentives to foreign investors. The Overseas Private Investment Corporation (OPIC) has lent its support to business projects in Benin through the USAID-OPIC Africa Growth Fund.

In addition to Benin's own markets and products, Benin provides easy access to Nigeria's impressive market potential.

Membership in:

Regional Organizations

African Development Bank (AFDB); African Intellectual Property Organization (OAPI); African, Malagasy, and Mauritian Common Organization (OCAM); West African Customs Union (CEAO); Economic Commission for Africa (ECA); Economic Community of West African States (ECOWAS); the Franc Zone (FZ), Inter-African Phytosanitary Commission (IAPSC); Islamic Development Bank (IDB); Organization of African Unity (OAU); Organization of the Islamic Conference (OIC); Union Monetaire Ouest-Africaine/ West African Monetary Union (UMOA); West African Development Bank (WADB); Benin adheres to the Fourth Lomé Convention of the EU.

International Organizations

African, Caribbean and Pacific (ACP); Food and Agriculture Organization (FAO); General Agreement on Tariffs and Trade (GATT); International Bank for Reconstruction and Development (IBRD); International Development Association (IDA); International Fund for Agricultural Development (IFAD); International Monetary Fund (IMF); Non-Aligned Movement (NAM); UN Conference on Trade and Development (UNCTAD); UN Industrial Development Organization (UNIDO); World Health Organization (WHO); World Intellectual Property Organization (WIPO); World Meteorological Organization (WMO); World Tourism Organization (WTO)

List of Contacts:

(The international telephone access code is 011, and the country access code for Benin is 229.)

Benin:

Agency for Cooperation and Research in Development, BP 57, Natitingou, Atacora. Tel: 31-16-10; Telex: 5235

Banque Centrale des Etats de l'Afrique de l'Ouest (BCEAO), Ave. d'Ornano, Zone Portuaire, BP 325, Cotonou. Tel: 31-24-66; FAX: 31-24-65

Caisse Francaise de Development (CFD), Blvd. Jean-Paul II, BP 38, Cotonou. Tel: 31-35-80; FAX: 31-20-18

Centre Beninois de Commerce Exterieur, PO Box 1254, Cotonou. Tel: 30-13-20/ 30-13-97; FAX: 30-04-36

Centre for Environment and Development in Africa, BP 7060, Cotonou

Chambre de Commerce l'Industrie du Benin, Avenue du General de Gaulle, BP 31, Cotonou. Tel: 31-32-99 or 31-20-81; Telex: 5364

Conseil National pour l'Exportation, Cotonou. Tel: 30-07-02; FAX: 30-00-47

Direction de la Recherche Agronomique, BP 884, Cotonou. Tel: 30-02-64

Institut de Recherches sur les Fruit et Agrumes, BP 2043, Cotonou

International Institute of Tropical Agriculture, Cotonou, Tel: 30-14-66

Ministry of Finance, PO Box 302, 963 Cotonou. Tel: 30-12-47 or 30-12-49 or 30-10-20; FAX: 30-18-51; Telex: 5009 5231

Ministry of Foreign Affairs and Cooperation, PO Box 318, Cotonou. Tel: 30-04-00 or 30-18-70 or 30-09-29; FAX: 30-02-45; Telex: 5200 5256

Ministry of Trade, Crafts, and Tourism, PO Box 2037, 03-2985 Cotonou. Tel: 31-52-58 or 31-54-02 or 31-53-46; FAX: 30-04-36; Telex: 5040

Port Autonome de Cotonou, PO Box 927, Cotonou. Tel: 31-28-90 or 31-52-80; Telex: 5004

Office National du Bois (ONAB), BP 1238, Cotonou. Tel: 33-16-32; Telex: 5160 [Research and manufacture, wood products]

Societe de Development des Resources Animales (SODERA) , BP 2041, Cotonou [Handles all marketing, import and export of livestock, meat, and meat products, and administers provincial, district, and communal livestock farms]

Societe Nationale de Commercialisation des Produits Petroliers, Ave. d'Ornano, BP 245, Cotonou. Tel: 31-22-90; Telex: 5245 [Imports and distributes petroleum products]

Societe National pour l'Industrie des Corps Gras, BP 312, Cotonou. Tel: 33-07-01; FAX: 33-15-20; Telex: 5205 [Processes nuts and cottonseed]

Societe National pour la Promotion Agricole (SONAPRA), BP 933, Cotonou. Tel: 33-08-20; FAX: 33-19-48; Telex: 5248 [Manages five cotton-ginning plants and one fertilizer plant; distributes fertilizers and agricultural products]

United Nations Development Programme, Zone Residentielle, Lot III, BP 506, Cotonou. Tel: 31-30-45

United States Embassy, Rue Caporal Bernard Anani, PO Box 2012, Cotonou. Tel: 30-06-50 or 30-05-13 or 30-17-92; FAX: 41-15-22

U.S.:

Africa Growth Fund, L.P., 1850 K St., NW, Ste. 309, Washington, DC 20006

Benin, Country Desk Officer, U.S. Dept. of Commerce, Rm. 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-5149

Bureau Veritas, 7855 NW 12th St., Ste. 218, Miami, FL 33126. Tel: 305-593-7878 [Provides preshipment inspection of goods imported into Benin]

Embassy of Benin, 2737 Cathedral Ave. NW, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Honorary Consulate, Benin, 9111 S. La Cienega Blvd., Ste. 201, Inglewood, CA 90301. Tel: 310-641-3688; FAX: 310-641-6980

Overseas Private Investment Corporation (OPIC), 1615 M St., NW, Washington, DC 20537

Permanent Mission of the Republic of Benin to the United Nations, 4 E. 73 St., New York, NY 10021. Tel: 212-249-6014; FAX: 212-734-4735

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Select Publications:

Brainerd, T.R. "West African Seafood Trade: An Empirical Analysis." *FDSS Working Paper* (International Center for Marine Resource Development, Univ. of Rhode Island) no. 26 (1991). NAL call no.: SH328.F47 no. 26

Brun, T.A. "The Nutrition and Health Impact of Cash Cropping West Africa: A Historical Perspective." *World Review of Nutrition and Diet* 65 (1991): 124-162. NAL call no.: 389.1 W892

Christiansen, Bernd. *Efficiency of the Marketing System of Maize, Illustrated with the Example of Atlantique Province, Benin* [Vol. 14 in the series "Farming Systems and Resource Economics in the Tropics, 0932-6154.") Kiel, Germany: Wissenschaftsverlag Vauk, 1993. NAL call no.: HD9049.C8B454 1993

Church, R.J. Harrison, Pierre Englebert and Edith Hodgkinson. "Benin." In *Africa South of the Sahara 1995* London: Europa Publications Ltd., 2994, p. 158-174 [annual publication] NAL call no.: DT30.A37

Country Profile. Togo, Benin. London: The Economist Intelligence Unit [annual publication] NAL call no.: HC1015.A1Q832

Country Report. Togo, Niger, Benin, Burkina. London: Economist Intelligence Unit [quarterly publication] NAL call no.: HC1015.A1Q83

Deren, P.H. "West African Cotton in the New Marketing System." *Cotton International* 57th ed. (1990). NAL call no.: 72.8 C8214I

Developing African Agriculture: New Initiatives for Institutional Cooperation: Proceedings of a Workshop, 28-30 July 1993, Cotonou, Benin. Mexico, D.F.: Saskawa Africa Association; Global 2000, Inc., 1994. NAL call no.: HD2120.S8D48 1994

Dramane, K. "'CEARO' Agricultural Policy." In *Agricultural Alternatives and Nutritional Self-Sufficiency for a Sustainable Agricultural System that Respects Man and his Environment, Proc. of the IFOAM Seventh International Scientific Conference, Ouagadougou, January 2-5, 1989* p. 29-40. Witzenhausen?: Ekopan, 1990. NAL call no.: S605.5.I45 1989

Drechsel, P. and S. Schmall. "Mineral Deficiencies and

Fertilization of Coastal Reforestations in Benin, West Africa." *Fertilizer Research* 23, no. 3 (July 1990): 125-133. NAL call no.: S631.F422

Exporter Directory of African Coffee. Abidjan, Cote d'Ivoire: Inter-African Coffee Organization [biennial publication]

France Afrique. Paris, France: IC Publications [Annual directory of leading companies in French-speaking Africa]

Menut, C., et al. "Aromatic Plants from Tropical West Africa. II. Volatile Constituents of Daniellia Oliveri (Rolfe) Hutch & Dalz. from Benin and Burkina Faso." *Journal of Essential Oil Research* 6, no. 6 (Nov/Dec. 1994): 647-649. NAL call no.: SB298.J66

Botswana

Economy:

Diamonds are the mainstay of Botswana's economy, generating more than 50% of the GDP in recent years and accounting for 80% of the value of total exports. Other industrial areas include copper-nickel, coal and soda ash mining, livestock processing, and manufacturing. Mineral production, including diamonds, has decisively replaced the once important agricultural/livestock sector in contributing both to the GDP and to export revenue.

Botswana's arid land and poor soil have long been home to an important cattle raising industry. Sheep, goats, and urban poultry are also raised. The small portion of land that is irrigated produces cotton, citrus fruit, and tobacco. Subsistence crops consist of sorghum, corn, millet, peanuts, beans, cowpeas, and sunflower seeds. Over 80% of the population rely on farming, although this activity accounts for only 3% of the GDP and 4% of export revenues. Botswana produces only 50% of its own food and relies heavily on food imports.

Current economic planning includes efforts to move away from total dependence on the mining sector by encouraging more diversification. Government at all levels is committed to an open, free market economy that encourages foreign participation.

In 1995, USAID formally ended its bilateral program with Botswana based on Botswana's "achievement of sustainable levels of economic activity. It has used its considerable natural resources, and with careful, cautious development policies, has boasted one of the world's highest growth rates over the two decades, averaging more than 9% a year." (USAID Congressional Presentation, Fiscal Year 1995, Regional Programs - Africa: Botswana)

Exports:

Exports consisted of $1.7 billion (f.o.b., 1992). The main export commodities include: diamonds (80% of direct exports), copper-nickel matte, meat and meat products, hides and skins, and textiles. Principal export markets are Switzerland, United Kingdom, South African Customs Union (SACU) member countries, and the U.S.

Imports:

Imports consisted of $1.8 billion (c.i.f., 1992). Import commodities include: machinery and electrical goods, vehicles and transport equipment, manufactured goods, food, chemical and rubber products, minerals, and fuels. Principal sources of imports are Switzerland, SACU member countries, United Kingdom, and the U.S.

Economic Aid Assistance:

U.S. aid (1992), $13 million; Norway (1992), $16 million; Sweden (1992), $15.5 million; Germany (1992), $3.6 million; EC/Lomé IV (1992), $3-$6 million in grants, $28.7 million in long-term projects (1992).

International Agreements:

Party to: Climate Change; Endangered Species; Law of the Sea; Nuclear Test Ban; Ozone Layer Protection; signed, but not ratified: Biodiversity

Botswana has an investment guarantee agreement with the United States, but is not, as yet, party to a U.S. Bilateral Investment Treaty. Botswana is party to trade agreements with Zambia, Malawi, and Zimbabwe.

Port of Entry:

Botswana is a landlocked country. 80% of imports arrive via South African ports; an even higher percent of exports leaves Botswana through South Africa.

U.S. Exports to Botswana:

U.S. exports to Botswana were worth $22.7 million (f.a.s.) in 1994. Exports include: manufactured goods such as communications and electrical equipment, and construction and mining equipment. Agricultural exports include cereal grains and vegetable oils.

Because most U.S. goods are re-imported into Botswana (and other SACU countries) by way of South Africa and South African dealers, direct trade statistics misrepresent the value of U.S. goods and services ultimately entering Botswana. The U.S. Embassy estimates that the total value of U.S. goods sold in Botswana in 1993 at $110 million, or 6% of total imports into Botswana. About 20% of imported manufactured goods purchased in Botswana are of U.S. origin.

Botswana Exports to U.S.:

Botswana's exports to the U.S. were worth $13.7 million in 1994. Exports include: handicrafts, jewelry, clothing, and textiles.

The U.S. Generalized System of Preference (GSP) permits duty-free entry to the U.S. of 3,500 different items.

Investment/Trade Activities:

The Botswana Minister of Finance and Development Planning has delegated most of their administration of exchange controls to the Bank of Botswana. In turn, the Bank of Botswana has appointed other banks as authorized dealers has given them considerable powers. Botswana's liberal exchange regulations, were further eased in 1995. Also in 1995, the government declared that foreign currency denominated accounts in Botswana (in U.S. dollars, British Pounds, German Marks, or South African Rand) are now permissible.

Botswana requires import permits for most goods imported directly from countries outside SACU. Permits are handled by the Department of Commerce and Consumer Affairs, Ministry of Commerce and Industry. Certain goods, including fresh meat, and some agricultural and horticultural products, require permits for importation regardless of country of origin.

Customs authority rests with the Director of Customs and Excise, Department of Customs and Excise, in Gaborone.

- Botswana is a member of the Southern African Customs Union (SACU), along with Namibia, Lesotho, Swaziland, and South Africa. Trade between SACU countries is duty-free. SACU sets common tariffs for goods coming from non-member countries.
- Most customs duties are ad valorem. They are determined for all SACU member countries unilaterally by South Africa.
- Preferential treatment is extended to imports from member countries of SACU.
- Botswana adheres to the GATT/"Customs Valuation Agreement".
- Botswana does not currently have governmental regulations or requirements covering the use of countertrade/barter activities. Such transactions are considered, however, on an individual basis.

Food/Health/Safety Regulations:

Imports of living plants, seeds, and fresh fruit and vegetables into Botswana require phytosanitary certificates. In addition, an entry permit from the South Africa Division of Plant Pest control must be obtained by the importer in advance of shipment. A health certificate is required for all imported live animals.

Lard, bacon, ham, hides and skins, sausage casings, animal hair and bristles, and honey and honey-containing products are covered by special restrictions administered by the Botswana Department of Agriculture.

The Ministry of Health administers special restrictions applying to certain medical supplies such as habit-forming drugs, sera, vaccines, and pathogenic drugs for human and veterinary use. Such imports are limited to locally registered pharmacists.

Special permits are required to export from Botswana the following agriculture-related items: wildlife and wildlife trophies, plants, hides and skins, and agricultural products.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Selebi-Pikwe has been designated an Export Processing Zone (EZP). Foreign applicants are welcome.

Investment/Trade Assistance:

The Botswana Confederation of Commerce, Industry and Manpower (BOCCIM) offers help in finding Botswana agents/distributors for foreign companies.

As a promoter of investment, diversification, and expansion at all levels, the Department of Trade and Investment Promotion (TIPA), Ministry of Commerce and Industry offers consultancy, liaison and information services.

In addition, the Commercial Section at the U.S. Embassy can also be of assistance (see contacts listing).

Investment/Trade Barriers:

Trade and investment problems in Botswana are small when compared to those of some other African countries. The country does have a relatively small market size, and, as in many developing countries, there is an untrained labor force, and high prices for services and consumer goods.

Although Botswana has been pressuring for lower SACU customs duties, rates remain exorbitant for certain items (up to 95% on vehicles). The upcoming implementation of GATT stipulations should lower some tariffs and open more markets to U.S. goods.

The government retains ownership of several service and commodity enterprises. It has begun to privatize several of

these; however, Botswana does reserve ownership of a small number of enterprises for its own citizens.

Best U.S. Export/Investment Prospects:

There is a high regard for U.S. products and services in Botswana. This, coupled with the wish to create direct marketing ties outside of South African distributors, and to diversify away from a diamond/mineral-dominated economy, makes for some positive U.S. opportunities.

A Financial Assistance Policy (FAP) offers Botswana and foreign investors training grants, tax holidays, capital grants for new employment creation, investment in rural areas, foreign trade zones, and manufacturing projects.

The U.S. has an investment agreement with Botswana. Overseas Private Investment Corporation (OPIC) programs are available to U.S. investors in Botswana.

In the agricultural sector, corn and other cereals have always made up a significant share of imports. Recent drought conditions in Southern Africa may make this market especially important. Basic foodstuffs such as vegetable oil, sugar, butter beans, and dried skim milk are also in demand.

Potential opportunities for traders and investors also lie in the mining industry; computer software and services; consulting, resource management, and design engineering services; telecommunications; off-shore banking; and insurance.

Membership in:

Regional Organizations:

African Development Bank (AFDB); Organization of African Unity (OAU); Economic Commission for Africa (ECA); Front Line African States (FLS); Southern African Customs Union (SACU); Southern African Development Community (SADC); Botswana adheres to the Fourth Lomé Convention of the EU.

International Organizations/ Trade Associations:

African, Caribbean, and Pacific Countries (ACP); Food and Agriculture Organization (FAO); General Agreement on Tariffs and Trade (GATT); International Bank for Reconstruction and Development (IBRD); International Development Association (IDA); International Fund for Agricultural Development (IFAD); International Finance Corporation (IFC); International Monetary Fund (IMF); Non-Aligned Movement (NAM); UN Conference on Trade and Development (UNCTAD); UN Industrial Development Organization (UNIDO); World Bank; World Customs Organization (WCO); World Intellectual Property Organization (WIPO); World Trade Organization (WTO)

List of Contacts:

(The international telephone access code is 011, and the country access code for Botswana is 267.)

Botswana:

American Business Council in Botswana, c/o Botswana Development Corporation, Bag 260, Gaborone. Tel: 31-351-811; FAX: 31-373-539

Bank of Botswana, Central Bank, PO 712, Khama Crescent, Gaborone. Tel: 31-351-911; FAX: 31-372-984; Telex: 2448

Botswana Agricultural Marketing Board, Private Bag 0053, Gaborone. Tel: 31-351-341; FAX: 31-352-926

Botswana Chamber of Commerce and Industry, PO Box 1402, Gaborone. Tel: 31-300-893; FAX: 31-359-683

Botswana Confederation of Commerce, Industry and Manpower (BOCCIM), PO Box 432, Gaborone. Tel: 31-353-459; FAX: 31-373-142

Botswana Development Corporation (BDC), Private Bag 160, Gaborone. Tel: 31-351-811; FAX: 31-373-539

Botswana Livestock Development Corp. (Pty), Ltd., PO 455, Gaborone. Tel: 31-351-949; FAX: 31-357-251

Botswana Meat Commission (BMC), Private Bag 4, Lobatse. Tel: 33-330-321; FAX: 33-330-530 [Handles beef slaughter, processing, and exports]

Botswana Technology Center, Private Bag 0082, Gaborone. Tel: 31-314-161; FAX: 31-374-677; Telex: 2928

Department of Customs and Excise, Private Bag 0041, Gaborone. Tel: 31-312-429; FAX: 31-312-455 ext. 252

Francistown Chamber of Commerce and Industry, PO Box 470, Francistown. Tel: 21-212-149; Telex: 2268

Ministry of Agriculture, Private Bag 003, Gaborone. Tel: 31-350-603; FAX: 31-356-027

Ministry of Commerce and Industry, Private Bag 004, Gaborone. Tel: 31-3601-251; FAX: 31-371-539

Ministry of Finance and Development Planning, Private Bag 008, Gaborone. Tel: 31-359-841; FAX: 31-304-525

Rural Industries Innovation Center (RIIC), Private Bag 11, Kanye. Tel: 34-340-392; FAX: 34-340-642

Southern African Development Community (SADC), Regional Business Council, 165 Pilane Rd., Private Bag 132, Gaborone. Tel: 31-353-944; FAX: 31-353-933; Telex: 2857

Trade and Investment Promotion Department (TIPA), Ministry of Commerce and Industry, Private Bag 00367, Gaborone. Tel: 31-351-790; FAX: 31-305-375

U.S. Embassy, PO Box 90, Gaborone. Tel: 31-353-982 (Commercial Assistant, extension 323); after hours, 31-356-947; FAX: 31-267-947

Veld Products Research, PO Box 2020, Gaborone. Tel: 31-347-047; FAX: 31-34704

U.S.:

Botswana, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4228

Embassy of Botswana, 3400 International Dr., NW, Ste. 7M, Washington, DC 20008. Tel: 202-244-4990; FAX: 202-244-4164

Permanent Mission of Botswana to the UN, 103 E. 37th St. New York, NY 10016. Tel: 212-889-2277 or 212-889-2331 or 212-889-2491

TPCC Trade Information Center, Washington, DC. Tel: 1-800-USA-TRADE

Select Publications:

Agricultural Technology Improvement Project (ATIP) (*ATIP Series*, RP 3-7) Gaborone, Botswana: Dept. of Agricultural Research, Ministry of Agriculture; Mid-America International Agricultural Consortium (MIAC), 1990- . NAL call no.: S542.B55A38 1990

Agricultural Statistics Gaborone, Botswana: Central Statistics Office, Agricultural Statistics Unit, 1990- . NAL call no.: S338.B6B6

Belbase, K and R. Morgan. "Food Security and Nutrition Monitoring for Drought Relief Management: The Case of Botswana." *Food Policy* 19, no. 3 (June 1994): 285-300. NAL call no.: HD9000.1.F66

Beynon, J., S. Jones, and S. Yao. "Market Reform and Private Trade in Eastern and Southern Africa." *Food Policy* 17, no. 6 (Dec. 1992): 399-408. NAL call no.: HD9000.1.F66

BoldsAds SADC Trade Directory. (southern African business) Harare, Zimbabwe: BoldAds (Pvt) Ltd. [annual publication]

Borge, Lila J. *Economic Impact of Wildlife-based Tourism in Northern Botswana.* (*Agricultural Economics Report*, North Dakota Agricultural Experiment Station, no. 262) Fargo ND: Dept. of Agricultural Economics, Agricultural Experiment Station, North Dakota State University, 1990. NAL call no.: 281.9 N814A no. 262

Botswana Business Directory. Pinetown, Republic of South Africa: B & T Directories Ltd./Intratex Printing and Publishing [annual publication]

Botswana Telephone, Telex and Fax Directory. Pinetown, Republic of South Africa: A.C. Braby/ Intratex Printing and Publishing [annual publication]

Braby's Commercial Directory of Southern Africa. Pinetown, Republic of South Africa: A.C. Braby/Intratex Printing and Publishing [annual publication]

Country Commercial Guide: Botswana. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Country Profile. Botswana, Lesotho, Swaziland. London: Economist Intelligence Unit [annual publication] NAL call no.: [HC900.A1C682]

Country Report. Botswana, Namibia, Lesotho, Swaziland. London: Economist Intelligence Unit [quarterly publication] NAL call no.: HC940.A1Q83

Elifas, I. "Information Services for Agricultural Research in Botswana." *Quarterly Bulletin of the International Association of Agricultural Information Specialists* 38, no. 2/3 (1993): 83-85. NAL call no.: Z672.I53

Food Policy and Agriculture in Southern Africa, (Papers were presented at the Gaborone Conference, Oct. 8-11, 1991, on Regional Cooperation and Integration) Richard Mkandawire and Khabele Matlosa, editors. Harare, Zimbabwe: SAPES Books, 1993. NAL call no.: HD2130.Z8F66 1993

Hutcheson, A. MacGregor and Richard Brown. "Botswana." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 175-190 [annual publication] NAL call no.: DT30.A37

Kemsley, E.J., O.B. Mmolawa, and Louise-Lobisa Setshwaelo. *Country Report, Botswana.* (*ISNAR Training Series. Human Resource Management*: no. 10) Hague, Netherlands: International Service for Training Agricultural

Research: Southern African Centre for Cooperation in Agricultural Research, 1990. NAL call no.: HF5549.A2I75 no. 10

Leith, J.C. "The Static Welfare Economics of a Small Developing Country's Membership in a Customs Union: Botswana in the Southern Africa Customs Union." *World Development* 20, no. 7 (July 1992): 1021-1028. NAL call no.: HC59.7.A1W6

Madissa, M.E. *Production Costs for Vegetable Crops in Botswana.* Gaborone, Botswana: Ministry of Agriculture, Dept. of Agricultural Research, 1993. NAL call no.: S562.B55M32 1993

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Mokgotle, Kebabope. *The Economics of Smallholder Dairying in Botswana.* (Working Paper, Ontario Agricultural College, Dept. of Agricultural Economics and Business, 93/11) Guelph, Ontario: Dept. of Agricultural Economics and Business, University of Guelph, 1993. NAL call no.: HD1781.W67 no. 93/11

Mpho, B. "The Situation in Southern Africa." *Water Supply* 12, no. 1/2 (1994): FS13-FS16. NAL call no.: TD201.W346

Okoth, P.G. "The Preferential Trade Area for Eastern and Southern African States and its East African Community Heritage." *Journal of East African Research and Development* 20 (1990): 162-185. NAL call no.: DT365.A2J6

Review of Botswana's Agricultural Research System. The Hague, Netherlands: International Service for National Agricultural Research, 1990. NAL call no.: S539.5.I22 no. 51

Scudder, T. *The IUCN Review of the Southern Okavango Integrated Water Development Project.* Gland, Switzerland: International Union for Conservation of Nature and Natural Resources, 1993. NAL call no.: TC519.B57I83 1993

Sigwele, H.K. and D.W. Norman *Rural Development in Botswana: A Case Study.* (Staff Paper, Kansas State University, Dept. of Agricultural Economics, no. 94-4) Manhattan, KS: Dept. of Agricultural Economics, Kansas State University, 1993. NAL call no: HD1401.S73 no. 94-4

White, Richard. *Livestock Development and Pastoral Production on Communal Rangeland in Botswana.* Gaborone, Botswana: The Botswana Society, 1993. NAL call no.: SF55.B54W43 1993

Who's Who of Southern Africa. Parkhurst, Republic of South Africa: Who's Who of Southern Africa [annual publication]

Worman, F.D., D. Norman, J. Ware-Snyder and S. Bock, editors. *Farming Systems Research Handbook for Botswana.* (Agricultural Technology Improvement Project Series, RP 3) Gaborone, Botswana: Dept. of Agricultural Research, Ministry of Agriculture; Mid-American International Agricultural Consortium, 1990. NAL call no.: S473.B55F37 1990

Yates, Roger, Teedzani Woto and Judge T. Tihage. *Solar-powered Desalination: A Case Study from Botswana.* (IDRC-TS Series 65e) Ottawa, Ont., Canada: International Development Research Centre, 1990

Cameroon

Economy:

Cameroon, with its oil fields and abundant agricultural output, boasts one of the highest per capita incomes in Sub-Saharan Africa. It has a relatively diversified, stable and market-oriented economic base.

Agriculture is the mainstay of the economy, employing 70% of the work force and accounting for 25% of GDP. Cash crops, primarily cocoa, coffee, timber, cotton, and rubber, are an important part of export revenues. The country is highly self-sufficient in food production.

Oil production accounts for a large proportion of export income, although present oil sources may be nearing exhaustion. Natural resources that, so far, remain underexploited include off-shore natural gas, bauxite and limestone deposits, iron ore, and uranium. Light manufacturing dominates Cameroon's small manufacturing sector which contributes about 13% to GDP.

In 1989, the Cameroon government began implementation of a Structural Adjustment Program (SAP) with help from the World Bank and the International Monetary Fund. The SAP aims at improving the business climate, and has made some progress through new banking policies, a revised investment code, privatization of some government enterprises, improved agricultural efficiency, and easing of trade restrictions.

Exports

Exports consisted of $1.8 billion (f.o.b. 1991). The main export commodities include: petroleum products, lumber, cocoa beans, aluminum, coffee, and cotton. Principal markets for exports are European Union countries (particularly France), the United States, and African countries.

Imports:

Imports consisted of $1.2 billion (c.i.f. 1991). Imports include: machines and electrical equipment, food, consumer goods, and transport equipment. Principal sources of imports are the European Union countries (particularly France and Germany), African countries, Japan, and the United States.

Economic Aid Assistance:

U.S. commitments, including Ex-Im (FY 1970-89), $479 million; Western (non-U.S.) countries, ODA, and OOF bilateral commitments (1970-90), $4.75 billion; OPEC bilateral aid (1979-89), $29 million; Communist countries (1970-89), $125 million.

International Agreements:

Party to: Biodiversity, Climate Change, Endangered Species, Law of the Sea, Ozone Layer Protection, Tropical Timber 83; signed, but not ratified: Desertification, Nuclear Test Ban Treaty, Tropical Timber 94. Cameroon adheres to the Fourth Lomé Convention.

Cameroon has bilateral investment and/or commercial agreements with Austria, Belgium, Canada, China, Denmark, France, Germany, Greece, Italy, Japan, Russia, South Korea, Spain, Switzerland, United Kingdom, and the United States.

Port of Entry:

Douala-Bonaberi serves as Cameroon's main port. Port areas and extensive storage areas are linked by rail and road. Smaller sea ports are located at Victoria, Kribi and Limbe/Tiko. There is a river port at Garoua.

U.S. Exports to Cameroon:

U.S. 1994 exports to Cameroon were worth $53.7 million (f.a.s.). The major exports include: wheat, flour and other grain mill products, machinery and machine parts, petroleum and coal products, vaccines, malt extract and corn.

Cameroon Exports to the U.S.:

Cameroon's 1994 exports to the U.S. were worth $55.2 million (customs value). Exports include mostly petroleum and petroleum products.

Investment/Trade Activities

Currency exchange falls under the jurisdiction of the Directorate of Economic Controls and External Finance, Ministry of Finance. All transactions must go through its intermediaries: authorized banks or the Postal Administration.

Import licenses are no longer required except for certain controlled commodities. Controlled items include fresh and frozen meat and fish, corn, rice, wheat and wheat flour, vegetable oil, sugar, bread, pharmaceuticals, and veterinary products. Licenses are available only to those who register annually with the Ministry of Commerce and Trade.

Customs authority is handled by the Director of Customs.

- Most duties are ad valorem (c.i.f. value); imports are classified by the Harmonized System (HS).

Tariffs in the form of duties, taxes, fees and/or levies are applied to all imports. Charges are numerous and may range from 20% to 100% of value.

- The Union Douaniere et Economique de l'Afrique Centrale (UDEAC) to which Cameroon belongs, maintains a four-part tariff system applicable to all goods coming from outside the Union. These tariffs are levied in all UDEAC member countries and consist of fiscal duty (10-30%, except for luxury items), customs duty (2.5-15%), turnover tax (10%), and a nationally based complementary tax (5-20%).

- Cameroon applies its own set of tariffs, including complementary tax, consumption tax, unloading tax, a veterinary tax, and a sanitation tax.

- Special levies apply to sugar, rice, and cooking oil.

- UDEAC countries (Cameroon, Central African Republic, Congo, Gabon, Chad and Equatorial Guinea) are prohibited from using internal tariffs that inhibit trade between its members.

- Barter and countertrade are regulated in Cameroon; all transactions valued over CFA 500,000 require authorization of the Minister of Industrial and Commercial Development.

All imported textile materials must obtain prior authorization from the Ministry of Trade and Commerce. Various medicines must have prior approval from the Ministry of Health before importation. Embargoed items include fish in containers over one kilogram in weight.

Cameroon also belongs to the Economic Community of the States of Central Africa (ECSCA), which strives to create regional economic integration.

Food/Health/Safety Regulations:

Various plants and plant products (e.g., banana plants, cacao plants, coffee plants, sugar cane, raw cotton, cotton seeds, and cotton plants), as well as containers holding earth or compost, fall under UDEAC quarantine regulations and require sanitary certificates.

Used clothing must show proof of sterilization.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Industrial Free Zones (IFZ) for selected industries are available to domestic and foreign investors. Set up with initial assistance from the Overseas Private Investment Corporation (OPIC) and USAID, the IFZ program (part of the new 1991 Investment Code) is aimed at attracting export processing industries. For producers who export more than 80% of their output, the government offers significant benefits including, exoneration from all tariffs on imported goods used in production and a 10-year tax holiday. Agriculture is one of the eligible sectors. (see contacts listing for the IFZ information office.)

Investment/Trade Assistance:

As part of the new Investment Code introduced in 1991, Cameroon has set up a "one-stop shop" to handle all aspects of the investment process. This office has contacts throughout the government bureaucracy. ICMU, PO Box 15438, Douala, Tel: 42-59-46; FAX: 43-30-07.

Investment/Trade Barriers:

Although Cameroon has begun privatization of some of its service and commodity enterprises, and the easing of price and import controls, it retains control of certain critical commodities. These include petroleum products, edible oils, wheat flour, rice, sugar and electricity.

Concerns about recent economic decisions, political unrest, and human rights violations within Cameroon, have adversely affected the business climate. In 1993, USAID announced plans to terminate all economic assistance programs there. Formal closeout takes place in 1995.

Best U.S. Export/Investment Prospects:

Recent exchange rates have been favorable for the U.S. dollar in relation to Cameroon currency. In addition, businesses in Cameroon would like to diversify away from French distributors and become less reliant on the EU in general. Despite stiff EU competition, these elements create a positive window for most U.S. trade enterprises.

Markets for heavy machinery, lumber and farming equipment, computers, electronic equipment, and consumer non-durables, are all growth sectors for imports to Cameroon.

Agricultural commodities have led U.S. exports to Cameroon for the last three years and should continue to be profitable. In addition to the current leading exports of wheat and wheat flour, there are growing markets for rice and corn products. USDA export financing programs are available.

Off-shore fishing potential (lobsters, shrimp and fish) remains relatively untapped.

A new Investment Code was enacted in 1991. It provides many incentives to domestic as well as foreign investors.

Both lumber and agricultural parastatal enterprises are slated for privatization in the future and will provide investment opportunities. Agricultural commodities, fertilizers, and textiles are all good investment prospects.

The Overseas Private Investment Corporation (OPIC) offers some programs in Cameroon.

Membership in:

Regional Organizations:

African Development Bank (AFDB); Central African States Development Bank (BDEAC); Communaute Economique des Etats de l'Afrique Central (CEEAC); Economic Commission for Africa (ECA); Economic Community of the States of Central Africa (ECSCA); the Franc Zone (FZ), Islamic Development Bank (IDB); Organization of African Unity (OAU); Organization of the Islamic Conference (OIC); Union Douaniere et Economique de l'Afrique Centrale (UDEAC).

International Organizations:

African, Caribbean and Pacific States (ACP); Food and Agriculture Organization (FAO); General Agreement on Tariffs and Trade (GATT); International Agricultural Exchange Association (IAEA); International Bank for Reconstruction and Development (IBRD); International Development Association (IDA); International Fund for Agricultural Development (IFAD); International Monetary Fund (IMF); Non-Aligned Movement (NAM); UN Conference on Trade and Development (UNCTAD); UN Industrial Development Organization (UNIDO); World Customs Organization (WCO); World Health Organization (WHO); World Intellectual Property Organization (WIPO); World Meteorology Organization (WMO); World Tourism Organization (WTO).

List of Contacts:

(The international telephone access code in 011, and the country access code for Cameroon is 237.)

Action pour un Developpement Equitable Integre et Durable, BP 1354, Bafoussam

African-American Institute - Cameroon, BP 1329, Yaounde

African Insurance Organization, BP 5860, Douala. Tel: 43-20-08; FAX: 42-94-96

American Business Association, c/o Pecten Cameroon Company, BICIC Building Bonanjo, PO Box 2273, Douala. Tel: 43-27-12; FAX: 43-27-23

Association for the Promotion of African Community Initiatives, BP 5046, Douala. Tel: 42-12-28; FAX: 43-17-30

Banque des Etats de l'Afrique Centrale (BEAC), BP 83, Yaounde. Tel: 23-04-88; FAX: 23-33-80; Telex: 8204

Cameroon Chamber of Commerce, Industries and Mines, PO Box 4011, Douala. Tel: 42-28-88 or 42-36-90; Telex: 5616 KN

Cameroon Development Corp. (CAMDEV), Bota, Limbe. Tel: 33-22-51; FAX: 33-26-54 [Acquires and develops plantations for tropical crops; operates oil mills, banana packing stations, tea and rubber factories]

Cameroon National Centre for Studies and Experimentation in Agricultural Mechanization (CENEEMA), PO Box 1040, Yaounde. Tel: 22-32-50

Cameroon National Ports Authority, Maritime Center, PO Box 4020, Douala. Tel: 42-73-22; FAX: 42-67-97

Center for Forestry Research, BP 2102, Messa, Yaounde. Tel: 23-35-82

Chamber of Agriculture, Livestock Production and Forests/ Chambre d'Agriculture, de l'Elevage et des Forets, PO Box 287, Parc Repiquet, Yaounde. Tel: 22-38-85; Telex: 8243

Director of Customs, BP 4049, Douala. Tel: 42-32-02; FAX: 42-32-02; Telex: (0970) 5347

Institut de la Recherche Agronomique (IRA), BP 2123, Yaounde. Tel: 23-26-44 or 23-3538; Telex: 1141

Ministry of Agriculture, c/o Central Post Office, Yaounde. Tel: 23-40-85; Telex: 8325

Ministry of Economy and Finance, c/o Central Post Office, Yaounde. Tel: 23-22-99; FAX: 23-37-17

Ministry of Industrial and Commercial Development, c/o Central Post Office, Yaounde. Tel: 22-25-12; FAX: 22-27-04

Ministry of Livestock, Fisheries and Animal Husbandry, c/o Central Post Office, Yaounde. Tel: 22-33-11

National Office of Industrial Free Zones (NOIFZ). Tel: 43-33-43; FAX: 43-33-17

Pan African Institute for Development, PO Box 4056, Douala. Tel: 42-43-35; FAX: 42-43-35

Societe de Developpement de la Haute-Vallee du Noun (UNVDA, BP 25, N'Dop and BP 83, Bamenda [Rice, maize and soybean cultivation]

Societe de Developpement de l'Elevage (SODECAO), BP 50, Kousseri [Cattle]

Societe de Developpement du Cacao (SODECAO), BP 1651, Yaounde. Tel: 22-09-91; Telex: 8574 [Development of cocoa, coffee and food crop production in Centre-Sud province]

Societe de Developpement et d'Exploitation de Productions Animales (SODEPA), BP 1410, Yaounde. Tel: 22-24-28 [Development of livestock and livestock products]

Societe d'Expansion et de Mondernisation de la Riziculture de Yagoua (SEMRY), BP 146, Yagoua. Tel: 29-62-13; Telex: 7655 [Commercialization of rice products and expansion of rice-growing in areas where irrigation is possible]

Societe National d'Investissement du Cameroun, PO Box 423, Yaounde. Tel: 22-44-22; FAX: 23-39-64

SYNDUSTRICAM (The National Association of Manufacturers), PO Box 673, Douala. Tel: 42-30-58

Timber Producers and Exporters of Cameroon, BP 570, Yaounde. Tel: 20-27-22; FAX: 20-27-22

United Nations Development Programme - Cameroon, Immeuble Stamatiades, Ave. Independence, BP 836, Yaounde. Tel: 22-50-35 or 22-41-99

United Nations Information Centre - Cameroon, Immeuble Stamatiades, Ave. Independence, BP 836, Yaounde. Tel: 22-50-43

U.S. Consulate, 21 Avenue du General de Gaulle, BP 4006, Douala. (Pouch address: Douala, Dept. of State, Washington, DC 20521-2530) Tel: 42-53-31; FAX: 42-77-90

U.S. Embassy, Rue Nachtigal, BP 817, Yaounde. (Pouch address: American Embassy Yaounde, Dept. of State, Washington, DC 20521-2520) Tel: 23-40-14; FAX: 23-07-53; Telex: 8223 KN

The World Bank, New Bastos PO Box 1128, Yaounde. Tel: 20-38-15; FAX: 21-07-22

U.S.:

Cameroon, Country Desk Officer, U.S. Dept. of Commerce, HCHB 3317, Washington, DC 20230. Tel: 202-482-4228

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of the Republic of Cameroon, 2349 Massachusetts Ave., NW, Washington, DC 20008. Tel: 202-265-8790

Honorary Consulate, Cameroon, 7925 Wilmerding, Houston, TX 77061. Tel: 713-744-2785

Office of the Permanent Mission of Cameroon to the United Nations, 22 E. 73rd St., New York, NY 10032. Tel: 212-794-2295

Overseas Private Investment Corporation (OPIC), 1615 M St., NW, Washington, DC 20537

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

Select Publications:

Benjamin, Nancy C. "Income Distribution and Adjustment in an Agricultural Economy: A General Equilibrium Analysis of Cameroon." *Working paper* (Cornell Food and Nutrition Policy Program) no. 41 (1993). NAL call no.: HD9018.D44W675 no. 41

Brainerd, T.R. "West African Seafood Trade." *FDSS Working Paper* (International Center for Marine Resource Development, Univ. of Rhode Island) no. 26 (1991). NAL call no.: SH328.F47 no. 26

Brun, T.A. "The Nutrition and Health Impact of Cash Cropping West Africa: A Historical Perspective." *World Review of Nutrition and Diet* 65 (1991): 124-162. NAL call no.: 389.1 W892

Central Africa: A Travel Survival Kit. Oakland, CA: Lonely Planet Publication, Inc., 1994 [Latest ed.]

Clarke, John I., Pierre Englebert and Michael Chapman. "Cameroon." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994. p. 224-246. NAL call no.: DT30.A37

Country Profile. Cameroon, Central African Republic, Chad. London: The Economist Intelligence Unit [annual publication] NAL call no.: HC995.A1Q832

Country Report. Cameroon, Central African Republic, Chad. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC995.A1Q83

Deren, P.H. "West African Cotton in the New Marketing System." *Cotton International* 57th ed. (1990). NAL call no.: 72.8 C8214I

Exporter Directory of African Coffee. Abidjan, Cote d'Ivoire: Inter-African Coffee Organization [biennial publication]

French Afrique. [Leading companies in French-speaking Africa] Paris: IC Publications [annual publication]

Hagel, Thomas. "Privatization of the Fertilizer Sector in Cameroon." *Arbeiten aus dem Institut fur Afrika-Kunde* no. 84 (1992). NAL call no.: HD0483.D172H33 1992 [In German; summary in English and French]

Hanisch, Rolf and Cor. Jakobeit. "The World Cocoa Market." *Schriften des Deutschen Ubersee-Instituts Hamburg* no. 5-6 (2 vols.). (1991). NAL call no.: HD9200.A42K35 1991 [In German, summary in English]

Kinyuy, W.C. "Through Integrated Biomedical/Ethnomedical Preparation and Ethnotaxomony, Effective Malaria and Diabetic Treatments Have Evolved." *Acta Horticulturae* no. 344 (Nov. 1993): 205-214. NAL call no.: 80 Ac82 [Some medicinal plants in Cameroon]

Lamaty, G. et al. "Aromatic Plants of Tropical Central Africa. IV. Essential Oils of Eupatorium odoratum L. from Cameroon and Congo." *Journal of Essential Oil Research* 4, no. 2 (Mar./Apr. 1992): 101-105. NAL call no.: SB298.J66 [Many other articles in this journal issue relate to Cameroon essential oil plants]

Langham, Max R. "Determinants of Productivity in the Agricultural Sector with Implications for Research Policy and Analysis." *International Working Paper Series* IW92-4 (1992). NAL call no.: S49.I57-92-4

Langham, Max R., and Joseph M. Ayissi. "Measures of Transaction Costs in the (sic) Arabica Coffee Sub-Sector in Menoua Division of West Province, Cameroon." *International Working Paper Series* IW92-7 (1992). NAL call no.: S49.I57-92-7

Langham, Max R., and Joseph M. Ayissi. "Price Policy in Cameroonian Coffee Subsector with Emphasis on Arabica Producers' Returns Versus Government Revenues." *International Working Paper Series* IW92-5 (1992). NAL call no.: S49.I57-92-5

Lynch, Sarah G. "Income Distribution, Poverty, and Consumer Preferences in Cameroon." *Working Paper* (Cornell Food and Nutrition Policy Program) no. 16 (1991). NAL call no.: HD9018.D44W675 no. 16

Mbiapo, F. and G. Youovop. "Regulation of Pesticides in Cameroon." *Journal of Toxicology and Environmental Health* 39, no. 1 (May 1993): 1-10. NAL call no.: RA565.A1J6

Mekono, L.J. "Industry Development in Cameroon." *Cotton International* 57th ed. (1990): 214-215. NAL call no.: 72.8 C8214I

Santoir, Christian. *Under the Cacao Empire.* Paris: Editions de l'ORSTOM, 1992. NAL call no.: S473.C17S26 [In French, summary in English]

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Tambi, N.E. and B.M. Vabi. "Analysis of Factors Influencing Dairy Market Involvement in Bamenda, Northwest Province, Cameroon." *Agribusiness* 10, no. 4 (July/Aug. 1994): 293-304. NAL call no.: HD1401.A56

Tanyi, E.N. "The Use of Nine Multiple Purpose Trees in Dental Hygiene." *Nitrogen Fixing Tree Research Report* 8 (Aug. 1990): 29. NAL call no.: QK898.N6N52

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Cape Verde

Economy:

Cape Verde is a small nation consisting of ten islands with a poor natural resource base, serious water shortage increased by long-term drought, and a high birth rate. The economy is service-oriented, with commerce, transport, and public services accounting for 60% of GDP. About 90% of food must be imported.

Agriculture, including forestry and fishing, contributed 24% of GDP in 1991, and employed an estimated 41% of the labor force in 1993. Bananas are the only export crop. Other crops include: corn, beans, sweet potatoes, and coffee. Growth potential of the agricultural sector is limited by poor soils and barely sufficient rainfall. Fish catch provides for both domestic consumption and small exports.

Industry accounts for 8% of GDP (1990 est.). Industries consist of fish processing, salt mining, clothing factories, ship repair, construction materials, and food and beverage products.

Economic reforms launched by the democratic government in February 1991 are aimed at developing the private sector and attracting foreign investment to diversify the economy.

Exports:

Exports consisted of $4.4 million (f.o.b 1992). Export commodities include: fish, bananas, hides, and skins. Principal market for exports are Algeria, Angola, Portugal with 40%, and the Netherlands.

Imports:

Imports consisted of $173 million (c.i.f. 1992). Imports include: foodstuffs, consumer goods, industrial products, and transport equipment. Principal sources of imports are France, Germany, the Netherlands, Portugal, Spain, Sweden with 33%, and the United States.

Economic Aid Assistance:

US commitments, including Ex-Im $93 million (FY 1975-1990); Western (non-US) countries, ODA and OOF bilateral commitments $586 million (1970-1990); OPEC bilateral aid $12 million (1979-1989); Communist countries $36 million (1970-1989).

International Agreements:

Party to: Environmental Modification, Law of the Sea, Marine Dumping, Nuclear Test Ban; signed, but not ratified: Biodiversity, Climate Change, and Desertification. Cape Verde has bilateral investment agreements with Austria, Germany, Holland Portugal, and Switzerland. Agreements with Italy and Russia are now being negotiated.

Port of Entry:

Mindelo, Praia, and Tarrafal.

U.S. Exports to Cape Verde:

U.S. exports to Cape Verde were worth $4.6 million in 1994.

Cape Verdean Exports to U.S.:

Cape Verdean exports to the U.S. were worth $123,399 (customs value) in 1994.

Trade Activities:

All foreign exchange transactions are under the control of the Bank of Cape Verde. There are no foreign exchange controls affecting trade.

Since 1991, the government of Cape Verde has been implementing a number of economic and administrative reforms; these include trade liberalization and removal of the state monopoly in commerce, greater private sector participation in the economy, price liberalization, and regulatory and administrative reforms.

In August 1991, import tariffs were streamlined. The previously cumbersome system was replaced by 10 ad valorem rates ranging from 5% to 50%. In addition to these duties, importers pay a fixed 7% for general emoluments and a consumption tax on goods of non-priority, ranging from 5% to 20%.

90% of imports have been liberalized. For liberalized products, the prior import license has been replaced by a simple declaration of importation.

Customs authority is carried out by the Directeur General des Douanes, Direction Generale des Douanes, Ministere des Finances in Praia (see contacts listing). Customs valuation is made in accordance with the definition of Brussels' Convention. Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).

Food/Health/Safety Regulations:

Cape Verde requires sanitary or health certificates for the

importation of plants and plant materials and livestock. Phytosanitary certificates must be included with vegetable products, which are subject to a sanitary inspection upon arrival in Cape Verde.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

A decree law in May 1989, created the legal basis for a free trade zone. Entrepot activities can be undertaken, such as the storage of goods without payment of duties, with storage periods ranging up to four years.

Investment/Trade Assistance:

The Cape Verdean Investment Center, Promex, implements provisions of Cape Verde's investment (foreign) code and approves all investment projects. Branches of foreign companies may not be established until they are registered with the registrar of companies. Joint ventures are allowed and encouraged, especially in the fishery, airline, and telecommunication sectors.

Trade/Investment Barriers:

Due to a common language and longstanding relations, Portugal is the single most important competitor, followed by other European countries. In recent years, Brazil has made a noticeable effort in getting into the Cape Verdean market. Lack of access to commercial credit, and a small and weak domestic market are major roadblocks to doing business.

Best U.S. Export/Investment Prospects:

Some of the leading trade prospects for the U.S. include: consumer goods, port and airport products and services, and telecommunications equipment and services. Cape Verde benefits from the loan guarantee program of the Overseas Private Investment Corporation (OPIC).

Membership in:

Regional Organizations

African Development Bank (AFDB), Economic Community of West African States (ECOWAS), Organization of African Unity (OAU), and Sahel Committee Against Drought (CILSS).

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP); Customs Cooperation Council (CCC); Economic Commission for Africa (ECA); Food and Agriculture Organization (FAO); International Bank for Reconstruction and Development (IBRD); International Fund for Agricultural Development (IFAD); International Monetary Fund (IMF); International Maritime Organization (IMO); United Nations Conference on Trade and Development (UNCTAD); United Nations Industrial Development Organization (UNIDO); World Meteorological Organization (WMO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Cape Verde is 238.)

Cape Verde:

Associacao Comercial e Agricola de Sotavento, Guerra Mendes 23, Piso 1, PO Box 78, Praia, Santiago. Tel: 61-2991

Associacao Comercial de Barlavento, PO Box 62, Mindelo, Sao Vicente. Tel: 31-3118

Bank of Cape Verde, 117 avda Amilcar Cabral, PO Box 101, Praia, Santiago. Tel: 61-5529; FAX: 61-4447

Centro de Promocao do Investimento e das Exportacoes (PROMEX), PO Box 89-C, Fazenda, Praia, Santiago. Tel: 61-5752; FAX: 61-1442 [Promotes foreign investment and exports]

Directeur General des Douanes, Direction Generale des Douanes, Ministere des Finances, PO Box 98, Praia, Cape Verde. Tel: 61-3142; FAX: 61-3659

Empresa Nacional de Administracao dos Portos, (ENAPOR), avda Marginal, PO Box 82, Mindelo, Sao Vicente. Tel: 31-4414; FAX: 31-4661

Instituto Nacional de Investigacao Agraria, PO Box 115, Praia. Tel: 61-1570 [National Institute for Agrarian Research]

Ministry of Finance and Planning, 107 avda Amilcar Cabral, PO Box 30, Praia, Santiago. Tel: 61-5696; FAX: 61-1770

Ministry of Foreign Affairs, Praca 10 de Maio, PO Box 60, Praia, Santiago. Tel: 61-5733; FAX: 61-3952

U.S. Embassy at Praia, Rua Abilio Macedo 81, PO Box 201. Tel: 61-5616; FAX: 61-1355

U.S.:

Cape Verde Desk Officer, U.S. Department of Commerce, Room 3317, 14th St. and Constitution

Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Consulate General, 535 Boylston St., 2nd Floor, Boston, MA 02116. Tel: 617-353-0014; FAX: 617-859-9798

Embassy of the Republic of Cape Verde to the United States, 3415 Massachusetts Ave., NW, Washington, DC 20007. Tel: 202-965-6820; FAX: 202-965-1207

Office of the Permanent Mission to the United Nations, 27 East 69th St., New York, NY 10021. Tel: 212-472-0333; FAX: 212-794-1398

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Cape Verde: Economic Trends and Outlook. Washington, DC: U.S. Department of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

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Cape Verde: Leading Trade Prospects for U.S. Business. Washington, DC: U.S. Department of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Cape Verde: Marketing U.S. Products and Services. Washington, DC: U.S. Department of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Cape Verde: Trade Regulations and Standards. Washington, DC: U.S. Department of Commerce, 1995 [Available through the National Trade Data Bank]

Cape Verde: World Factbook. Washington, DC: Central Intelligence Agency, 1995 [Available through the National Trade Data Bank]

Country Report. Congo, Sao Tome and Principe, Guinea Bissau, Cape Verde, 1993-1994. London: The Economist Intelligence Unit, 1994. (quarterly publication) NAL call no.: HC980.A1C69

Dommen, A.J. "Cape Verde." In *Global Review of Agricultural Policies.* Washington, DC: U.S. Department of Agriculture, Economic Research Service, 1988, p. 257. NAL call no.: aHD1415.G5

Country Presentation by the Government of Cape Verde. New York, NY: United Nations Conference on the Least Developed Countries, 1990

Grepne, Jonathan. "Cape Verde." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 247-257 [annual publication] NAL call no.: DT30.A37

Mayer, Jean. "Development Problems and Prospects in Portuguese-Speaking Africa." *International Labor Review* 129, no. 4 (1990): 459-478

Shaw, Caroline S. *Cape Verde.* Santa Barbara, CA: ABC-Clio, Inc., 1991 [ABC-Clio, Inc., PO Box 1911, Santa Barbara, CA 93116]

III Plano Nacional de Desenvolvimento, 1992-1995. Cape Verde Islands: Ministerio das Financas e do Planeamento, 2v, 1995. 153pp.

Cote d'Ivoire

Economy:

Agricultural production has been, and remains, central to Cote d'Ivoire's economy. More than two-thirds of Ivoirians are involved in agriculture, which contributes 33% of the GDP and produces 80% of export revenue. Primary cash crops are cocoa beans, coffee, timber, bananas, palm kernels, and rubber. Subsistence crops include corn, rice, manioc, and sweet potatoes. Imports of bread grains and dairy products are required to meet demand.

At 20% of GDP, Cote d'Ivoire has a substantial industrial sector compared to other African countries. Foodstuffs, wood processing, oil refining, textiles, fertilizers, beverages, and automobile assembly are the primary industrial activities. There have been renewed efforts to further diversify the economy away from agricultural commodities.

With support from the International Monetary Fund and the World Bank, the government of Cote d'Ivoire has committed itself to reforms in trade and banking policy, and to privatization of the economy, including sale of some of the many parastatal service and commodity enterprises.

Exports:

Exports consisted of $2.8 billion (f.o.b. 1990). The main export commodities include: cocoa beans and cocoa products, coffee, timber, petroleum, cotton, bananas, pineapples, palm oil, and cotton. Principal trading partners are France, Germany, Netherlands, the United States, Belgium, and Spain.

Imports:

Imports consisted of $1.6 billion (c.i.f. 1990). Imports include: food, capital goods (machinery and transport equipment), consumer goods, and fuel. Principal sources of imports are France, other European Union countries, Nigeria, the United States, and Japan.

Economic Aid Assistance:

U.S. commitments, including Ex-Im (FY1970-89), $356 million; Western (non-U.S.) countries, ODA and OOF bilateral commitments (1979-89), $5.2 billion.

International Agreements:

Party to: Biodiversity, Climate Change, Endangered Species, Hazardous Wastes, Law of the Sea, Marine Dumping, Nuclear Test Ban, Ozone Layer Protection, Ship Pollution, Tropical Timber 83; signed, but not ratified: Desertification.

Port of Entry:

Cote d'Ivoire's principal port is at Abidjan. This port is also a busy trade center for Burkina Faso, Niger, and Mali. The port has container, fruit, oil and timber terminals.

There is a new port at San Pedro that handles primarily timber and agricultural goods.

U.S. Exports to Cote d'Ivoire:

U.S. exports to the Cote d'Ivoire were worth $111.2 million (f.a.s.) in 1994. Principal exports include: telecommunications equipment, agricultural commodities, plastic materials and resins, and paper and paperboard.

Cote d'Ivoire Exports to the U.S.:

Cote d'Ivoire's exports to the U.S. were worth $185.4 million (customs value) in 1994. Exports include: cocoa beans and cocoa products, coffee, and petroleum products.

Investment/Trade Activities:

Exchange is governed by the Directorate of the Treasury of Money and Banking Affairs in the Ministry of Economy, Finance and Planning. All foreign exchange transactions, except those dealing with France, must go through their authorized intermediaries: authorized banks and the Postal Administration.

Import licenses are required for transactions of over CFA 25,000. An intent to import authorization is required for transactions worth over CFA 100,000. Both documents are valid for six months and may be renewed for an additional six months.

Licensing is not required for trade between the fifteen countries of the Economic Community of the West African States (ECOWAS) to which Cote d'Ivoire belongs.

Customs authority rests with the Directeur General des Douanes. Imports are classified by the Harmonized Commodity Description and Coding System.

- Tariffs consist of two basic elements: fiscal duty and customs duty.

- Most duties are ad valorem based on the Brussels Definition of Value. This assessment system may be replaced with the Customs Valuation Code within the next five years.

- The West African Customs Union (CEAO) (members: Cote d'Ivoire, Mali, Mauritania, Niger, Senegal, Burkina Faso) standardizes, to a certain extent, tariffs levied on imports from non-member countries. Customs duties are waived between member countries.

Significant restrictions, either through embargo, special import taxes, or special authorizations, have been placed on several commodities including live animals, meat, poultry, jute and plastic bags, distilling equipment, saccharin, and living plants or seeds.

Importation of biscuits, rice and rice products, textiles, and alcoholic beverages are subject to special regulations.

In addition to the CEAO and ECOWAS, Cote d'Ivoire belongs to the four-country member Council of Entente (Benin, Niger and Burkina Faso). All of these organizations strive for greater integration of commercial and economic policy between members.

Food/Health/Safety Regulations:

Phytosanitary/health certification applies to imports of live plants, seed, live fish and fish products. Seeds and cereals require fumigation certificates.

All pesticides must be registered for distribution or use in Cote d'Ivoire.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

A Foreign Trade Zone exists in Abidjan for goods destined for Mali, Niger, or Burkina Faso.

Investment/Trade Assistance:

There are several groups that provide contacts and information to foreign traders and investors. (see contacts listing)

The Cote d'Ivoire Investment Promotion Center (CEPICI) was set up in February, 1995 as a "one-stop shop" for information and assistance for entrepreneurs interested in starting a business or investing in Cote d'Ivoire.

Investment/Trade Barriers:

Traditional ties to France that include French business practices and technical standards, and French legal and financial systems, not to mention dependency on the French language, discourage non-French participation in Cote d'Ivoire. There is also some discrimination against U.S. cargo carriers.

Protective tariffs and price controls effectively create a monopoly for domestic and CEAO produced meat and produce.

Best U.S. Export/Investment Prospects:

The climate for both foreign trade and investment is positive. There is much interest in U.S. commodities.

Agriculture and agro-industry will remain the major sources of growth in Cote d'Ivoire during the next few years. Best prospects: agricultural and irrigation equipment, forestry and woodworking machinery, food processing and packaging equipment, agricultural chemicals, smoking tobacco, rice, wheat, corn, milk, and vegetable oils.

The Cote d'Ivoire government actively encourages foreign investment. There are many financial assistance institutions active in Cote d'Ivoire. Among them are the Trade and Development Program (TDP) of the U.S. International Cooperative and Development Agency; the Overseas Private Investment Corporation (OPIC); the African Project Development Facility (APDF); the African Investment Program of the International Finance Corporation and the Export-Import Bank of the U.S.

Membership in:

Regional Organizations

African Development Bank (AFDB); West African Customs Union (CEAO); Economic Commission for Africa (ECA); Economic Community of West African States (ECOWAS); Council of Entente; the Franc Zone (FZ), African Intellectual Property Organization (OAPI); Organization of African Unity (OAU); Economic Union of West African States (UEMOA)

International Organizations/ Trade Associations

African, Caribbean and Pacific (ACP); Food and Agriculture Organization (FAO); General Agreement on Tariffs and Trade (GATT); International Bank for Reconstruction and Development (IBRD); International Development Association (IDA); International Fund for Agricultural Development (IFAD); International Finance Corporation (IFC);

International Monetary Fund (IMF); Non-Aligned Movement (NAM); UN Conference on Trade and Development (UNCTAD); UN Industrial Development Organization (UNIDO); World Customs Organization (WCO); World Intellectual Property Organization (WIPO); World Meteorological Organization (WMO); World Trade Organization (WTO)

List of Contacts:

(The international telephone access code is 011, and the country access code for Cote d'Ivoire is 225.)

Cote d'Ivoire:

African Development Bank (AFDB), 01 BP 1387, Abidjan 01. Tel: 20-40-15 or 20-42-18 or 20-42-82; FAX: 33-14-34

African Oil Palm Development Association (AFOPDA), BP 15 341, Abidjan. Tel: 25-15-18

Africa Project Development Facility (APDF), 01 BP 8669, Abidjan 01. Tel: 21-96-97; FAX: 21-61-51

Agricultural Attache, Abidjan, Cote d'Ivoire, USDA, U.S. Foreign Agricultural Service, Washington, DC 20250-6000; stationed at the U.S. Embassy, 5 Rue Jesse Owens, 01 BP 1712, Abidjan. Tel: 21-39-96; FAX: 22-32-59

American Business Club, c/o Duncan, Allen and Talmadge, Immeuble SMGL, Ave. Joseph Anoma, 01 BP 3394, Abidjan 01. Tel: 32-67-66; Telex: 22435

American Chamber of Commerce of the Cote d'Ivoire (AMSHAM), 01 BP 3394, Abidjan 01. Tel: 21-46-16 or 216766; FAX: 22-24-37 or 21-68-17

Banque Centrale des Etats de l'Afrique de l'Ouest (BCEAO), angle Blvd. Botreau Roussel et Ave. Delafosse, 01 BP 1769, Abidjan 01. Tel: 21-04-66; FAX: 22-28-52

Banque Nationale pour le Developpement Agricoles (BNDA), Immeuble, SMGL - Plateau, 01 BP 2508, Abidjan 01. Tel: 32-07-57

Centre de Commerce International d'Abidjan (CCIA), Immeuble CCIA (3rd floor) - Plateau, 01 BP V 68, Abidjan 01. Tel: 32-30-92 or 32-39-69; FAX: 22-14-30

Centre de Promotion des Investissements de Cote d'Ivoire (CEPICI), CCIA Building (5th floor) - Plateau, 01 BP V 152, Abidjan 01. Tel: 21-40-70; FAX: 21-40-71

Centre pour l'Assistance et la Promotion des Entreprises Nationales (CAPEN), Immeuble la Pyramide (8th floor) - Plateau, BP V 271, Abidjan 01. Tel: 32-01-45; Telex: 23793

Centre Technique Forestier Tropical de Cote d'Ivoire (CTFT), Cote d'Ivoire Branch, 11 Ave. Jean Nermoz, 08 BP 8033, Abidjan 08. Tel: 44-28-58; FAX: 21-43-68

Chambre d'Agriculture de la Cote d'Ivoire, 11, Avenue Lamblin - Plateau, 01 BP 1291, Abidjan 01. Tel: 32-16-11

Chambre de Commerce et de l'Industrie de Cote d'Ivoire, 6, Avenue Joseph Anoma - Plateau, 01 BP 1399, Abidjan 01. Tel: 33-16-00 or 32-46-79; FAX: 32-39-42

Chambre d'Industrie de Cote d'Ivoire, 11, Ave. Lamblin, 01 BP 1758, Abidjan 01. Tel: 22-55-80 or 32-65-34

Compagnie Ivoirienne pour le Developpement des Cultures Vivrieres (CIDV), 01 BP 2049, Abidjan 01. Tel: 21-00-79

Compagnie Ivoirienne pour le Developpement des Textiles (CIDT), BP 622, - Bouake, Abidjan. Tel: 62-32-50

Directeur General des Douanes, Direction Generale des Douanes de la Republique de Cote d'Ivoire, 01 BP V 25, Abidjan 01. Tel: 21-25-93; FAX: 22-05-68

Federation Nationale des Industries de Cote d'Ivoire, CCIA Building (13th floor) - Plateau, 01 BP 1340, Abidjan 01. Tel: 22-69-37; FAX: 21-72-56

Institut de Recherches du Cafe et du Cacao (IRCC) Center, Cote d'Ivoire, BP 1827, Abidjan 01. Tel: 30-30-32; Telex: 23320

Institut de Recherches sur les Energies Nouvelles (IREN)/ New Energies Research Institute, University of Abidjan, BP V 34, Abidjan 01. Tel: 44-08-59; Telex: 26138

Institut de Recherches sur les Fruites et Agrumes (IFRA) Mission of Cote d'Ivoire, BP 1740, Abidjan 01. Tel: 32-13-09; Telex: 23220 [Research on tropical fruits]

International Finance Corporation, 01 BP 1850, Abidjan 01. Tel: 44-22-27 or 44-32-44; FAX: 44-16-87 or 44-44-83

Ministry of Agriculture, Water and Forests, Immeuble CAISTAB - Plateau, BP V 82, Abidjan. Tel: 32-08-33

Ministry of Economy and Finance, Immeuble SCIAM (15th floor) - Plateau, BP V 125, Abidjan. Tel: 32-05-66

Ministry of Trade, Immeuble Centre International du Commerce - Plateau, BP V 142, Abidjan. Tel: 32-48-10

Societe pour l'Assistance Technique pour la Modernization Agricole de la Cote d'Ivoire (SATMACI), Ave. Joseph Anoma - Plateau, 01 BP 1565, Abidjan 01. Tel: 32-62-76

Societe pour le Developpement de la Motorisation de l'Agriculture (MOTORAGRI), Route d'Abobo Gare, 01 BP 3745, Abidjan. Tel: 37-46-18

Societe pour le Developpement de la Production de Fruits et Legumes (SODEFEL), Immeuble OMAIS (6th floor) - Plateau, 01 BP 3032, Abidjan 01. Tel: 32-63-40

Societe pour le Developpement de Productions Animales (SODPRA), Immeuble les Harmonies, Route d'Adjame, 01 BP 1249, Abidjan 01. Tel: 32-13-10

Societe pour le Developpement des Plantations de Canne a Sucre l'Industrialisation et de la Commercialisation du Sucre (SODESCRE), 01 BP 2164, Abidjan 01. Tel: 32-04-79

Societe pour le Developpement des Plantations Forestieres (SODEFOR), Boulevard Latrille - Cocody, 01 BP 3770, Abidjan 01. Tel: 44-44-25

Societe pour le Developpement et l'Exploitation de Palmier a Huile (SODEPALM), 01 BP 2049, Abidjan 01. Tel: 32-00-79

Syndicat des Petites et Moyennes Enterprises (PME), 01 BP 1396, Abidjan 01. Tel: 35-71-42

Syndicat National des Commercants de Cote d'Ivoire (SYNACOCI), 01 BP 3574, Abidjan 01. Tel: 41-52-10

U.S. Embassy, 5 Rue Jesse Owens, 01 BP 1712, Abidjan 01. Tel: 21-09-79 or 21-46-72; FAX: 22-32-59; Telex: 23660 (includes Foreign Commercial Service Post, African Development Bank Representative, and Consular Section) (Pouch mail: c/o U.S. Dept. of State, Washington, DC 20521-2010)

The World Bank, 01 BP 1850, Abidjan 01. Tel: 44-22-27; FAX: 44-16-87

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave, NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Cote d'Ivoire, Country Desk Officer, U.S. Dept. of Commerce, Rm. 3317, 14th and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Embassy of the Republic of Cote d'Ivoire, 2424 Massachusetts Ave., NW, Washington, DC. 20008 Tel: 202-483-2400 or 202-797-0300; FAX: 202-387-6381 or 202-483-8482

Economic Development Office, Cote d'Ivoire, 2412 Massachusetts Ave., NW, Washington, DC 20008. Tel: 202-797-0300: FAX: 202-588-9558 or 202-483-8482

Ivory Coast Stabilization Fund, 1 World Trade Center, Ste. 2507, New York, NY 10048. Tel: 212-466-0280; FAX: 212-466-0183

Trade and Development Program, 1621 Ken St., Rm. 309, Rosslyn, VA 22209. Tel: 703-875-4357; FAX: 703-875-4009

U.S.-Africa Business Council, 552 Massachusetts Ave, Cambridge, MA 02139. Tel: 617-661-3501

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

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Alpine, Robine W.L. and James Pickett. *Agriculture, Liberalisation and Economic Growth in Ghana and Cote d'Ivoire*. Paris: Development Centre, Organisation for Economic Cooperation and Development, 1993

Armbruster, T. and K.J. Peters. "Traditional Sheep and Goat Production in Southern Cote d'Ivoire." *Small Ruminant Research* 11, no. 4 (Sept. 1993): 289-304. NAL call no.: SF380.I52

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Country Commercial Guide - Cote d'Ivoire. Washington, DC: U.S.

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Fiege, Karin. "Farmer Export Production in the Ivory Coast." *Arbeiten aus dem Institut fur Afrika-Kunde* no. 78 (1991). NAL call no. HD9199.I92F54 1991 [In German, summary in English]

France Afrique. (leading companies in French-speaking Africa) Paris: IC Publications [annual publication]

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Ethiopia

Economy:

Ethiopia is one of the least developed countries in Africa. Its economy is based on subsistence agriculture. Agriculture, including forestry and fishing, contributed 48% of GDP and employed 73% of the population in 1993. Coffee, the principal cash crop, has generated 60% of export earnings in recent years. Principal subsistence crops are: cereals (barley, maize, sorghum and teff), a number of pulses, and sugar cane. The country's second largest export commodity is hides and skins, which have accounted for about 20% of export earnings in recent years. Ethiopia has the largest population of livestock in Africa.

Industry, including mining, manufacturing, construction and power, provided 14.7% GDP in 1993. Industries consist of: food processing, beverages, textiles, chemicals, metals processing, and cement. Ethiopia has reserves of petroleum, although these have not been exploited. There are also small deposits of platinum, copper, and potash. In 1993, a large salt deposit in Bale, Southern Ethiopia was discovered. Over 90% of large-scale industry is state-controlled. The government is considering privatization and divestiture of several state-owned industrial plants.

Ethiopia's economy remains dependent on foreign aid and is heavily indebted. Years of internal strife have left the infrastructure of Ethiopia in great disrepair. With 97% of Ethiopia's foreign exchange earnings dependent on its agricultural sector, Ethiopia's move to free market policies have begun to stimulate agriculture. Ethiopia GDP growth is predicted to reach 7.5% for 1995. Increased agricultural export earnings (especially from coffee), increased tourism revenues, and continued strong international financial assistance bode well for economic recovery and the transition to a market-led economy.

Exports:

Exports consisted of $228.3 million (f.o.b. 1994). Export commodities include: coffee, leather products, gold, petroleum products, and vegetables. Principal markets for exports are Germany, Japan, Saudi Arabia, France, and Italy.

Imports:

Imports consisted of $432.2 million (c.i.f. 1994). Imports include: machinery and transport equipment, basic manufactures, chemicals and related products, fuel, and foodstuffs. Principal sources of imports are the U.S., Germany, Italy, Saudi Arabia, and Japan.

Economic Aid Assistance:

In March 1994, member countries of the "Paris Club" of creditor governments, the International Monetary Fund (IMF) and the World Bank agreed to give Ethiopia $1.1 billion in loans and grants for 1994/95. Of this amount, $655.9 million was to be used for various development projects.

International Agreements:

Party to: Endangered Species, Biodiversity, Climate Change, Ozone Layer Protection; signed international agreements, but not ratified: Desertification, Environmental Modification, Law of the Sea, Nuclear Test Ban

Port of Entry:

Ethiopia lost direct access to the Red Sea after Eritrea gained its independence in 1993. An agreement between the State of Eritrea and Ethiopia allows Ethiopian access to the ports of Assab and Massawa on the Red Sea.

U.S. Exports to Ethiopia:

Exports to Ethiopia were worth $143.1 million in 1994. Exports include: agricultural equipment, and foodstuffs (especially wheat)

Ethiopian Exports to the U.S.:

Exports to the U.S. were worth $34.1 million in 1994. Arabica coffee continues to be the largest export to the U.S.

Investment/Trade Activities:

Transactions in foreign exchange must be carried out through authorized dealers under the control of the National Bank of Ethiopia.

All imports require a license. The Minister of Trade has authority to prohibit, restrict or regulate imports and exports.

Foreign exchange permits are required for all imports.

Ethiopia requires all imports to be routed through Ethiopian nationals registered with the government as official import or distribution agents. The U.S. Embassy maintains a list of experienced local representatives.

Customs authority is carried out by the Director, Customs Authority in Addis Ababa.

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the Common Market for Eastern and Southern Africa (COMESA).
- Countertrade/barter is practiced; however, Ethiopia has no laws governing countertrade/barter. This activity comes under the authority of the Minister of Trade.

Ethiopia requires all importers and exporters to be registered with the Ministry of Trade and have a valid Foreign Trade License.

Food/Health/Safety Regulations:

There are special regulations on the importation and sale of livestock and animal products and foodstuffs into Ethiopia.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no free trade zones in Ethiopia. A transit zone is maintained by Djibouti in the port of Djibouti.

Investment/Trade Assistance:

The Investment Office of Ethiopia is responsible for coordinating new investment from foreign and domestic sources. In 1992, the transitional administration made considerable cuts in customs tariffs and in the sales tax on imported goods, and issued a new investment code which opens all sectors (with the exception of large-scale energy projects, transport and financial services) to foreign investors. The Commercial Section of the U.S. Embassy can provide information and advice on trade and investment in Ethiopia.

Investment/Trade Barriers:

Ethiopia requires trading licenses for all exporters and importers. In addition, foreign exchange permits are required for all imports. There continues to be a chronic shortage of foreign exchange.

The infrastructure of Ethiopia has suffered from years of lack of maintenance and investment. The poor quality infrastructure, although the target of several recent multilateral projects, continues to be an obstacle to investment and trade.

Best U.S.Export/Investment Prospects:

The best prospects for U.S. exports to Ethiopia include: agricultural commodities (cereals, cotton, seeds), agricultural equipment, agricultural chemicals, veterinary drugs and supplies, industrial chemicals, highway and building construction materials, water treatment plants and chemicals, power generation equipment, pharmaceuticals, medical equipment, communications equipment, and consultancy services (in agricultural development, industrial management, and in mineral, oil, and gas exploration and development).

The Overseas Private Investment Corporation (OPIC) makes insurance available for potential U.S. investors in Ethiopia. Also, loans and guarantees for exports to Ethiopia are available from the U.S. Export-Import Bank (Eximbank).

Ethiopia's poor infrastructure is the target of several multilateral donor projects. Opportunities may exist for U.S. exporters to provide equipment, machinery, and consultancy services for infrastructure projects in Ethiopia. The Commercial Section of the U.S. Embassy in Addis Ababa can provide information on current and forthcoming internationally-funded projects in Ethiopia.

Membership in:

Regional Organizations

African Development Bank (AFDB), Economic Commission for Africa (ECA), Common Market for Eastern and Southern Africa (COMESA), the Organization of African Unity (OAU); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African Caribbean, and Pacific Countries (ACP), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), UN Conference on Trade and Development (UNCTAD), World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Ethiopia is 251.)

Ethiopia:

Addis Ababa Chamber of Commerce, PO Box 2458, Addis

Ababa, Ethiopia. Tel: 1-518055; FAX: 1-511479

Addis Resources Development PLC (ARDCO), PO Box 4360, Tel: 1-518385; FAX: 1-517877

African-American Institute (Ethiopia), PO Box 2177, Addis Ababa, Ethiopia

Agricultural and Industrial Development Bank, Joseph Broz Tito St., PO Box 1900, Addis Ababa, Ethiopia. Tel: 1-511188; FAX: 1-511606 [Provides development finance for industry and agriculture, technical advice and assistance in project evaluation]

Agri-Service Ethiopia, PO Box 2460, Addis Ababa, Ethiopia. Tel: 1-164811; FAX: 1-652280 [Agricultural development organization supporting programs/projects in farming and irrigation]

Coffee and Tea Authority, PO Box 3222, Addis Ababa, Ethiopia. Tel: 1-518088; FAX: 1-517933

D.M. Business Enterprise, PO Box 4043, Addis Ababa, Ethiopia. Tel: 1-183505; FAX: 1-551276 [Country market research firm.]

Desert Locust Control Organization for Eastern Africa, PO Box 4255, Addis Ababa, Ethiopia. Tel: 1-611475; FAX: 1-611648

Ethiopian Chamber of Commerce, Mexico Square, PO Box 517, Addis Ababa, Ethiopia. Tel: 1-518240; FAX: 1-517699

Ethiopian Import and Export Corporation (ETIMEX), PO Box 2313 Addis Ababa, Ethiopia. Tel: 1-511112; FAX: 1-515411

Ministry of Agriculture, PO Box 63247, Addis Ababa, Ethiopia. Tel: 1-518507; FAX: 1-513042

Ministry of External Economic Cooperation, PO Box 2428, Addis Ababa, Ethiopia. Tel: 1-118703; FAX: 1-517988

Ministry of Finance, PO Box 1905, Addis Ababa, Ethiopia. Tel: 1-552400; FAX: 1-551355

Ministry of Industry, PO Box 704, Addis Ababa, Ethiopia. Tel: 1-518025; FAX: 1-515411

Ministry of Natural Resources Development and Environmental Protection, PO Box 1034, Addis Ababa, Ethiopia. Tel: 1-513906; FAX: 1-513042

Ministry of Planning and Economic Development, PO Box 1037, Addis Ababa, Ethiopia. Tel: 1-552800; FAX: 1-553844

Ministry of Trade, PO Box 2559, Addis Ababa, Ethiopia. Tel: 1-511066; FAX: 1-514288

National Bank of Ethiopia, PO Box 5550, Addis Ababa, Ethiopia. Tel: 1- 517430; FAX: 1-514588

Trade & Development Services International (TDSI), PO Box 22508, Addis Ababa, Ethiopia. Tel: 1-510100; FAX: 1-514800 [Country market research firm]

United Nations Development Programme (Ethiopia), PO Box 5580, Africa Hall, Old ECA Bldg., 4th Floor, Menelik II Ave., Addis Ababa, Ethiopia. Tel: 1-5511025; FAX: 1-514599

U.S. Embassy, Entoto St., PO Box 1014, Addis Ababa, Ethiopia. Tel: 1-550666/550399; FAX: 1-552191/550174. Commercial Specialist--Tel: 1-551944

U.S. Ethiopia Trade & Economic Council, PO Box 9438, Addis Ababa, Ethiopia. Tel: 1-510168/150040; FAX: 1-510200

U.S.:

Country Officer for Ethiopia and Eritrea, Office of East African Affairs (AF/E), Dept. of State, Washington, DC 20520. Tel: 202-647-8852; FAX: 202-647-0810

Embassy of Ethiopia, 2134 Kalorama Rd., NW, Washington, DC 20008. Tel: 202-234-2281/2282; FAX: 202-328-7950

Ethiopia, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4564

SGS Government Services, 42 Broadway, New York, NY 10004. Tel: 212-482-8700 [Pre-shipment inspection agent for goods destined for Ethiopia]

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440. Fax: 212-680-0990

U.S.-Ethiopia Trade and Economic Council, 222 West Ontario St., #502, Chicago, IL 60610-3695. Tel: 312-787-2716; FAX: 312-787-2680

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Letchamo, W. and H. Storck. "Spices, Aromatic and Medicinal Plants Trade in Eastern Ethiopia." *Acta Horticulturae* 270 (May 1991): 247-253. NAL call no.: 80 Ac82

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Gabon

Economy:

Until the discovery of offshore oil in the late 1960's, the economy of Gabon was dominated by the timber and manganese industries. Oil is now the overwhelming commercial sector of the economy, producing almost 90% of export earnings and 50% of GDP. Timber production is undergoing renewed growth, and now ranks as Gabon's third largest industry.

Gabon is heavily forested; only 1% of the land is used for agricultural production. Agriculture contributes 9% of GDP and employs over 60% of the work force. Cash crops are palm oil, cocoa, coffee, and refined sugar. Production of rubber and an increased output of refined sugar are being encouraged. Gabon is far from self sufficient in food production, importing almost 90% of its needs.

With help from the International Monetary Fund and the World Bank, the government has participated in structural adjustment programs. These programs have been working to reform investment and trade policies, improve banking practices, emphasize private commercialization, and diversify away from dependence on oil production. A new budget law passed in June, 1994, incorporates many new standards and practices relating to financial activities.

Exports:

Exports consisted of $2.3 billion (f.o.b. 1992 est.). The main export commodities include: crude oil (80%), timber, manganese, and uranium. Principal trading partners are France, the United States, Germany, and Japan.

Imports:

Imports consisted of $702 million (c.i.f. 1992 est.). Imports include: foodstuffs, chemical products, petroleum products, construction materials, manufactures, and machinery. Principal sources of imports are France, African countries, the United States, and Japan.

Economic Aid Assistance:

Total economic and development aid to Gabon averages between $35-$50 million annually. France has traditionally supplied about two-thirds of Gabon's foreign aid each year. U.S. commitments, including Ex-Im (FY 1970-90), $68 million; Western (non-U.S.) countries, ODA and OOF bilateral commitments (1979-90), $2.342 billion; Communist countries (1970-89); $27 million.

International Agreements:

Party to: Endangered Species, Marine Dumping, Nuclear Test Ban, Ozone Layer Protection, Ship Pollution, Tropical Timber 83, Wetlands; signed, but not ratified: Biodiversity, Climate Change, Law of the Sea, Tropical Timber 94; Gabon adheres to the Fourth Lome' Convention.

Port of Entry:

Gabon's two modern ports are at Owendo and Port Gentil. Located south of Libreville, Port Gentil handles about 85% of traffic (by volume), primarily lumber and oil. It also has cold storage for fish.

U.S. Exports to Gabon:

U.S. exports to Gabon were worth $40.2 million (f.a.s.) in 1994. Exports were primarily machinery, services and supplies related to oil production and mining activities.

Gabon Exports to the U.S.:

Gabon's exports to the U.S. were worth $1.2 billion (customs value) in 1994. Exports were made up almost exclusively of crude oil.

Investment/Trade Activities:

Currency exchange is administered by the Minister of Finance, Budget, and Participations. All foreign exchange must be done through authorized channels, i.e., approved banks and the Postal Administration.

Import licenses are required for imports from countries outside the Central African Customs and Economic Union/Union Douanaire et Economique de l'Afrique Centrale (UDEAC members: Cameroon, Central African Republic, Congo, Gabon, Chad and Equatorial Guinea) valued at more than CFA 500,000. Licenses are valid for six months with the possibility of extension. They are available from the Directorate of External Trade of the Ministry of Commerce and Industry.

Customs authority is handled by the Directeur General des Douanes et Droits Indirects, Ministere des Finances, de Budget et des Participations. Most duties are ad valorem based, c.i.f. value stipulated on the bill of lading.

Tariffs in the form of duties, taxes, fees, and/or levies are applied to all imports.

- The UDEAC maintains a four-part tariff system applicable to all goods coming from outside the Union. These tariffs are levied in all UDEAC member countries and do not, with recent revisions, exceed a combined rate of 70%.
- UDEAC countries are given preferential treatment in the sense that members are prohibited from using internal tariffs that inhibit trade between them.
- Gabon also belongs to the Economic Community of the States of Central Africa (ECSCA) and extends preferential treatment to fellow members.

Food/Health/Safety Regulations:

Various plants and plant products (e.g., banana plants, cacao plants, coffee plants, sugar cane, raw cotton, cotton seeds and cotton plants), as well as containers holding earth or compost, fall under UDEAC quarantine regulations and require sanitary certificates.

The importation of animal products requires a customs declaration, import license, and the original health certificate.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Gabon has no free trade zone at this time, but is considering implementing one.

Investment/Trade Assistance:

Several organizations offer help to foreign investors, including the Commercial Section at the U.S. Embassy (see contacts listing).

Investment/Trade Barriers:

French dominance of Gabon's imports (50%), the local private sector, and financial resources, discourage U.S. commercial involvement. In addition, there is a limited infrastructure in Gabon, relatively high import tariffs, and a small consumer market.

Recent immigration policy has forced many expatriate and foreign workers out of Gabon, thus shrinking an already small, trained labor force.

The government controls many commodities (including wheat and rice) through price controls, import restrictions, and maintenance of several parastatal enterprises.

Best U.S. Export/Investment Prospects:

Because Gabon's economy so strongly centers on petroleum production, the best business prospects relate to this industry. Mining and telecommunications are also growth sectors.

U.S. consumer goods are well regarded. This, coupled with the fact that Gabon now imports 90% of its foodstuffs, may provide future markets for U.S. goods. Another potential market sector is the timber industry, which is growing again after several years of low productivity.

The government actively encourages foreign investment. Even though there are some preferential policies favoring Gabon nationals, many of Gabon's industries are controlled by foreign companies.

There is great potential in the timber, fishing, and agriculture sectors, potential that is being encouraged, in varying degrees, through investment incentives.

Membership in:

Regional Organizations

African Development Bank (AFDB); Communaute Economic des Etats de l'Afrique Central (CEEAC); Economic Commission for Africa; the Franc Zone (FZ), Islamic Development Bank (IDB); Organization of African Unity (OAU); Central African Customs and Economic Union (UDEAC)

International Organizations/ Trade Associations

African, Caribbean and Pacific (ACP); Food and Agriculture Organization (FAO); General Agreement on Tariffs and Trade (GATT); International Bank for Reconstruction and Development (IBRD); International Development Association (IDA); International Fund for Agricultural Development (IFAD); International Monetary Fund (IMF); Non-Aligned Movement (NAM); Organization of Petroleum Exporting Countries (OPEC); United Nations (UN); UN Conference on Trade and Development (UNCTAD); UN Industrial Development Organization (UNIDO); World Intellectual Property Organization (WIPO); World Meteorological Organization (WMO); World Trade Organization (WTO)

List of Contacts:

(The international telephone access code is 011, and the country access code for Gabon is 241.)

Gabon:

Banque des Etats de l'Afrique Centrale (BEAC), BP 112, Libreville. Tel: 76-13-52; FAX: 74-45-63

Centre Gabonaise de Commerce Exterieur, BP 3906, Libreville. Tel: 74-69-76 or 74-69-74

Chambre Commerce du Gabon, PO Box 527, Port Gentil

Chambre de Commerce, d'Agriculture, d'Industrie, et des Mines du Gabon, BP 2234, Libreville. Tel: 72-20-64; FAX: 74-64-77

Commerce et Developpement, BP 2142, Libreville. Tel: 76-06-73; Telex: 5214 [State-owned importer and distributor of food products and capital goods]

Directeur General des Douanes Indirects, Ministre des Finances, du Budget et des Participations. BP 40, Libreville. Tel: 76-16-20; FAX: 76-16-20

Direction de la Statistique et des Etudes Economiques, BP 2081, Libreville [Publishes various statistical reports]

Institute for Research in Agronomy and Forestry (IRAF), BP 2246, Libreville. Tel: 73-25-32

Ministry of Agriculture, Livestock and Rural Development, BP 551, Libreville. Tel: 76-29-43; Telex: 5587

Ministry of Commerce, Industry, and Scientific Research, BP 3906, Libreville. Tel: 76-30-55; Telex: 5347

Ministry of Finance, Budget and Participations, BP 165, Libreville. Tel: 72-12-10; FAX: 76-59-74

Ministry of Foreign Affairs, Cooperation, and Francophone Affairs, BP 2245, Libreville. Tel: 76-22-70; Telex: 5255

Ministry of Planning, the Economy and Territorial Administration, Libreville. Tel: 72-14-32; FAX: 74-88-17

Societe de Developpement de l'Agriculture au Gabon (AGRO-GABON), BP 2248, Libreville. Tel: 76-40-82; FAX: 76-44-72

Sonapresse, BP 213, Libreville [Publishes the Annuaire National de la Republique Gabonaise/National Year Book]

Syndicat des Importateurs Exportateurs du Gabon (SIMPEX), BP 1743, Libreville

Technical Center for Tropical Forestry, Gabon Branch, BP 149, Libreville

U.S. Embassy, Boulevard de la Mer, BP 4000, Libreville. Tel: 76-20-03; FAX: 74-55-07 [Includes a Commercial Section]

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of the Gabon Republic, 2034 20th St., NW, Washington, DC 20009. Tel: 202-797-1000; FAX: 202-332-0668

Gabon, Country Desk Officer, U.S. Dept. Of Commerce, Rm. 3317, 14th and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4228

Permanent Mission of Gabon to the United Nations, 18 East 41st St., Sixth Floor, New York, NY 10017. Tel: 212-686-9720; FAX: 212-689-5759

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

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Ghana

Economy:

Ghana's economy is dependent, to a large extent, on the revenues gained from the export of gold, cocoa and cocoa products, timber and forest products. Agriculture, including forestry and fishing, contributed 50% of the GDP and employed about 55% of the population in 1993. The principal cash crop is cocoa, which accounted for 40% of export earnings in 1992. Other cash crops include: coffee, peanuts, bananas, oil palm, coconuts, limes, kola nuts, and shea nuts. Food crops include cassava, yams, cocoayams, corn, and rice. Ghana's export of raw timber is being replaced by the export of finished and partially finished forestry products. Directly or indirectly, agriculture, including forestry and fishing, supports almost 80% of the population.

Industry, including mining, manufacturing, construction and power provided about 16% of the GDP in 1993. Ghana has large mineral deposits of gold, industrial diamonds, bauxite, manganese. In 1994, Ghana's government divested itself of 25% of its controlling interest in the Ashanti Goldfields Corporation. The government of Ghana has made progress on the privatization of several public corporations in the last two years. Food processing, aluminum production, light manufacturing (mostly basic consumer goods), and finished and semi-finished wood products are the major areas of manufacturing and industrial concentration.

Ghana's economy remains dependent on the revenues generated by the export of cocoa, gold, and timber. Since 1983, Ghana has worked with the World Bank and the International Monetary Fund to restructure its economy. Ghana has made progress in relaxing government economic controls, privatizing state corporations, and improving the investment climate. Ghana will continue to need outside assistance and investment to develop its resources to their fullest potential.

Exports:

Exports consisted of $1.227 billion (f.o.b. 1994). The main export commodities include: cocoa beans and products, gold, timber, tuna, bauxite, and aluminum. Principal markets for exports are Germany, the U.S., the United Kingdom, Japan, and the Netherlands.

Imports:

Imports consisted of $1.724 billion (c.i.f. 1994). Imports include: petroleum, machinery and transport equipment, basic manufactures, chemicals and related products, and foodstuffs. Principal sources of imports are the United Kingdom, the U.S., Germany, and Japan.

Economic Aid Assistance:

From the mid-1980's through the early 1990's, Ghana has averaged about $600 million a year in aid assistance. The World Bank, the International Monetary Fund, Germany, and, more recently, the United States, have been the sources of most of the aid and development assistance.

International Agreements:

Party to: Biodiversity, Endangered Species, Law of the Sea, Environmental Modification, Ozone Layer Protection, Nuclear Test Ban, Ship Pollution, Wetlands, Tropical Timber; signed international agreements, but not ratified: Climate Change, Marine Life Conservation, Desertification.

Ghana has bilateral investment agreements with the United Kingdom, Northern Ireland, the Republic of China, Romania, Denmark, and Switzerland.

Port of Entry:

Ghana's chief ports of Tema and Takoradi, both with deep artificial harbors on the Gulf of Guinea, have undergone rehabilitation in recent years. On Lake Volta, the world's largest artificial lake, Ghana is developing new ports as part of an inland waterway network.

U.S. Exports to Ghana:

U.S. exports to Ghana were worth $124.5 million in 1994. The major agricultural exports include: wheat, rice, and cotton.

Ghanaian Exports to U.S.:

Ghana's exports to the U.S. were worth $198.5 million in 1994. Exports to the U.S. include: cocoa, aluminum, and bauxite.

Trade Activities:

Transactions by the private sector in foreign exchange may be approved and completed without reference to Ghana's central bank (Bank of Ghana).

Ghana abolished all import licensing requirements in 1989.

Customs authority is carried out by the Commissioner of Customs Excise and Preventive Service (see contacts listing) in Accra:

- Customs duties are 15% on c.i.f. for basic raw materials, 25% c.i.f. value on consumer goods, and 30% c.i.f. value on luxury goods.

- Agricultural equipment and machinery are imported duty-free.
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).
- Countertrade is not encouraged by the Bank of Ghana. However, the Ghana government has conducted countertrade with East European countries and Cuba in the past.

The following items require permits prior to exportation from Ghana: agricultural produce, game and wildlife, timber products, precious minerals, live plants, and kente cloth.

Food/Health/Safety Regulations:

Ghana requires sanitary or health certificates for the importation of plants, live animals, meat, poultry (including eggs), liquor, and used clothing.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

A free zone has been opened in Tema, Ghana's main deep water port. Investors in the free zone receive several tax and import duty concessions. In addition, many of the commercial banks of Ghana own bonded warehouses.

Investment/Trade Assistance:

The Ghana Investment Center (see contacts listing) implements provisions of Ghana's investment (foreign) code and approves all investment projects. Foreign investment is actively encouraged by the Ghanaian government. Ghana also maintains a Trade and Investment Center in New York City (see contacts listing). The Commercial Section of the U.S. Embassy in Accra can provide advice and information on investing in and trading with Ghana.

Trade/Investment Barriers:

In 1989, Ghana removed all import licensing requirements. Ghana, however, does maintain a ban on the import of the following items: beer and stout, cigarettes, cement pipes, roofing sheets, and asbestos. Many of the state-controlled import monopolies have been abolished or privatized. However, some state-controlled entities continue to import some commodities, most notably wheat and cooking oil.

Ghana revised its investment code in 1994, in an effort to improve the investment climate and to make Ghana more competitive as an investment location. Among the tax incentives enacted were generous "tax holidays" for investors in agriculture and real estate.

Best U.S. Export/Investment Prospects:

The Overseas Private Investment Corp. (OPIC) is active in Ghana, providing insurance coverage for U.S. investors. Also, the U.S. Export-Import Bank provides general financing for short and medium term credit arrangements.

Some of the leading trade prospects for the U.S. include: used clothing, construction equipment, industrial chemicals, light commercial trucks/vans, computers and peripherals, mining industry equipment, cosmetics and toiletries, and air conditioning and refrigeration equipment.

For U.S. agricultural exporters the top prospects are wheat, rice, frozen beef/chicken/turkey, edible fats and oils, cotton, and packaged foods. In addition, agricultural tractors, food processing and packaging equipment, animal feeds and pre-mixes, and forestry and woodworking equipment have potential markets in Ghana's agro-industrial sector.

Ghana has received PL 480 (Food for Peace) rice imports from the U.S. Also, the U.S. Dept. of Agriculture's Foreign Agricultural Service implemented a GSM-102 program in 1994 for $25 million for the purchase of rice, wheat, corn and vegetable oil for Ghana.

Membership in:

Regional Organizations

African Development Bank (AFDB), Economic Community of West African States (ECOWAS), English-Speaking African Regional Industrial Property Organization (ESARIPO), Organization of African Unity (OAU); and adheres to the fourth Lomé Convention of the EC.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Bank, World Customs Organization (WCO), World Intellectual Property

Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Ghana is 233.)

Ghana:

Agricultural Development Bank, Cedi House, Liberia Rd., PO Box 4191, Accra, Ghana. Tel: 21-662950/662972; FAX: 21-229620

Agricultural Research Station, University of Ghana, PO Box 43, Kade, Accra. Tel: 21-74660; FAX: 21-2556

Animal Research Inst., PO Box 20, Achimota, Ghana. Tel: 777631

Assn. of Ghana Industries, Trade Fair Center, PO Box 8624, Accra-North, Ghana. Tel: 21-777283/75311; FAX: 21-773143

Bank of Ghana, High St., PO Box 2674, Accra, Ghana. Tel: 21-666902/666921; FAX: 21-662996

Center for Development Studies, PO Box 01, University of Cape Coast, Cape Coast, Ghana. Tel: 2982

Cocoa Research Inst. of Ghana, Private Mail Bag, International Airport, Accra, Ghana. Tel: 2221 3097; FAX: 2221 3527

Commissioner of Customs, Excise and Preventive Service, PO Box 68, Accra, Ghana. Tel: 21-666941/662123; FAX: 21-666845; Telex: (094) 2001

Council for Scientific and Industrial Research, PO Box M 32, Accra, Ghana. Tel: 21-77651; FAX: 21-777655

Crops Research Inst., PO Box 3785, Kumasi, Ghana. Tel: 51-6221

Food Production Corp., PO Box 1853, Accra, Ghana

Food Research Inst., PO Box M 20, Accra, Ghana. Tel: 21-777330

Forestry Research Inst. of Ghana, PO Box 63 UST, Kumasi, Ghana. Tel: 51-3510; FAX: 51-3510

Ghana Assn. of Women Entrepreneurs, PO Box 760, Accra, Ghana. Tel: 21-222459; FAX: 21-228398

Ghana Cocoa Marketing Board, Cocoa House, Liberty Ave., PO Box 933, Accra, Ghana [Controls export of cocoa, coffee, shea nuts]

Ghana Export Promotion Council, Republic House, Tudu Rd., PO Box M146, Accra, Ghana. Tel: 21-228813/228620; FAX: 21-668263; Telex: 2289 EXPORT GH

Ghana Food Distribution Corp., PO Box 4245, Accra, Ghana. Tel: 21-228428

Ghana International Trade Fair Authority, PO Box 111, Trade Fair Center, Accra, Ghana. Tel: 21-775311/776611; FAX: 21-772012 [5th Ghana International Trade Fair scheduled for March 1-11, 1996]

Ghana Investment Promotion Centre, Central Ministerial Area, PO Box M193, Accra, Ghana. Tel: 21-665125; FAX: 21-663801; Telex: 2229 INVEST GH [Registers investment projects]

Ghana Manufacturers Assn., PO Box 8624, Accra-North, Ghana

Ghana National Chamber of Commerce, 65 Kojo Thompson, PO Box 2325, Accra, Ghana. Tel: 21-662427; FAX: 21-662210; Telex: 2687 GNCC GH

Ghana National Trading Corp., PO Box 67, Accra, Ghana. Tel: 21-664871

Ghana Standards Board, PO Box M245, Accra, Ghana. Tel: 21-776231/662606; FAX: 21-776092 [Issues standards for food and drugs]

Ghana Supply Commission, PO Box M35, Accra, Ghana [Official purchasing agency for the government of Ghana]

Grain and Legumes Development Board, PO Box 4000, Kumasi, Ghana. Tel: 51-4231

Ghana Supply Commission, PO Box M35, Accra, Ghana

Ministry of Finance and Economic Planning, PO Box M40, Accra, Ghana. Tel: 21-665421; Telex: 2132

Ministry of Trade and Industry, Ministries St., PO Box M47, Accra, Ghana. Tel: 21-663327/665421; FAX: 21-668263; Telex: 2105 MINTRTADE GH

National Investment Bank, PO Box 3726, Accra, Ghana

Oil Palm Research Inst., PO Box 74, Kade, Ghana

State Fishing Corp., PO Box 211, Tema, Ghana. Tel: 221-6177; FAX: 221-2336177

Technoserve, PO Box 135, 3rd Adiembra Rd., East Cantonment, Accra, Ghana. Tel: 21-772789/773873; FAX: 21-772789 [Promotes rural development programs in Ghana]

Timber Export Development Board, PO Box 515, Takoradi, Ghana. Tel: 31-29216

United Nations Information Centre - Ghana, PO Box 2339, Accra, Ghana. Tel: 21-666851/665511; FAX: 21-665578

U.S. Embassy, Commercial Section, Ring Road East, PO Box 194, Accra. Tel: 21-775348/775349; FAX: 21-776008; Telex: 2579 EMBUSA GH

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of the Republic of Ghana, 3512 International Dr., NW, Washington, DC 20008. Tel: 202-686-4520/4500; FAX: 202-686-4527

Ghana, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-5149

Ghana Trade and Investment Office, 19 East 47th St., New York, NY 10022. Tel: 212-832-1300; FAX: 212-751-6743

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

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Guinea

Economy:

With about two-thirds of its estimated 7.3 million people dependent on agriculture, including forestry and fisheries, Guinea has targeted the economic development of the rural sector as a priority. In this country, where French is the official language, about 25% of the GDP is contributed by agriculture. The main cash crops include coffee, cocoa, cotton, pineapples, and mangoes. Agricultural commodities account for about 15% of Guinea's export revenues. Food and subsistent crops include rice, cassava, sweet potatoes, bananas, and palm kernels. Guinea is not self-sufficient in food grains.

Products of mining have been the main source of export revenues for Guinea. Up to 80-85% of export revenues in recent years has been derived from the export of bauxite, alumina, diamonds, and gold. Bauxite production is, far and away, the major source of export revenue. Guinea has one-third of the world's known bauxite reserves. Other natural resources include uranium, iron ore, hydropower, and fish.

The fisheries sector has received the most attention in recent years and has been growing at an annual rate of 15%. Several commercial fishing ventures, including shrimp farming, have been established. Guinea's government has assisted in the establishment of several small-scale commercial fishing ventures.

Guinea is in the midst of a transition to a market-based economy. With its extensive mineral resources, rich agricultural land, extensive water resources, and largely untapped fisheries sector, Guinea has considerable economic potential. Guinea will continue to need outside assistance and investment to fully develop and utilize its rich natural resources.

Exports:

Exports consisted of $607 million (f.o.b. 1993). The main export commodities include: bauxite, alumina, diamonds, gold, coffee, pineapples, bananas, and palm kernels. Principal countries for exports in 1993 were the U.S., Belgium-Luxembourg, Spain, Ireland, Singapore, and France.

Imports:

Imports consisted of $873.5 million (c.i.f. 1993). Imports include: petroleum products, metals, machinery, transport equipment, foodstuffs, and textiles. Principal sources for imports in 1993 were France, Cote d'Ivoire, Spain, Belgium-Luxembourg, China, and Germany.

Economic Aid Assistance:

The World Bank, France, the European Union, the African Development Bank, Japan, the U.S. and Germany are the main sources for development and economic aid assistance. From 1989 through 1993, Guinea averaged $380 million in development assistance annually.

International Agreements:

Party to: Endangered Species, Biodiversity, Climate Change, Law of the Sea, Ozone Layer Protection, and Wetlands; Signed international agreement, but not ratified: Desertification.

Guinea has bilateral investment protection agreements with Germany, Switzerland, Italy, and Belgium. Great Britain and Tunisia are negotiating investment protection treaties with Guinea. The U.S. and Guinea have an agreement on private investment guarantees through the Overseas Private Investment Corporation (OPIC) dated from May 9, 1992.

Port of Entry:

Guinea's chief ports are Conakry and Kamsar. The port at Conakry has been extended and modernized and is slated to have a deep-water port constructed. Kamsar is a deep-water port used for the export of bauxite.

U.S. Exports to Guinea:

U.S. exports to Guinea were worth $50 million in 1994. The major agricultural/food exports include: rice, prepared sauces, condiments and seasonings, flour, fresh and frozen meat and poultry, and dairy products.

Guinean Exports to U.S.:

Guinea's exports to the U.S. were worth $92.1 million in 1994. Major export products to the U.S. mostly were bauxite and alumina.

Trade Activities:

The Central Bank of Guinea has delegated some of its foreign exchange authority to authorized commercial banks. Some privately-owned foreign exchange bureaus have been in operation, with limitations on amounts exchanged, since 1992.

Import licenses are required only for the importation of "restricted goods". Cement, wheat flour, rice, and other agricultural commodities are in the "restricted goods" category. The Central

Bank of Guinea authorizes the import of these goods.

All exports to Guinea worth more than $5,000 are subject to pre-shipment inspection prior to departure from U.S. ports by the inspection firm Bureau Veritas (see contacts listing).

For investors in Guinea, agricultural products and locally-produced industrial products are exempt from Ghana's fiscal export duties.

Customs authority is carried out by the Directeur National des Douanes, Direction Nationale des Douanes (see contacts listing) in Conakry.

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the Economic Community of West Africa States (ECOWAS). In addition, the Mano River Union agreement between Guinea, Liberia, and Sierra Leone has liberalized trade between the member countries.
- Countertrade or barter are, technically, no longer permitted by the government of Guinea. Private importers may still request barter arrangements.

Licensing and franchising are not widely used in Guinea. As Guinea's economy develops, these practices could become more frequent.

Food/Health/Safety Regulations:

Ghana has special requirements for the importation of live animals, skins, live plants, and plant products. Sanitary certificates are required for skins, live animals, and some other products.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zone/Export Processing Zone:

There are no free trade zones or export processing zones in Guinea.

Investment/Trade Assistance:

The Organization for the Promotion of Private Investment (OPIP) (see contacts listing) and the Economic/Commercial Section of the U.S. Embassy in Conakry can provide investment assistance. In addition, commercial banks in Guinea can provide general commercial information to potential investors. OPIP and the Chamber of Commerce in Conakry can also provide support for market research projects.

Trade/Investment Barriers:

All potential investors, exporters, and importers, need French language capabilities. English is not widely used or spoken. French commercial interests dominate Guinea's import market. The United States and Guinea do not have a free trade agreement or a tax treaty.

Guinea lacks a well-trained cadre of managerial and technical personnel. In addition, the lack of an adequate infrastructure and the lack of a transparent legal system, can be obstacles in setting up investments or establishing import/export arrangements.

Imports from Guinea into the U.S. do enjoy Most Favored Nation (MFN) status. Guinea also enjoys duty-free entry into the U.S. on about 4,400 manufactured and semi-manufactured items under the U.S. Generalized System of Preferences (GSP).

Best U.S. Export/Investment Prospects:

Guinea and the U.S. have an agreement of private investment guarantees. Private U.S. investors in Guinea are eligible for the Overseas Private Investment Corporation's (OPIC) insurance programs.

Guinea's 1987 Investment Code identified high priority sectors and industries. High priority agricultural sectors include: agronomy and pastoral research, farm produce (especially food crops), cash crops--including value-added processing, animal breeding, fishing--including preservation and processing facilities, and fertilizer production. Investments in these areas enjoy tax and customs advantages.

According to the U.S. Department of Commerce, the best export prospects for the next few years include machinery and intermediate goods, spare parts, and processed consumables.

U.S. food products, including milled rice, pickled fruits and vegetables, sauces and condiments, soft drinks, and beer, have recently been introduced to the local market.

Membership in:

Regional Organizations

African Development Bank (AFDB), Economic Community of West African States (ECOWAS), Mano River Union, the Organization of African Unity (OAU), West African Economic Community (CEAO) (observer); adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Intellectual Property Organization (WIPO), and World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Guinea is 224.)

Guinea:

Banque Centrale de la Republique de Guinee (BCRG), 12 Blvd. du Commerce, BP 692, Conakry, Guinea. Tel: 44-26-51/44-39-63; FAX: 44-48-98; Telex: 22225 BAREG-GE

Banque Internationale pour l'Afrique en Guinee (BIAG), BP 1419, Conakry, Guinea. Tel: 44-42-65/44-44-42; FAX: 44-22-97; Telex: AFRBK 22180 GE & 23202 GE

Banque Internationale pour le Commerce et l'Industrie en Guinee (BICIGUI), Ave. de la Republique, BP 1484, Conakry, Guinea. Tel: 44-32-50/44-37-35; FAX: 44-39-62; Telex: 22175 & 23215 GE

Banque Mondiale (World Bank), Mission Residente, BP 1420, Conakry, Guinea. Tel: 44-50-61; FAX: 44-26-74 [Source for commercial information]

Centre Nationale de Promotion de Investissements Publics (CNPIP), BP 1518, Conakry, Guinea. Tel: 44-37-65

Chambre de Commerce, d'Industrie et de l'Agriculture, BP 545, Conakry, Guinea. Tel: 44-44-95/44-18-37; Telex: 22102

Chambre Economique de Guinee, PO Box 609, Conakry, Guinea.

Directeur National de Douanes, Direction Nationale des Douanes, Ministere des Finances, Conakry, Guinea. Tel: 44-21-60; FAX: 44-21-60 [Customs authority]

Direction National de Commerce, BP 13, Conakry, Guinea. Tel: 44-37-37; Telex: 22349 GC

Enterprise Nationale Import-Export (IMPORTEX), BP 152, Conakry, Guinea. Tel: 44-28-13 [Government controlled and owned import/export agency]

Management Consultants, BP 3331, Conakry, Guinea. Tel: 44-30-69/44-30-68 [Market research firm]

Ministry of Agriculture and Animal Resources, BP 576, Conakry, Guinea. Tel: 44-18-71/44-11-81; Telex: 22101 Cabine Publique

Ministry of Commerce and Industry, BP 13, Conakry, Guinea. Tel: 44-49-22/44-49-20; Telex: 22371

Ministry of Finance, BP 579, Conakry, Guinea. Tel: 44-26-07; Telex: 22371 MIFI-GE

Ministry of Fisheries and Aquaculture, BP 576, Conakry, Guinea. Tel: 44-18-71/44-11-81; Telex: 22101 Cabine Publique

Ministry of Planning and International Cooperation, BP 579, Conakry, Guinea. Tel: 44-26-07; FAX: 44-21-48; Telex: 22101 Cabine Publique

Office de Developpement de la Peche Artisanale et de l'Aquaculture de Guinee (ODEPAG), 6 Ave. de la Republique, BP 1581, Conakry, Guinea. Tel: 44-19-48; Telex: 22315 [Development of aquaculture, fisheries, and fish processing in Guinea]

Organisation Pour la Promotion des Investissements Privees (OPIP), c/o Ministry of Industry and Commerce, BP 108 bis, Conakry, Guinea. Tel: 44-49-21; Telex: 22371 MINDUS GE [Source of commercial and investment information]

Patronat Guineen, c/o Hann and CIE, BP 431, Conakry, Guinea. Tel: 44-36-56/44-48-39 [Trade association]

Port Autonome de Conakry, BP 805, Conakry, Guinea. Tel: 44-27-37/44-27-28; Telex: 22276 [Port authority for Conakry]

Societe Libyo-Guineenne pour le Developpement Agricole et Agro-Industrielle (SALGUIDIA), BP 622, Conakry, Guinea. Tel: 44-31-34; FAX: 41-13-09; Telex: 22117 [Commercial fruit growing, canning, and marketing]

U.S. Embassy, 2nd Blvd. and 9th Ave., BP 603, Conakry, Guinea. Tel: 44-15-20 through 44-15-23; FAX: 44-15-22

West African Consultants, BP 2419, Conakry, Guinea. Tel: 44-29-79 [Market research firm]

U.S.:

Bureau Veritas, 7855 Northwest 12th St., Ste. 218, Miami, FL 33126. Tel: 305-593-7878/525-4114 [Firm contracted by Guinea to inspect goods exported to Guinea from the U.S]

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of the Republic of Guinea to the U.S., 2112 LeRoy Place, NW, Washington, DC 20008. Tel: 202-483-9420; FAX: 202-483-8688

Guinea, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Office of the Permanent Mission of Guinea (U.N.), 140 E. 39th St., New York, NY 10016. Tel: 212-687-8115/6

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

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Church, R.J.H., Pierre Englebert, and Edith Hodgkinson. "Guinea." In *Africa South of the Sahara 1995*. London: Europa Publications Ltd., 1994, p. 454-470 [annual publication] NAL call no.: DT30.A37

Country Commercial Guide: Guinea. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1994 [Available through the National Trade Data Bank]

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Guinea--Investment Climate--IMI950406. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, Market Research Reports, 1995 [Available through the National Trade Data Bank]

Michelini, Philip W. *Guinea - Marketing in Guinea - IMI950809.* Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Kenya

Economy:

In this country, where English and Swahili are the official languages, agriculture is the most important sector of the economy. Kenya's 29 million people derive 28% of their GDP and 60% of their export revenues from agriculture. The major cash crops of Kenya are coffee and tea, with horticultural crops becoming increasingly important. Almost three-fourths of Kenya's population derive their livelihood from agriculture. The fastest growing sector of Kenya's economy is horticultural production for export. The production of flowers and fresh fruits and vegetables, mainly for export to the European market, should continue to expand. Food products include corn (a staple food), wheat, sugarcane, dairy products, beef, pork, poultry, and eggs.

Kenya's industrial sector includes small-scale consumer goods (plastic, furniture, batteries, textiles, soap, cigarettes, flour), processing of agricultural products, oil refining, and cement production. Natural resources of Kenya include gold, limestone, soda ash, rubies, salt barytes, fluorspar, garnets, and wildlife.

Kenya's main growth sectors include agriculture, tourism, power generation, and manufacturing. Agriculture will continue to be the mainstay of the economy. With strong linkages to the manufacturing sector, Kenya's agricultural output will continue to need upgraded processing equipment, storage facilities, and transport infrastructure.

Exports:

Exports consisted of $1.26 billion (f.o.b. 1993). Export commodities include: coffee, tea, fresh fruit and vegetables, pyrethrum, and cut flowers. Principal export markets are: European Union countries, Africa, Asia, the United States, and the Middle East.

Imports:

Imports consisted of $1.74 billion (c.i.f. 1993). Import commodities include: machinery and transportation equipment, petroleum and petroleum products, raw materials, food, and consumer goods. Principal sources of imports: European Union countries, Asia, the Middle East, and the United States.

Economic Aid Assistance:

Kenya has received substantial amounts of development aid. Over the past several years the International Development Association of the World Bank has committed $500 million for infrastructure projects in Kenya. The International Monetary Fund continues to assist Kenya in the liberalization of its economy. For 1994, $850 million in economic and development aid was pledged by multilateral and bilateral donors for Kenya.

International Agreements:

Party to: Endangered Species, Law of the Sea, Ozone Layer Protection, Biodiversity, Climate Change, Marine Dumping, Marine Life Conservation, Nuclear Test Ban, Ship Pollution, Wetlands, Whaling; signed international agreement, but not ratified: Desertification

Kenya has bilateral investment agreements with the U.S. (Overseas Private Investment Corp. and the Eximbank) and The Netherlands.

Port of Entry:

Mombasa, located on the Indian Ocean on the southeast coast, is Kenya's main port and only harbor capable of handling international shipping (including bulk carriers, tankers, and container ships). The landlocked countries of Uganda, Rwanda, Burundi, and Zambia are also served by the port at Mombasa. Mombasa is also one of the sites of a government-owned export processing zone.

U.S. Exports to Kenya:

U.S. exports to Kenya were worth $169.5 million (f.a.s. value) in 1994. Exports include: food processing equipment, aircraft parts, telecommunications equipment, wheat, and corn.

Kenyan Exports to the U.S.:

Kenyan exports to the U.S. were worth $108.7 million (customs value) in 1994. Exports include: coffee, pyrethrum, and tea.

Trade Activities:

In 1994, the government of Kenya dismantled most foreign exchange controls and the Central Bank of Kenya helped establish foreign exchange bureaus. By July 1995, five foreign exchange bureaus were licensed and operational.

Authorized commercial banks can approve the release of foreign exchange to importers.

Except for a short negative list (for sanitary, health, security reasons) of products, import licensing requirements were eliminated in 1993.

Customs authority is carried out by the Commissioner of Customs

and Excise, Ministry of Finance (see contacts listing) in Nairobi.

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the fellow member-states of the Common Market for Eastern and Southern Africa (COMESA).

Food/Health/Safety Regulations:

Kenya has specific rules and regulations governing the import of livestock animals, plants, seeds, fresh fruit, meat and poultry, and used clothing. Various certificates or permits are needed to import these items into Kenya.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Kenya has developed five export processing zones. The five locations are Mombasa, Athi, Della Rue, Nakuru, and Nairobi. Companies setting up operations in the export processing zones receive significant tax and foreign exchange advantages. (See the Export Processing Zones Authority in the contacts listing.)

Investment Assistance:

In addition to the Economic/ Commercial Section of the U.S. Embassy in Nairobi, prospective U.S. investors should contact the Investment Promotion Centre of the Kenyan Ministry of Finance (see contacts listing).

Trade Barriers:

By April 1994, Kenya had removed nearly all administrative controls on producer and retail prices, imports, foreign exchange and grain marketing. However, in August 1994 and again in April 1995, the Kenyan government "re-introduced" bans on agricultural imports, specifically on maize, wheat, sugar, and milk. The bans were rescinded shortly after their introduction.

Some trade barriers on certain products are maintained through value-added taxes (introduced in 1991) and high import duties. Processed agricultural products is one of the categories of imports that has high tariff rates.

Best U.S. Export/Investment Prospects:

Kenya's agricultural sector offers good opportunities for U.S. suppliers. Best prospects include: fertilizers, agricultural pesticides and insecticides, low-tech machinery, and management services. Kenya does not have significant local production of agricultural chemicals. There are opportunities for suppliers of diammonium phosphate, phosphorus, and potassium fertilizers in Kenya.

The U.S. Eximbank financed about $60 million worth of sugar processing equipment in 1991 for Kenya and is open for further sales of food processing and packaging equipment and machinery. The most promising subsectors are vegetable oil mill machinery and bakery production equipment.

With no significant local production of agricultural equipment and machinery, opportunities exist for suppliers of agricultural tractors and seeding and fertilizing machines and equipment.

Other U.S. export and investment prospects include: geothermal energy development, telecommunications equipment and project management, commercial aircraft, and textile equipment and machinery for Kenya's export processing zones.

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market for Eastern and Southern Africa (COMESA), East African Development Bank (EADB), Organization of African Unity (OAU), adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), the Commonwealth, Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Bank, World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Kenya is 254.)

Kenya:

African Centre for Technology Studies, PO Box 45917, The Crescent Rd., Nairobi, Kenya. Tel: 2-744047/741651; FAX: 2-743995

African Network of Scientific and Technological Institutions, UNESCO-ROSTA, PO Box 30592, Nairobi, Kenya. Tel: 2-520600; FAX: 2-521045

African Regional Agricultural Credit Assn., PO Box 41378, Nairobi, Kenya. Tel: 2-22330; FAX: 2-227789

Agency for Cooperation and Research in Development (Kenya), PO Box 34459, Nairobi, Kenya. Tel: 2-340819

Agricultural Development Corp., PO Box 47101, Nairobi, Kenya. Tel: 2-338530; FAX: 2-336524

Agricultural Finance Corp., PO Box 30367, Nairobi, Kenya. Tel: 2-333733; Telex: 22649

Agricultural Society of Kenya, PO Box 21340, Nairobi, Kenya. Tel: 2-569107; FAX: 2-565882

Assn. of Consulting Engineers of Kenya, The Professional Centre, St. John's Gate, Parliament Rd., PO Box 72643, Nairobi, Kenya. Tel: 2-336146; FAX: 2-335438

Barclays Bank of Kenya Ltd., Bank House, Moi Ave., Nairobi, Kenya. Tel: 2-332239; FAX: 2-213915

Central Bank of Kenya, Haile Selassie Ave., PO Box 60000, Nairobi, Kenya. Tel: 2-226431; FAX: 2-340192

Citibank N.A., Fedha Towers, Muindi Mbingi St., PO Box 30711, Nairobi, Kenya. Tel: 2-333524; FAX: 2-337340

Coffee Board of Kenya, PO Box 30566, Nairobi, Kenya. Tel: 2-332896; FAX: 2-330546

Commissioner of Customs and Excise, Ministry of Finance, PO Box 30007, Nairobi, Kenya. Tel: 2-715540; FAX: 2-718417

Cooperative Bank of Kenya Ltd., Cooperative House, Haile Selassie Ave., PO Box 48231, Nairobi, Kenya. Tel: 2-287112; FAX: 2-336073

East Africa Tea Trade Assn., Rex House, Moi Ave., PO Box 85174, Mombasa, Kenya. Tel: 11-315687; FAX: 2-225823

East African Development Bank, Bruce House, Standards St., PO Box 47685, Nairobi, Kenya. Tel.: 2-340642; FAX: 2-21665

Export Processing Zones Authority, British-American Center Bldg., PO Box 50563, Nairobi, Kenya. Tel: 2-712800; FAX: 2-713704 [Promotes investments in Kenya's export processing zones]

Export Promotion Council, PO Box 43137, Nairobi, Kenya. Tel: 2-333555; FAX: 2-226036

Farming Systems Kenya, Interlink House, Kenyatta Lane, Nakura Town, PO Box 2816, Nakura, Kenya. Tel: 37-41201; FAX: 37-215741

Federation of Kenyan Employers (FKE), Waajiri House, Hurlingham, PO Box 48311, Nairobi, Kenya. Tel: 2-721929; FAX: 2-721990

First American Bank of Kenya, ICEA Bldg., PO Box 30691, Nairobi, Kenya. Tel: 2-333960; FAX: 2-230969

Horticultural Crops Development Authority, PO Box 42601, Nairobi, Kenya. Tel: 2-337381; FAX: 2-228386

Industrial and Commercial Development Corp., Uchumi House, Aga Khan Walk, PO Box 45519, Nairobi, Kenya. Tel: 2-229213; FAX: 2-333880

Industrial Development Bank Ltd., National Bank Bldg., Harambee Ave., PO Box 44036, Nairobi, Kenya. Tel: 2-337079; FAX: 2-334594

Industrial Promotion Services Ltd., I.P.S. House, PO Box 30500, Nairobi, Kenya

Intermediate Technology Development Group - Kenya, PO Box 39493, 22 Chiromo Access Rd., Westlands, Nairobi, Kenya. Tel: 2-442108/446243; FAX: 2-445166

International Centre for Research in Agroforestry (ICRAF), ICRAF House, United Nations Ave., Gigiri, PO Box 30677, Nairobi, Kenya. Tel: 2-521450; FAX: 2-521001

Investment Promotion Centre (Part of the Kenyan Ministry of Finance), National Bank Bldg., 8th Floor, Harambee Ave., PO Box 55704, Nairobi, Kenya. Tel: 2-221401; FAX: 2-336663

Kenya Assn. of Manufacturers, Peponi Rd., Westlands, PO Box 30225, Nairobi, Kenya. Tel: 2-746005/6; FAX: 2-746030

Kenya Bureau of Standards, Off Mombasa Road, Nairobi South C, PO Box 54974, Nairobi, Kenya. Tel: 2-502211; FAX: 2-503293

Kenya Commercial Bank Ltd., Kencom House, Moi Ave., Nairobi, Kenya. Tel: 2-339441; FAX: 2-335219

Kenya Dairy Board, PO Box 30406, Nairobi, Kenya

Kenya External Trade Authority, Mama Ngina St., PO Box 43137, Nairobi, Kenya

Kenya Grain Growers Cooperative Union, Geoffrey Kamau Way, PO Box 35, Nakuru, Kenya. Tel: 2-558402; FAX: 2-542850 [Importer and distributor of agricultural inputs]

Kenya Industrial Research and Development Inst., PO Box 30650, Nairobi, Kenya. Tel: 2-557762

Kenya Meat Corporation, PO Box 30414, Nairobi, Kenya. Tel: 2-340750; Telex: 22150

Kenya National Chamber of Commerce and Industry, Ufanisi House, Haile Selassie Ave., PO Box 47024, Nairobi, Kenya. Tel: 2-334413; FAX: 2-340664

Kenya National Farmers' Union (KNFU), Adamli House, City Center, PO Box 43148, Nairobi, Kenya. Tel: 2-228894/228895; FAX: 2-339905

Kenya National Federation of Cooperatives, PO Box 49768, Nairobi, Kenya. Tel: 2-558713/ 557597; FAX: 2-557134

Kenya National Trading Corp., Uchumi House, Nkrumah Ave., PO Box 30587, Nairobi, Kenya. Tel: 2-29141; FAX: 2-211367. [Authority and responsible for importing many goods into Kenya]

Kenya Planters' Cooperative Union, PO Box 73209, Nairobi, Kenya. Tel: 2-210288; FAX: 2-210258

Kenya Ports Authority, PO Box 96009, Mombasa, Kenya. Tel: 11-312211; FAX: 11-311867

Kenya Sisal Board, Mutual Bldg., Kimathi St., PO Box 41179, Nairobi, Kenya. Tel: 2-223457

Kenya Sugar Authority, Hill Plaza Bldg., Ngong Rd., PO Box 51500, Nairobi, Kenya. Tel: 2-710600; FAX: 2-723903

Kenya Tea Development Authority, PO Box 30213, Nairobi, Kenya. Tel: 2-21441; Telex: 22645

Kenya Tea Growers Assn., PO Box 320, Kericho, Kenya. Tel: 361-220039

Marketing Society of Kenya, Witu Rd., PO Box 69826, Nairobi, Kenya. Tel: 2-544717; FAX: 2-544717

Ministry of Agriculture, Livestock Development and Marketing, Kilimo House, Cathedral Rd., PO Box 30028, Nairobi, Kenya. Tel: 2-718870/718879; FAX: 2-720586

Ministry of Commerce and Industry, Cooperative House, Haile Selassie Ave., PO Box 30430, Nairobi, Kenya. Tel: 2-340010; FAX: 2-226036

Ministry of Cooperative Development, Kencom House, Moi Ave., Nairobi, Kenya. Tel: 2-340081

Ministry of Finance, Treasury Bldg., PO Box 30007, Nairobi, Kenya. Tel: 2-338111; FAX: 2-330426

Ministry of Planning and National Development, Harambee Ave., PO Box 30005, Nairobi, Kenya. Tel: 2-338111; FAX: 2-330426

Ministry of Land Reclamation, Regional and Water Development, PO Box 74933/49720, Nairobi, Kenya. Tel: 2-332383/ 333551/723103

Mombasa Chamber of Commerce, PO Box 90271, Mombasa, Kenya.

Nairobi Chamber of Commerce, Embassy House, Harambu Ave., PO Box 47024, Nairobi, Kenya. Tel: 2-20866

Nairobi International Show, General Manager, PO Box 21340, Nairobi, Kenya. Tel: 2-562676; FAX: 2-565882 [Agricultural fair sponsored by the Agricultural Society of Kenya and held each year in early October features local and imported products]

National Cereals and Produce Board, PO Box 30586, Nairobi, Kenya. Tel: 2-555288; Telex: 22769

Pesticide Chemical Assn. of Kenya, PO Box 60723, Nairobi, Kenya. Tel: 2-742006

Pesticide Control Products Board, Waiyaki Way, Westlands, PO Box 14733, Nairobi, Kenya. Tel: 2-444140 [All imports of pesticides need to be registered with this board.]

Pyrethrum Board of Kenya, PO Box 420, Nakuru, Kenya. Tel: 37-211567; FAX: 37-45274

Tea Board of Kenya, PO Box 20064, Nairobi, Kenya. Tel: 2-220241; FAX: 2-331650

Technoserve - Kenya, PO Box 14821, Nairobi, Kenya. Tel: 2-443577/743628; Telex: 22022

United Nations Information Centre, PO Box 34135, Nairobi, Kenya. Tel: 2-222145/223548; Telex: 2265

U.S. Agency for International Development (USAID), Moi Ave., PO Box 30261, Nairobi, Kenya. Tel: 2-331160/331170; FAX: 2-337304

U.S. Embassy, Moi/Halie Selassie Ave., PO Box 30137, Unit 64100, APO AE 09831, Nairobi, Kenya. Tel: 2-334141; FAX: 2-340838. U.S. and Foreign Commercial Service, Tel: 2-334141, ext. 407; FAX: 2-216648; Telex: 22694 AMEMB. Economic Section, Tel: 2-334141; FAX: 2-340838. Agricultural Attache, Tel: 2-334141; FAX: 2-340838

Womens Enterprises Development, Box 67833, Nairobi, Kenya. Tel: 2-224582; Telex: 337709

U.S.:

Consulate General of the Republic of Kenya, 9150 Wilshire Blvd. Ste. 160, Los Angeles, CA 90212. Tel: 310-274-6635; FAX: 310-859-7010

Consulate General of the Republic of Kenya, 424 Madison Ave., New York, NY 10017. Tel: 212-486-1300; FAX: 212-688-0911

Embassy of the Republic of Kenya to the U.S., 2249 R St., NW, Washington, DC 20008.

Tel: 202-387-6101; FAX: 202-462-3829

Kenya, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4564; FAX: 202-482-5198

Permanent Office of the Kenya Mission to the U.N., 866 United Nations Plaza, Room 486, New York, NY 10017. Tel: 212-421-4740

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440. FAX: 212-680-0990

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Sogomo, P.K. "Fertilizer Consumption in Kenya." *Fertilizer Focus* 9, no. 3 (1992): 78,80-81. NAL call no.: HD9483.A1F47

Wainwright, H. "Export Diversification Through Horticulture: Kenya - A Case Study." *Outlook on Agriculture* 23, no. 1 (1994): 41-45. NAL call no.: 10 Ou8

[Wamai, Adams T.]. *Kenya--Herbicides and Fungicides--ISA9301.* Washington, DC: U.S. Dept. of Commerce, International Trade Administration, Market Research Report, 1993 [Includes importers/distributors, large end users, and local formulators] [Available through the National Trade Data Bank]

Lesotho

Economy:

Landlocked and surrounded by South Africa, small in size and rugged in terrain, Lesotho is largely dependent on South Africa for its economic vitality. Its economy is based on agriculture (mostly subsistent), light manufacturing, and remittances from laborers employed in South Africa (a large portion of the adult male population works in South Africa's mines). With about two million people, Lesotho households continue to be mostly dependent on subsistent agriculture and migrant labor. Agriculture contributed about 50% of the GDP in 1993 and employed between 60-75% of the labor force. Corn is the staple subsistent crop, followed by sorghum (corn and sorghum makeup about 90% of total planted cropland). Wheat, pulses, and barley are the other subsistent crops grown.

Lesotho's industry is concentrated in the textile/garment and agro-industrial (food processing, milling, canning, leather and jute processing) sectors. The huge Lesotho Highlands Water Project, funded by multilateral and bilateral contributions, continues to provide economic impetus for Lesotho's industrial sector. In addition, outside expertise continues to be recruited for this ongoing project.

With its limited natural resources and arable land, Lesotho's economy will continue to remain dependent on South Africa in the near future. The multi-billion dollar Lesotho Highlands Water Project holds the potential for Lesotho to gain a certain amount of economic independence.

Exports:

Exports consisted of $109 million (f.o.b. 1992). Export commodities include: wool, mohair, wheat, cattle, peas, beans, corn, hides, skins, and baskets. Principal markets for exports are South Africa 42%, EC 28%, and North and South America 25% (1991).

Imports:

Imports consisted of $964 million (c.i.f. 1992). Imports include: corn, building materials, clothing, vehicles, machinery, medicines, petroleum. Principal sources of imports are South Africa 94%, Asia 3%, and EC 1% (1991)

Economic Aid Assistance:

Lesotho has averaged close to $60 million annually in multilateral and bilateral aid in recent years. In 1993, the U.S. provide about $10 million in economic and development aid. A large portion of the financing for the Lesotho Highlands Water Project has been through the World Bank, the African Development Bank, the European Development Bank, and the South African Development Bank.

International Agreements:

Party to: Biodiversity, Marine Life Conservation, Ozone Layer Protection, Wetlands; signed, but not ratified: Climate Change, Desertification, Endangered Species, Law of the Sea, and Marine Dumping.

Port of Entry:

Lesotho is landlocked and surrounded by South Africa. The closest ocean port is Durban, South Africa.

U.S. Exports to Lesotho:

U.S. exports to Lesotho were worth $3.4 million in 1994.

Lesotho Exports to the U.S.:

Lesotho's exports to the U.S. were worth $63 million for 1994. Exports were mostly textile products.

Trade Activities:

Transactions in foreign exchange are controlled by the Central Bank of Lesotho. Within certain limits, the Central Bank has authorized commercial banks to approve some foreign exchange payments.

Imports from countries outside the South African Customs Union (SACU) may require a license to conform to South Africa's import regulations. SACU member countries include: Botswana, Lesotho, Namibia, South Africa, and Swaziland.

Import licenses/permits are administered by the Ministry of Trade and Industry and the Department of Customs and Excise.

Customs authority is carried out by the Director of Customs and Excise in Maseru (see contacts listing).

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the Common Market for Eastern and Southern Africa (COMESA) and from SACU member countries.
- Lesotho does not have specific regulations governing the use of countertrade/barter.

Importers may request a countertrade/barter option for specific transactions.

Food/Health/Safety Regulations:

Lesotho has special requirements governing the import of animal hair and bristles, hides and skins, and sausage casings, bacon, ham, and lard. In addition, Lesotho has special marking/labeling regulations for imported food.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no foreign or free trade zones in Lesotho.

Investment/Trade Assistance:

In addition, to the commercial section of the U.S. Embassy in Maseru, the Investment Promotion Centre of the Lesotho National Development Corporation (see contacts listing) provides assistance for potential investors.

Trade Barriers:

Because Lesotho is a member of SACU, along with Botswana, Namibia, South Africa, and Swaziland, imports from any country in SACU are unrestricted. Imports from other countries are usually licensed to conform to South Africa's import regulations. High tariff rates set by South Africa for SACU can be considered a trade barrier.

Best U.S. Export/Investment Prospects:

Lesotho is eligible under the U.S. Department of Agriculture's Export Enhancement Program (EEP) for wheat.

OPIC insurance is available for potential U.S. investors in Lesotho. Also, loans and guarantees for exports to Lesotho are available from the U.S. Eximbank.

According to the most recent *Country Commercial Guide* for Lesotho the following areas are the leading trade prospects for U.S. businesses: construction equipment--especially for the Highlands Water Project; health care equipment; renewable energy technology--for rural, small-scale residential, and industrial applications; engineering and consulting services--for the Highlands Water Project; and wheat and wheat flour. [Lesotho meets about 50% of its cereal consumption needs and imports the rest.]

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market of Eastern and Southern Africa (COMESA), the Organization of African Unity (OAU); Southern African Customs Union (SACU), Southern African Development Community (SADC); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone dialing code is 011, and the country telephone code for Lesotho is 266.)

Lesotho:

African-American Inst. (Lesotho), c/o National University of Lesotho, MR-148, Roma 180, Lesotho

Central Bank of Lesotho, PO Box 1184, Maseru 100, Lesotho. Tel: 314-281; FAX: 310-051

Director of Customs and Excise, Principal Customs Officer, PO Box 891, Maseru 100, Lesotho. Tel: 323-796; FAX: 310-157

Lesotho Agricultural Development Bank, 58 Kingsway Road, PO Box 845, Maseru 100, Lesotho. Tel: 313-277; FAX: 310-139

Lesotho Bank, PO Box, 1053, Maseru 100, Lesotho. Tel: 315-737; FAX: 310-268

Lesotho Business and Professional Women's Cooperative, PO Box 7098, Maseru 100, Lesotho. Tel: 315-628

Lesotho Chamber of Commerce and Industry, Kings Way Ave., PO Box 79, Maseru 100, Lesotho. Tel: 322-978/323-482

Lesotho Highlands Development Authority, PO Box 7332, Maseru 100, Lesotho. Tel: 311-280; FAX: 310-060

Lesotho National Development Corp., Investment Promotion Centre, Private Bag A96, Maseru 100,

Lesotho. Tel: 312-012; Fax: 311-038; Telex: 4341

Livestock Products Marketing Service, PO Box 1509, Maseru 100, Lesotho. Telex: 4344

Ministry of Agriculture, Cooperatives and Marketing, PO Box 24, Maseru 100, Lesotho. Tel: 322-741; Telex: 4330

Ministry of Finance and Economic Planning and Manpower Development, PO Box 395, Maseru 100, Lesotho. Tel: 311-101; FAX: 310-157

Ministry of Trade and Industry, Commissioner of Trade/Commissioner of Industry, PO Box 747, Maseru 100, Lesotho. Tel: 322-802/322-138; FAX: 310-121

Rural Self-Help Development Assn., 0523 Maseru West, Maseru 104, Lesotho. Tel: 311-279; FAX: 310-958

United Nations Information Centre (Lesotho), Corner Hilton and Nightingale Roads, PO Box 301, Maseru 100, Lesotho. Tel.: 310-042/313-736; FAX: 310-042; Telex: 4342 LO

U.S. Embassy, Commercial Section, 254 Kingsway, Maseru West, PO Box 333, Maseru 100, Lesotho. Tel: 312-666; FAX: 310-116

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of the Kingdom of Lesotho to the U.S., 2511 Massachusetts Ave., NW, Washington, DC 20008. Tel: 202-797-5533; FAX: 202-234-6815

Lesotho, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4228

U.S.-Africa Business Council, 522 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Country Commercial Guide: Lesotho, Fiscal Year 1995. Washington, DC: U.S. Department of Commerce, International Trade Administration, 1994 [Available through the National Trade Date Bank]

Country Profile. Botswana, Lesotho, Swaziland, 1994-95. London: Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC900.A1C682

Country Report. Botswana, Namibia, Lesotho, Swaziland. London: Economist Intelligence Unit [quarterly publication] NAL call no.: HC940.A1Q83

Hutcheson, A. MacGregor and Richard Brown. "Lesotho." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 513-526 [annual publication] NAL call no.: DT30.A37

Khalema, L.M. "Rural Electrification in Lesotho." In *Rural Electrification in Africa.* London: Zed Books Ltd., 1992, p. 141-161

Mafisa, T. "Wool and Mohair Production in Lesotho." In *Future of Livestock Industries in East and Southern Africa: Proceedings of the Workshop Held at Kadoma Ranch Hotel, Zimbabwe, 20-23 July 1992.* Addis Ababa, Ethiopia: International Livestock Centre for Africa, 1993, p. 211-218. NAL call no.: SF55.A354F87 1993

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Mofolo, S.G. "Fish Marketing and Consumption in Lesotho." In *Marketing and Consumption of Fish in Eastern and Southern Africa: Selected Country Studies. FAO Fisheries Technical Paper* no. 332, 1993, p. 43-61. NAL call no.: SH1.F2

Mokotjo, J.L. "Supply, Demand and Marketing of Principal Food Grains in Lesotho." In *Food Security Policies in the SADCC Region. Proceedings of the Fifth Annual Conference on Food Security Research in Southern Africa, October 16-18, 1989.* Harare, Zimbabwe: University of Zimbabwe, 1990, p. 204-211. NAL call no.: HD9017.S752F66 1990

Shaw, J. "Lesotho: Sustaining Development in a Landlocked Economy." In *World Food Aid: Experiences of Recipients and Donors.* Portsmouth, NH: Heinemann, 1993, p. 118-129

Madagascar

Economy:

On this island nation of 14 million people, agriculture, including forestry and fishing, accounts for close to 80% of exports and one-third of the GDP. Madagascar, where French and Malagasy are the official languages, is a country whose economy is dependent on agriculture. Subsistence agriculture is practiced by 65-70% of the population. The major food and subsistence crops are rice, cassava, beans, bananas, and sweet potatoes. Madagascar has the world's highest per capita consumption of rice. Raising beef cattle is widespread, but is mostly done as a source of capital. The main cash crops for export are coffee, vanilla (world's largest exporter), cloves, and cotton. Madagascar has a large potential in its fisheries sector. The increased production of lobsters, shrimps, and prawns has become a major source of export revenues.

The main industries in Madagascar are agricultural/food processing (meat canneries, soap factories, breweries, tanneries, sugar refining), light consumer goods (textiles, glassware), cement, paper, and petroleum. Industry accounts for only about 15% of the GDP. Natural resources include graphite, chromite, coal, bauxite, salt, quartz, mica, fish, and semiprecious gems.

As Madagascar moves towards a market-based economy, its need for economic assistance and investment to fully develop its resources, will continue. The large growth potential of its agriculture, fisheries, and natural resources, will depend on the rehabilitation of its poor infrastructure.

Exports:

Exports consisted of $240 million (f.o.b. 1993 est.). The main export commodities include: coffee (45%), vanilla (20%), cloves (11%), shellfish, sugar, cotton/textiles, and petroleum products. Principal markets for exports are France, U.S., Japan, Germany, and Italy.

Imports:

Imports consisted of $510 million (f.o.b. 1993 est.). Imports include: intermediate manufactures (30%), capital goods (28%), petroleum (15%), consumer goods (14%), and food (13%). Principal sources of imports are France, Germany, Japan, the United Kingdom, Italy, Netherlands, and the U.S.

Economic Aid Assistance:

The United Nations Development Programme, the World Bank, and the International Monetary Fund have ongoing development assistance programs in Madagascar. France is the major bilateral donor to Madagascar. Total economic and development aid from 1991 through 1994 has averaged over $400 million annually. U.S. assistance totaled $40 million in 1993 and $31 million in 1994.

International Agreements:

Party to: Endangered Species, Marine Life Conservation, Nuclear Test Ban; signed international agreements, but not ratified: Biodiversity, Climate Change, Desertification, Law of the Sea.

Madagascar has bilateral commercial agreements with the Seychelles and Mauritius.

Port of Entry:

Madagascar's main ports are Toamasina and Mahajanga. Several of Madagascar's ports were upgraded recently through a $35 million rehabilitation project funded by multilateral and bilateral donors.

U.S. Exports to Madagascar:

U.S. exports to Madagascar were worth $48 million in 1994. Exports include: furniture, flour, dairy products, malt extract, animal fats, and articles donated for relief.

Madagascar's Exports to U.S.:

Madagascar's exports to the U.S. were worth $57 million in 1994. Exports include: vanilla beans, graphite, coffee, cloves, and textiles (mostly clothing).

Trade Activities:

Transactions in foreign exchange are controlled by the External Finance Office of the General Directorate of the Treasury. Some approval authority has been delegated to some authorized intermediaries for exchange transactions.

Madagascar has eliminated most quantitative restrictions on imports. Import licenses, when needed, are usually issued through the Ministry of Economy and Trade.

Customs authority is carried out by the Directeur des Douanes in Antananarivo (see contacts listing).

- Customs duties are on an ad valorem basis; imports are valued on a c.i.f. basis.
- Preferential treatment is extended to imports from the member states of the Common Market for Eastern and Southern Africa (COMESA).
- Madagascar has no known government regulations governing countertrade transactions. Individual importers may request countertrade/barter terms for specific transactions.

Pre-shipment inspection of exports to Madagascar for quality, quantity, and prices are carried out in the U.S. by SGS Control Services or Bureau Veritas (see contacts listing). Unless otherwise exempted by appropriate Malagasy government agencies, all exports to Madagascar must be inspected prior to shipment.

Food/Health/Safety Regulations:

Madagascar requires sanitary or other types of certificates for the importation of live animals, poultry, other birds, animal carcasses, food grains (for livestock feed), and products derived from the previously mentioned items.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zone/Export Processing Zone:

Madagascar has established a duty free export processing zone program. Several clothing manufacturing firms have set up operations in Madagascar under this program and have been successful. Investors are allowed to import raw materials and other manufacturing inputs free of customs duties. In addition to textiles, the tourism industry, also covered by Madagascar's industrial free zone law, has attracted investment.

Investment/Trade Assistance:

Madagascar has gradually been liberalizing its investment code. The "Guichet Unique" office (see contacts listing), or "one-stop shop" has recently opened to assist potential investors. The Economic/Commercial Section of the U.S. Embassy in Antananarivo provides advice and information for potential investors and traders.

Investment/Trade Barriers:

Madagascar's poor physical and institutional infrastructure (roads, railways, telecommunications, archaic legal code, and lack of basic marketing know-how) continues to hinder potential investors and traders. Rehabilitation of Madagascar's physical infrastructure is the goal of many multilateral donor projects. The U.S. Agency for International Development is developing a project to help Madagascar reform its dated commercial legal system.

To be successful in Madagascar, one must be able to communicate in French, although more and more business people can speak some English.

The unavailability of U.S. Exim-bank coverage continues to be a significant handicap to potential U.S. exporters of capital goods.

Best U.S. Export/Investment Prospects:

Agriculture, food processing, aquaculture, and transport are the sectors of Madagascar's economy expected to have rapid growth in the coming years. Within these areas, opportunities will exist for U.S. businesses to supply products and provide consulting services.

Opportunities within the agricultural sector for U.S. exporters include supplying fertilizers, agricultural vehicles and machinery, appropriate agricultural technology, and irrigation equipment, technology, and expertise. Export prospects also exist for suppliers of fruit juice production machinery, cold and freezer storage equipment, and meat and fruit canning equipment and supplies.

With Madagascar's extensive fishing banks, producing lobster, tuna, shrimp, and prawns, there is a growing need for fishing boats, navigation equipment, cold storage equipment, and processing and canning machinery. Joint venture partners are being sought by several Malagasy firms in the fishing sector.

Because Madagascar has some of the world's most unique flora and fauna, the potential for eco-tourism is great. Upgrading Madagascar's transportation and communications infrastructure will be needed if outside investment in developing hotels and tourist facilities is to expand.

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market for Eastern and Southern Africa (COMESA), Economic Commission for Africa (ECA), the Organization of African Unity (OAU); and adheres to the fourth Lomé Convention of the EU

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), UN Conference on Trade and Development (UNCTAD), World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Madagascar is 261.)

Madagascar:

African-American Inst. (Madagascar), BP 3266, Antananarivo 101, Madagascar

Automated Data Analysis, Processing & Trading (ADAPT), BP 4212, Lot VI 8 Ambatovinaky, Antananarivo 101, Madagascar. Tel: 2-29192; FAX: 2-29192 [Country market research firm]

Bankin'ny Tantsaha Mpamokatra (BTM), Place de l'Independance, BP 183, Antaninarenina, Antananarivo 101, Madagascar. Tel: 2-20251; FAX: 2-21398 [Mostly state-owned bank that emphasizes rural development]

Cabinet d'Etudes, de Conseils et d'Assistance de la Realisation, Lot IV D 17 Bis, Rue Lieutenant Andriamaromanana, Tsiazotafo, Antananarivo 101, Madagascar. Tel: 2-34726; FAX: 2-20644 [Country market research firm]

Cabinet Fivoarana, BP 3854, 13 rue Patrice Lumumba, Tsaralalana, Anatananarivo 101, Madagascar. Tel: 2-21925; FAX: 2-27141 [Country market research firm]

Cabinet Ravonison, Gàst et Associes, Lot 1B 26-9, Rue de la Reunion, Isoraka, Antananarivo 101, Madagascar. Tel: 2-26171; FAX: 2-44633 [Country market research firm]

Central Bank of the Republic of Madagascar, Ave. de la Revolution Socialiste Malgache, BP 550, Antananarivo 101, Madagascar. Tel: 2-21751; FAX: 2-34532

Centre for Scientific and Technical Information and Documentation, 27 bis, Rue Fernand Kasanga, BP 6224, Antananarivo 101, Madagascar. Tel: 2-33288/24919; Telex: 22539 MRSTD/MG

Chambre de Commerce, d'Industrie et d'Agriculture d'Antananarivo, BP 166, Antananarivo 101, Madagascar. Tel: 2-20211/ 20281; FAX: 2-20213; Telex: 225-87 CHAMCO MG

Directeur des Douanes, Ministere des Finances et du Budget, BP 262, Antananarivo 101, Madagascar. Tel: 2-22916; FAX: 2-23052; Telex: (0986) 22489 [Customs authority]

Federation des Chambres de Commerce, d'Industrie et d'Agriculture de Madagascar, BP 166, Antananarivo 101, Madagascar. Tel: 2-21567; FAX: 2-20213; Telex: 225-87 CHAMCO MG

FIVMPAMA (Assn. of Malagasy Businessmen), 12, rue Rainizanabololona, Antanimena, Antananarivo 101, Madagascar. Tel: 2-34754; FAX: 2-32056

GEM (Groupment des Enterprises de Madagascar), BP 1695, Anatananarivo 101, Madagascar. Tel: 2-23841 [Business association]

Guichet Unique, Ministry of Economy and Planning, BP 674, Antananarivo 101, Madagascar. Tel: 2-20284; FAX: 2-28508 ["One-stop shop" for prospective investors]

Maurice Charles Andriamampianina, Ph.D, 111 D 14, Antanimena, Anatananarivo 101, Madagascar. Tel: 2-35043 [Country market research firm]

Ministry of Agriculture and Rural Development, BP 842, Anosy, Antananarivo 101, Madagascar. Tel: 2-24710; FAX: 2-26561

Ministry of Commerce and Trade, BP 245, Antananarivo 101, Madagascar. Tel: 2-27292/27409; FAX: 2-31280

Ministry of Energy and Mines, PO Box 527, Antananarivo 101, Madagascar. Tel: 2-25515; FAX: 2-32554

Ministry of Industrial Promotion and Tourism, BP 527, Antananarivo 101, Madagascar. Tel: 2-25515; FAX: 2-27790

Ministry of National and Regional Development, BP 3378, Anosy, Antananarivo 101, Madagascar. Tel: 2-35617

OSIRIS, BP 3476, Antananarivo 101, Madagascar. Tel: 2-42044; FAX: 2-42044 [Country market research firm]

Ocean Consultants, BP 3528, Antananarivo 101, Madagascar. Tel: 2-42806; FAX: 2-27126 [Country market research firm]

Societe d'Assistance aux Societes (SAS), BP 8019, 30 Rue de Russia Isorara, Antananarivo 101, Madagascar. Tel: 2-33524/ 21843; FAX: 2-26863 [Country market research firm]

SIM (Syndicat Industriel de Madagascar), c/o PAPMAD, BP 1756, Antananarivo 101, Madagascar. Tel: 2-20635; FAX: 2-24394 [Business association]
Societe d'Interet National Malgache des Produits Agricoles

(SINPA), BP 754, Rue Fernand Kasanga, Tsimbazaza, Antananarivo 101, Madagascar. Tel: 2-20558; FAX: 2-20665 [Purchases and distributes agricultural/horticultural produce]

Syndicat des Importeurs et Exportateurs de Madagascar, 2 Rue Georges Mandel, BP 188, Antananarivo 101, Madagascar

Syndicat de Planteurs de Cafe, 37 Lalana Razafimahandry, BP 173, Antananarivo 101, Madagascar [Coffee growers organization]

Syndicat des Riziers et Producteurs de Riz de Madagascar, 2 Rue Georges Mandel, BP 1329, Antananarivo 101, Madagascar [Rice growers and processors]

Union Commercial Bank (UCB), BP 197, Lalana Solobavambahoaka, Antsahavola, Antananarivo 101, Madagascar. Tel: 2-27262; FAX: 2-28740

United Nations Information Centre (Madagascar), Rue Rainitovo, PO Box 1348, Antasahavola, Antananarivo 101, Madagascar. Tel: 2-24115/ 21907; Telex: 983 22345

U.S. Embassy, 14-16 Rue Rainitovo, Antsahavola, BP 620, Antananarivo 101, Madagascar. Tel: 2-21257/20956; FAX: 2-34539; Telex: USA EMB MG 22202. Also, Economic and Commercial Section, U.S. Embassy - Antananarivo, Dept. of State, Washington, DC 20521-2040

U.S.:

Bureau Veritas, 7855 NW 12th St., Ste. 218, Miami, FL 33126. Tel: 305-593-7878 [Pre-shipment inspection agency]

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of Madagascar, 2374 Massachusetts Ave., NW, Washington, DC 20008. Tel: 202-265-5525

Madagascar Consulate General and Mission to the U.N. (combined), 801 2nd Ave., Ste. 404, New York, NY 10017. Tel: 212-986-9491

Madagascar, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4564

SGS Government Services, 42 Broadway, New York, NY 10004. Tel: 212-482-8700 [Pre-shipment inspection agency]

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

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Boiteau, Pierre and Lucile Allorge-Boiteua. *Medicinal Plants of Madagascar*. Paris: Karthala, 1993. NAL call no.: QK99.M28B64 1993 [In French]

Country Commercial Guide: Madagascar. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1994 [Available through the National Trade Data Bank]

Country Profile. Madagascar, 1994-95. London: The Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC895.A1C683

Country Report. Mauritius, Madagascar, Seychelles. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC597.5.A1C69

Dorosh, Paul A. "Growth Linkages in Madagascar: Implications for Sector Investment Priorities." *Working Paper* (Cornell Food and Nutrition Policy Program) 60, [1994]. NAL call no.: HD9018.D44W675--no.60

Dorosh, Paul A. and Steve Haggblade. "Agriculture-Led Growth: Foodgrains Versus Export Crops in Madagascar." *Agricultural Economics* 9, no. 2 (Aug 1993): 165-180. NAL call no.: HD1401.A47

Feeley-Harnick, G. *A Green Estate: Restoring Independence in Madagascar*. Washington, DC: Smithsonian Institution Press, 1991

Milne, D.L. and M. Schoeman. "A View of Madagascar and Its Litchi Industry." *Yearbook, South African Litchi Growers Association* 4 (1992): 11-13

Ranaivoson, V. "Dairy Marketing in Madagascar." In *Dairy Marketing in Sub-Saharan Africa*. Addis Ababa: ILCA, 1992, p. 335-344. NAL call no.: HD9275.A3572D35 1992

Rasoanaivo, P. "Rain Forests of Madagascar: Sources of Industrial and Medicinal Plants." *Ambio* 19, no. 8 (1990): 421-424. NAL call no.: QH540.A42

Thompson, Virginia, Mervyn Brown, and Michael Chapman. "Madagascar." In *Africa South of the Sahara 1995*. London: Europa Publications Ltd., 1994, p. 545-565 [annual publication] NAL call no.: DT30.A37

Malawi

Economy:

One of the least developed countries in Africa, Malawi's economy is based on subsistence agriculture. Agriculture contributes about 40% of GDP and employs half of the population. The principal cash crop is tobacco which accounted for 69.1% of agricultural exports in 1993. Tea accounted for 11.6% of agricultural exports in 1993. Principal subsistence crops are: maize, potatoes, cassava, sorghum, pulses, millet, and fruit.

Industry provided 12% of GDP in 1993. Industries consisted of: food processing, textile factories, tobacco factories, sawmills and plywood, cement, and consumer goods. There is some mining of lime, gypsum, coal, rubies, and sapphires. In addition, geological surveys have discovered deposits of bauxite, asbestos, graphite, and uranium, although these have not yet been exploited.

Malawi's economy remains dependent on foreign aid and is heavily indebted.

Exports:

Exports consisted of $737 million (f.o.b. FY 92). Export commodities include: tobacco, tea, sugar, coffee, peanuts, and wood products.

Principal market for exports was the United States 17%. Other export partners include: Japan, South Africa, Germany, United Kingdom, Zambia, and the Netherlands.

Imports:

Imports consisted of $737 million (c.i.f. FY 92). Import commodities include: food, petroleum products, consumer goods, and transportation equipment and basic manufactures.

Principal source of imports was South Africa 48%. Other import partners include: Zimbabwe, the United Kingdom, Japan, Germany, the Netherlands, and France.

Economic Aid Assistance:

On November 16, 1994 the International Monetary Fund (IMF) approved a credit of US $22 million to support Malawi's economic and financial program. On the same day the World Bank approved an additional US $40 million supplementary credit to be used to import approximately 100,000 tons of white maize to stabilize domestic markets. At the end of September, Malawi and the United States signed grant agreements for US $57 million to be used for agricultural, educational and transportation development programs.

International Agreements:

Party to: Biodiversity, Endangered Species, Environmental Modification, Marine Life Conservation, Nuclear Test Ban, Ozone Layer Protection. Signed, but not ratified: Climate Change, Law of the Sea.

Port of Entry:

Ports used include: Nacala, Mozambique; Dar es Salaam, Tanzania; and Durban, South Africa.

U.S. Exports to Malawi:

U.S. exports to Malawi were worth $15.9 million in 1993.

Malawian Exports to US:

Malawi's exports to the U.S. were worth $59.6 million in 1993.

Trade Activities:

Transactions in foreign exchange must be carried out through a commercial bank under the control of the Reserve Bank of Malawi (RBM).

Most imports are subject to the open general license system. However, some items require a specific import license. The Ministry of Trade, Industry, and Tourism (MTIT) has the authority to formulate import policy and issue import and export licenses.

Customs authority is carried out by the Controller of Customs and Excise of the Ministry of Finance in Blantyre.

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the Common Market for Eastern and Southern Africa (COMESA) and the Southern African Development Community (SADC).
- Countertrade/barter transactions must be approved by the Ministry of Trade, Industry and Tourism.

Food/Health/Safety Regulations:

There are special regulations on the importation and sale of

livestock and animal products and foodstuffs into Malawi.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no foreign trade zones in Malawi.

Investment Assistance:

Malawi seeks foreign investment. Inward transfers of capital are not restricted, except that residents obtaining loans from abroad must have prior foreign exchange approval. Since 1988, an import liberalization program has been in effect. The government issued a 1991 Investment Policy Statement that includes a clear set of investment guidelines.

Investment/Trade Barriers:

Malawi imposes an import duty of as much as 40% on most goods entering the country. In addition, luxury items, which include such diverse items as ready-to-eat breakfast cereals and automobiles, are taxed at 45%.

Types of goods that require import licenses include: live animals, fresh meat, military uniforms, gold, sugar, radioactive substances, game traps, "flick" knives, and firearms. In addition, some goods, such as "seditious" literature, pornographic materials, and banned narcotic substances, are prohibited from entering Malawi due to national security.

Best U.S. Export/Investment Prospects:

Investment opportunities are increasing within the parastatal sector as government-owned corporations attempt to attract capital and become profitable.

There is a demand for materials in the agricultural and agricultural processing sectors for chemicals, equipment, and electronic goods, such as computers and word processing equipment.

Malawi hopes to upgrade its telecommunications capability. If the financing is found, both expertise and equipment will be needed to carry out this project.

Malawi's tobacco growers are looking for alternative crops. Both expertise and equipment to facilitate agricultural diversification will be necessary to complete this transformation.

Membership in:

Regional Organizations:

African Development Bank (AFDB); the Organization of African Unity (OAU); Common Market for Eastern and Southern Africa (COMESA); Southern Africa Development Community (SADC); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations:

African, Caribbean, and Pacific Countries (ACP); Customs Cooperation Council (CCC); Economic Commission for Africa (ECA); Food and Agriculture Organization (FAO); International Bank for Reconstruction and Development (IBRD); International Fund for Agricultural Development (IFAD); International Monetary Fund (IMF); World Bank.

List of Contacts:

(The international telephone access code is 011, and the country access code for Malawi is 265.)

Malawi:

Agricultural Development & Marketing Corp. (ADMARC), PO Box 5052, Limbe

Associated Chambers of Commerce and Industry of Malawi, Chichiri Trade Fair Grounds, PO Box 258, Blantyre; Tel: 671988; FAX: 671147; Telex: 43992

Baka Agricultural Research Station, PO Box 43, Karonga; Tel: 7222644

Byumbwe Agricultural Research Station, PO Box 5748, Limbe; Tel: 662206

Central Veterinary Laboratory, PO Box 527, Lilongwe; Tel: 744522

Centre for Social Research, University of Malawi, PO Box 278, Zomba; Tel: 522916; FAX: 522760; Telex: 45214 MI

Chitedze Agricultural Research Station, PO Box 158, Lilongwe; Tel: 767222

Commercial Bank of Malawi, PO Box 1111, Blantyre; Tel: 620144; FAX: 62428633

Controller of Customs and Excise, Department of Customs and Excise, Private Bag 20, Blantyre; Tel: 620288

Department for Agricultural Research, PO Box 30779, Lilongwe 3; Tel: 784299; FAX: 784184; Telex: 44648 MINAGRIC MI

Department of Customs & Excise, Plantation House, Victoria Ave., Private Bag 20, Blantyre, Malawi. Tel.: 635066

Department of Economic Planning and Development, PO Box 30136, Lilongwe 3; Tel: 782300; FAX: 782224

Department of Information, PO Box 494, Blantyre

Department of Tourism, Kanabar House, PO Box 402, Blantyre

Employers' Consultative Association of Malawi, PO Box 2134, Blantyre; Tel: 670007 or 652413; FAX: 671337

Finance Corporation of Malawi, PO Box 750, Blantyre; Tel: 620477; FAX: 620102

Fisheries Research Unit, PO Box 27, Monkey Bay; Tel: Monkey Bay 6

Forest Research Institute of Malawi (FRIM), PO Box 270, Zomba; Tel: 50-522866; Telex: 43533 FRIM MI

Import & Export Company of Malawi Ltd., PO Box 1106, Blantyre; Tel: 670999; FAX: 671160

Investment and Development Bank of Malawi Ltd. (INDE-BANK) Delamere House, Victoria Ave., PO Box 358, Blantyre; Tel: 620055; FAX: 623353 [Provides loans to statutory corporations and to private enterprises in the agricultural, industrial, tourism, transport and commercial sectors, on a joint-financing basis]

Kasinthula Agricultural Research Station, PO Box 28, Chikwawa; Tel: 423255

Leasing and Finance Company of Malawi, PO Box 1963, Blantyre; Tel: 620233

Lifuwu Agricultural Research Station, Private Bag 13, Salima; Tel: 1211 Salima

Lifuwu Rice Research Station, PO Box 102, Salima; Tel: 261401; FAX: 261268; Telex: 44648

Lunyangwa Agricultural Research Station, PO Box 59, Mzuzu; Tel: 332633

Makoka Agricultural Research Station, Private Bag 3, Thondwe, Zomba; Tel: 534211; FAX: 534208; Telex: 44017 ICRAF MI

Malawi Association of Spices and Herbs, PO Box 51724, Limbe; Tel: 643661; FAX: 642991

Malawi Development Corporation, Development House, Henderson House, PO Box 566, Blantyre

Malawi Export Promotion Council, PO Box 1299, Blantyre; Tel: 620499; FAX: 635429 or 635433

Mbawa Research Station, PO Box 8, Embangweni, Mzimba

Mercantile Credit Limited, PO Box 821, Blantyre; Tel: 640805

Mikolongwe Livestock Improvement Center, PO Box 5193, Limbe; Tel: 650544

Ministry of External Affairs, PO Box 30315, Capital City, Lilongwe; Tel: 731788; FAX: 731547; Telex: 44113

Ministry of Trade, Industry & Tourism, PO Box 30366, Capital City, Lilongwe 3; Tel: 732711; FAX: 732551; Telex: 44873

Ministry of Transport and Communications, Private Bag 322, Capital City, Lilongwe 3

Ministry of Works and Supplies (Controller of Stores), PO Box 401, Blantyre

Mkondezi Experiment Station, PO Box 133, Nkhata Bay, Mzuzu; Tel: 352500

National Bank of Malawi, PO Box 945, Blantyre; Tel: 620622; FAX: 620606

National Insurance Company, Head Office Private Bag, Lilongwe (Capital City); Tel: 783311; FAX: 781365

Ngabu Agricultural Research Station, PO Box 48, Ngabu; Tel: 426244

Reserve Bank of Malawi, PO Box 30063, Capital City, Lilongwe 3; Tel: 732488; FAX: 731145

Small Enterprises Development Organization of Malawi, PO Box 525, Blantyre; Tel: 636555 or 636536; FAX: 636781; Telex: 44666

Southern Africa Regional Tourism Council, PO Box 564, Blantyre; Tel: 624888; FAX: 634339; Telex: 44168 MI

Tea Research Foundation, Central Africa, PO Box 51, Mulanje; Tel: 265-462277; FAX: 265-462209; Telex: 44458

Tobacco Research Institute of Malawi, PO Box 418, Lilongwe; Tel: 722266; FAX: 720668

U.S. Embassy, Economic/Commercial Section, PO Box 30016, Lilongwe, Malawi. Tel.: 783166. FAX: 780471; Telex: 44627

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Malawi, Country Desk Officer, U.S. Department of Commerce, Room 3317, 14th and Constitution Ave., NW, Washington, DC 20230. Tel.: 202-482-5148

Malawi Embassy to the U.S., 2408 Massachusetts Ave., NW, Washington, DC 20008, Tel.: 202-797-1007, FAX: 202-265-0976

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge,

MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel.: 212-732-6440, Fax: 212-680-0990

Select Publications:

Agri News: A Quarterly Newsletter of the Ministry of Agriculture. Lilongwe: The Ministry [quarterly publication] NAL call no.: S473.M3A3

Bolnick, B.R. "Moneylenders and Informal Financial Markets in Malawi." *World Development* 20, no. 1 (January 1992): 57-68. NAL call no.: HC59.7.A1W6

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The Context of Small-Scale Integrated Agriculture-Aquaculture Systems in Africa: A Case Study of Malawi. Manila, Philippines: International Center for Living Aquatic Resources Management, 1991. NAL call no.: SH121.C65 1991

Country Commercial Guide: Malawi. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available from the National Trade Data Bank]

Country Profile. Malawi. London: The Economist Intelligence Unit [annual publication] NAL call no.: HC935.C68

Country Report. Mozambique, Malawi. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC890.A1C69

Gerard, Christopher D. *Agricultural Pricing Policy in Eastern Africa: A Macroeconomic Simulation for Kenya, Malawi, Tanzania, and Zambia.* Washington, DC: World Bank, 1993. NAL call no.: HD2126.Z775G47 1993

Golette, F. and S. Bahu. "Market Liberalization and Integration of Maize Markets in Malawi." *Agricultural Economy* 11, no. 2-3 (Dec. 1994): 311-324. NAL call no.: HD1401.A47

Hancock, W.M. *Macadamia Reference Manual* [Blantyre, Malawi: Tree Nut Authority in Malawi, 1992?]. NAL call no.: SB401.M32H36 1992

Hutcheson, A. MacGregor and Richard Brown. "Malawi." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 566-580 [annual publication] NAL call no.: DT30.A37

Koester, U. "Policies for Promoting Regional Agricultural Trade." *Food Policy* 18, no. 4 (August 1993): 355-365. NAL call no.: HD9000.1.F66

Lunyangwa Agricultural Research Station. Malawi. Dept. of Agricultural Research. Consortium for International Development. *Annual Report.* Mzuzu: Malawi, Ministry of Agriculture, Dept. of Agricultural Research [annual publication] NAL call no.: S542.M32L864

Matthews, Alison and Colin Wilshaw. *Fodya: the Malawi Tobacco Handbook.* Blantyre: Central Africana Limited, 1992. NAL call no.: HD9147.M32F63 1992

Mtawali, K.M. "Trade, Price and Market Reform in Malawi: Current Status, Proposals and Constraints." *Food Policy* 18, no. 4 (August 1993): 300-307. NAL call no.: HD9000.1.F66

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Rach, Theodor. *Small-Scale Processing at Rural Centres, Malawi.* Berlin: Fachbereich Internationale Agrarentwicklung, Technische Universitat Berlin; Weikersheim: Verlag Josef Margraf, 1990 [Schriftenreihe des Fachbereichs, no. 131] NAL call no.: S539.G3T47 Nr.131

Tea Association of Malawi. *A Handbook to the Tea Industry of Malawi.* Blantyre: Central Africana Ltd., 1991. NAL call no.: HE9198.M32H36 1991

Tea Association of Malawi. *The Tea Association of Malawi Limited.* [Blantyre]: The Association, [1986?]. NAL call no.: HD9198.M32T28 1986

Valdes, Alberto and Kay Muir-Leresche. *Agricultural Policy Reforms and Regional Market Integration in Malawi, Zambia, and Zimbabwe.* Washington, DC: International Food Policy Research Institute, 1993. NAL call no.: HD2130.Z8A37 1993

Williams, Lewis B. *Fertilizer Situation and Markets in Malawi.* Muscle Shoals, Ala.: IFDC, [1990]. NAL call no.: HD9483.M274W5

Mali

Economy:

About 80% of the labor force of Mali is engaged in agriculture and fishing. Subsistence farming supports the great majority of Mali's 9.5 million people. Cotton and livestock account for over 70% of exports. Millet, rice, corn, vegetables, and peanuts are raised mostly by subsistence farmers. With 65-70% of land-locked Mali consisting of desert or semi-desert, there is a definite need for irrigation systems development. Most of the economic activity is confined to the land area irrigated by the Niger River.

Mali's natural resources include gold, phosphate, kaolin, salt, limestone, uranium, bauxite, iron ore, manganese, tin, and copper. Except for phosphate and gold mining, Mali's natural resources are largely unexploited. The industrial sector, besides gold and phosphate mining, is limited to basic food processing, construction, and local consumer goods production.

The Government of Mali has identified several priority sectors for furthering economic development. Among these sectors are: agribusiness, fishing and fish processing, livestock and forestry, and water and energy production industries. Mali recognizes that foreign aid, investment, and expertise is needed to develop the targeted sectors.

Exports:

Exports consisted of $415 million (f.o.b. 1993). Export commodities include: cotton, livestock, and gold. Principal markets for exports are Western European countries and other countries of the Franc Zone in West Africa.

Imports:

Imports consisted of $842 million (c.i.f. 1993). Imports include: machinery and equipment, foodstuffs, construction materials, petroleum, and textiles. Principal sources of imports are Western European countries and other countries of the Franc Zone in West Africa.

Economic Aid Assistance:

From 1987-1992, Mali averaged $434 million per year in development aid and assistance. The International Monetary Fund (IMF) and the World Bank have worked with Mali to liberalize its economy and improve financial management. Internal pressures have made the Malian government reticent about implementing some of the economic structural reforms called for by the IMF and the World Bank. Mali will need continued multilateral and bilateral economic and development aid, if it hopes to continue to attract private investment to develop its largely untapped natural resources.

International Agreements:

Party to: Endangered Species, Climate Change, Desertification, Wetlands, Ozone Layer Protection, Law of the Sea; signed international agreements, but not ratified: Nuclear Test Ban, Biodiversity.

Port of Entry:

Mali is a landlocked country. Mali uses the port at Kaolack, Senegal where it has a free zone reserved. In addition, sections of the ports at Dakar, Senegal and Abidjan, Cote d'Ivoire have transit areas for goods being shipped to Mali.

U.S. Exports to Mali:

U.S. exports to Mali were worth $19 million in 1994. Exports include: cigarettes, used clothing and textiles, agricultural equipment, plastics, machinery, and wheat.

Malian Exports to the U.S.:

Malian exports to the U.S. were worth $4.1 million in 1994. The principal U.S. import is textile products.

Trade Activities:

Some transactions in foreign exchange may be carried out through the Central Bank and other authorized banks. The Ministry of Economy and Finance, however, is the sole authority in matters concerning control of foreign exchange.

Mali abolished all import licensing requirements and quotas in 1989. Import permits are issued automatically after they are registered with the Ministry of Economy and Finance.

Customs authority is carried out by the Director National des Douanes, Direction National des Douanes (see contacts listing) in Bamako.

- Most customs duties are ad valorem, based on c.i.f. value.
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).
- Countertrade/barter is practiced, however, Mali has

no laws governing countertrade/ barter.

- Countertrade/barter transactions are approved by the Ministry of Finance and Economy.

U.S exports to Mali valued at more than $3,000 are subject to pre-shipment inspection by SGS Government Services (see contacts listing) for quantity, quality, price, and tariff classification.

A reliable local agent or distributor, fluent in French, is recommended to assist in market penetration (direct marketing is not feasible). The commercial section of the U.S. Embassy can provide suggestions and make contacts.

Food/Health/Safety Regulations:

Mali has restrictions on the importation of living animals, living plants, and seeds. The Ministry of Health or the Ministry of Agriculture issue special authorization for the import of various plants and animals.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no free trade zones in Mali. Transit zone areas are maintained in Dakar, Senegal and Abidjan, Cote d'Ivoire. A free zone for Mali is reserved at the Kaolack, Senegal port. Mali's investment codes recognize "export zone industries." Companies that set up in Mali and export most of their production enjoy certain tax free benefits.

Investment/Trade Assistance:

Establishing a business in Mali has been made easier by the creation of the "Guichet Unique", or "one-stop shop". Applications are obtained and required documents are submitted through the National Directorate for Industries. Most businesses can be set up within 30-45 days. Information on the Guichet Unique can be obtained from the U.S. Embassy.

Investment/Trade Barriers:

French is the official language of Mali, and France has been traditionally dominant in trade and investment in Mali. English is not widely used or understood in Mali. Potential suppliers and traders need to have marketing and technical literature in French and need to have local agents or employees who are fluent in French.

In addition, Mali's limited power, telecommunication, and transport infrastructure and its small domestic market are constraints to potential traders and investors. However, as more multilateral and bilateral aid projects improve Mali's infrastructure, access and opportunities for investing and trading with Mali may increase.

Mali has no regulatory or legal barriers to investment/trade by foreign companies. Business registration procedures have been simplified with the "guichet unique". There are no restrictions on repatriation of capital or profits.

Best U.S. Export/Investment Prospects:

The U.S. Eximbank offers private sector, short-term financing for a limited amount of export items for Mali. Certain Overseas Private Investment Corporation (OPIC) insurance programs are available to help U.S. companies looking to do business in Mali.

The recent U.S. Department of Commerce *Country Commercial Guide* for Mali notes that well-targeted U.S. exports may find opportunities in Mali's growing private sector in: agriculture (fertilizers, improved seeds), agro-industry (grain and nut grinding mill equipment and machinery, decorticating equipment, cotton ginning and textile equipment), processed foods (especially, dried or long shelf-life items), telecommunications, mineral exploitation, new and used clothing, computers, vehicles, electronics, and water resources development.

U.S. Agency for International Development, World Bank, and African Development Bank development projects offer U.S. businesses opportunities in areas of agriculture, construction, irrigation, and communications.

Malian entrepreneurs are looking for joint venture partners or countertrade opportunities to assist with exports of African-style clothing, shea-nut based cosmetics, sesame seed, gum arabic, and cottage industry handicrafts.

Membership in:

Regional Organizations

African Development Bank (AFDB), Economic Community of West African States (ECOWAS), the Franc Zone, the Organization of African Unity (OAU), West African Economic Community (CEAO); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Mali is 223.)

Mali:

Agency for Cooperation and Research in Development (Mali), BP 1969, Bamako, Mali. Tel: 228216/220948; FAX: 226126; Telex: 09851200 CPUBBKO

Assn. Malienne Pour le Developpment, BP 2646, 112x115, Ouolofo, Bougou Bolibala, Bamako, Mali. Tel: 225909

Banque Centrale des Etats de l'Afrique de l'Ouest (BCEAO), Square Patrice Lumumba, BP 206, Bamako, Mali. Tel: 223756; FAX: 224786 [Central Bank]

Banque de Developpement du Mali SA (BDM), Ave. du Fleuve, BP 94, Bamako, Mali. Tel: 222050; FAX: 225085.

Banque Nationale de Developpement Agricole (BNDA), Immeuble Caisse Autonome d'Amortissement, Quarter du Fleuve, BP 2424, Bamako, Mali. Tel: 226464; FAX: 222961 [Agricultural development bank]

Chamber of Commerce and Industry of Mali, Place de la Liberte, BP 46, Bamako, Mali. Tel: 225036; Telex: 2435 BAMAKO MJ

Compagnie Malienne Pour le Developpement des Textiles (CMDT), BP 487, Bamako, Mali. Tel: 222462; FAX: 228141; Telex: 2554 [Cotton production, processing and marketing company]

Director National des Douanes, Direction Nationale des Douanes, BP 269, Bamako, Mali. Tel: 225774; FAX: 225561 [Customs authority]

International Liaison Committee for Food Corps Programs (Mali), BP 2652, Bamako, Mali. Tel: 223303/222837; Telex: CPUBBKO 1200MJ

Ministry of Economy and Finance, BP 234, Koulouba, Bamako, Mali. Tel: 225687; FAX: 228853; Telex: 2559

Ministry of Planning and International Cooperation, Koulouba, Bamako, Mali. Tel.: 225780; Telex: 2412

Ministry of Rural Development and the Environment, BP 1676, Bamako, Mali. Tel: 226024

Office des Produits Agricoles du Mali (OPAM), BP 132, Bamako, Mali. Tel: 223755; FAX: 220406 [Manages food security and administers food aid for Mali]

Office du Niger, BP 106, Segou, Mali. Tel: 320093; FAX: 320143 [Focal point for irrigation projects, funded by international donor agencies, to increase cultivable land]

Societe Industrielle de Karite (SIKAMALI), Bamako, Mali. Telex: 2476 [Company that processes shea nuts]

Societe Malienne d'Etudes et de Construction de Materiel Agricole (SMECMA), BP 1707, Bamako, Mali. Tel: 224071 [Agricultural equipment manufacturers]

Societe Malienne d'Import et d'Export (SOMIEX), PO Box 182, Bamako, Mali

Societe Malienne de Produits Chimiques, BP 1560, Bamako, Mali [Producers and distributors of pesticides]

Societe Malienne de Sacherie (SOMASAC), BP 74, Bamako, Mali. Tel: 224941; Telex: 2564 [Processors of dah and kenaf fibers into sacks and packaging material]

Tanneries Malienne (TAMALI), Route de Sotuba, BP 188, Bamako, Mali. Tel: 222826; Telex: 2616.

United Nations Development Programme (Mali), Immeuble Maitre Hamcire N/Doure Badalabougon-Est., BP 120, Bamako, Mali. Tel: 223696; Telex: 2552 UNDEVPRO BAMAKO

U.S. Embassy, Rue Rochester NY and Rue Mohammed V, BP 34, Bamako, Mali. Tel: 225470; FAX: 223712; Telex: 2448 AMEMB MJ

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of the Republic of Mali, 2130 R St., NW, Washington, DC 20008. Tel: 202-332-2249/ 939-8950

Mali, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

SGS Government Services, 42 Broadway, New York, NY 10004. Tel: 212-482-8700 [Pre-shipment

inspection representative for exports to Mali]

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Balique, H., Y. Lejean, and I. Annaheim. "Mali's New Private Sector." *World Health* 46, no. 6 (1993): 18-20

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Collion, M.H. "On Building a Partnership in Mali Between Farmers and Researchers." *Network Paper* 54 [Agricultural Administration Research and Extension Network] London: Overseas Development Institute, [1995]. NAL call no.: S539.5.N47 no.54

Coulter, J. "Liberalization of Grain Markets in Tanzania, Mali, and Ghana." In *Food Policy in Sub-Saharan Africa*, 1994, p. 69-80

Country Commercial Guide: Mali. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

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Malgras, Denis. *Medicinal Trees and Shrubs of the Mali Savannas*. Paris: Editions Karthala, 1992. NAL call no.: QK99.M42M34 1992 [In French]

Rogers, B.L. and M. Lowdermilk. "Price Policy and Food Consumption in Urban Mali." *Food Policy* 16, no. 6 (1991): 461-473. NAL call no.: HD9000.1 F66

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Smith, L.D. and A.M. Thomson. "The Role of Public and Private Agents in the Food and Agricultural Sectors of Developing Countries." *FAO Economic and Social Development Paper* 105, 1991. NAL call no.: HD1417.F64 no.105

Thomson, A. and N. Terpend. "Promoting Private Sector Involvement in Agricultural Marketing in Africa." *FAO Agricultural Services Bulletin* 106, 1993. NAL call no.: S1.A323 no.106

Mauritius

Economy:

Until recently, Mauritius was dependent on sugarcane and sugar production. Sugarcane is still grown on over 90% of the cultivable land and sugar accounts for approximately 30% of export earnings. Tea is also grown and processed for export. Crops for domestic consumption include tobacco, potatoes, bananas, tomatoes, and maize. Pork and poultry production are sufficient for the domestic market, but 90% of the beef consumed and over 70% of dairy products have to be imported. The government has attempted to increase the production of venison, both for domestic consumption and export. Almost 80% of the fish consumed is imported, despite efforts to expand the fishing industry.

The Export Processing Zones (EPZ) account for the largest amount of export earnings and are the nation's largest employer. The largest number of enterprises in the EPZ manufacture textiles and clothing. Other industries include: flowers, pearls, cut and polished diamonds, watches, optical goods, electronic goods, leather products, and toys.

The tourism industry is the third largest foreign exchange earner and is a rapidly expanding sector of the economy.

Exports:

Exports consisted of $1.3 billion (f.o.b., 1992). Export commodities include: clothing, sugar, textile materials, tea, molasses, canned tuna, leather products, and anthuriums. Principal markets for exports are the United Kingdom, France, the United States, and Germany.

Imports:

Imports consisted of $1.6 billion (c.i.f., 1992). Import commodities include: manufactured goods, machinery and transport equipment, food, refined petroleum products, and textile raw materials. Principal sources of imports are France, South Africa, the United Kingdom, Japan, Germany, and India.

Economic Aid Assistance:

Total external debt in 1992 was $1 billion. About 35% of this consisted of borrowing from multilateral institutions to finance the budget deficit and major development projects.

International Agreements:

Party to: Biodiversity, Climate Change, Endangered Species, Environmental Modification, Hazardous Wastes, Marine Life Conservation, Nuclear Test Ban, Ozone Layer Protection, Whaling; signed, but not ratified: Law of the Sea.

Port of Entry:

The main port is Port Louis. The Mauritius Marine Authority (MMA), the agency responsible for the administration, planning, operation, and development of all port facilities in Mauritius, is in the process of modernizing and expanding the Port Louis Harbor.

U.S. Exports to Mauritius:

U.S. exports to Mauritius were worth $17.9 million in 1993. The major exports include: machinery and transport equipment, diamonds, jewelry, rubber, raw cotton, aluminum waste and scrap, and manufactured goods.

Mauritian Exports to U.S.:

Mauritian exports to the U.S. were worth $196.9 million in 1993. Exported goods were primarily knitwear and other textiles, and sugar.

Trade Activities:

Beginning in June 1992, payments for imports were allowed to be settled directly by commercial banks without the exchange transaction being approved by the central bank.

Mauritius is a member of the Common Market for Eastern and Southern Africa (COMESA). Imports from countries that have most-favored status, including the United States, are given preferential tariff status.

Customs authority is carried out by the Comptroller of Customs and Excise in Port Louis, Mauritius.

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the COMESA and from nations which have most-favored status.
- Mauritius does not currently have governmental regulations or requirements covering the use of countertrade/barter activities.

Mauritius requires that importers be licensed under the Licenses Ordinance.

Food/Health/Safety Regulations:

Imports of all agricultural products require phytosanitary certificates.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

A commercial free port was created in Port Louis in June 1992.

There are 83 Export Processing Zones (EPZ) in 23 government designated areas. The companies involved in the EPZ benefit from tax, economic, and legal advantages.

Investment Assistance:

The government of Mauritius is anxious to attract foreign investors. It implemented the Export Processing Zone Act in 1970 in order to strengthen the advantages it could offer investors. In 1981, it also passed the Export Services Zone (ESZ) Act in order to attract investors in export-oriented service activities.

There are two government institutions to assist investors. The Industrial Coordination Unit of the Ministry of Trade and Shipping operates as a single-stop office for clearances and permits. The Mauritius Export Development and Investment Authority promotes investment and exports. It also develops and operates industrial sites and estates.

In 1991, the government established the Offshore Business Center to assist in establishing offshore companies in a variety of business activities.

Investment/Trade Barriers:

Mauritius requires import licenses under the Licenses Ordinance. Some goods prohibited from being imported include: ball valve bottles; explosive caps for toy pistols and guns; rubber tires which have been retreaded, recapped, or regrooved; white phosphorus matches; some types of fire crackers; kerosene stoves; water scooters; sugar; chocolate candies; bubble gum or chewing gum in the form of cigarettes; secondhand motor vehicle spare parts; and straw brooms.

Best U.S. Export/Investment Prospects:

The corporations in the Export Processing Zones are modernizing their operations. They need raw materials, machinery, and spare parts, particularly in the clothing industry.

Agricultural machinery and equipment such as cane harvesters, loaders, tractors, sprayers and irrigation equipment are needed to modernize the operations on sugar estates, because of a shortage of manpower.

Expansion of the tourist industry has opened opportunities for exporters of hotel and catering equipment, construction supplies, and pollution control equipment and services.

Membership in:

Regional Organizations:

African Development Bank (AFDB); Common Market for Eastern and Southern Africa (COMESA); Organization of African Unity (OAU); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations:

African, Caribbean, and Pacific Countries (ACP); Economic Commission for Africa (ECA); Food and Agricultural Organization (FAO); International Bank for Reconstruction and Development (IBRD); International Monetary Fund (IMF); World Intellectual Property Organization (WIPO); and World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Mauritius is 230.)

Mauritius:

Albion Fisheries Research Center, Albion, Petite Riviere. Tel: 2334729; Telex: 4805 OLEANFY

Bank of Mauritius, Sir William Newton St., Port Louis. Tel: 2084164; FAX: 2089204; Telex: 4253

Chinese Chamber of Commerce, Joseph Riviere St., Port Louis

Customs and Excise Dept., Port Louis. Tel: 2403475 or 2405259; FAX: 2400434

Development Bank of Mauritius, PO Box 157, Port Louis. Tel: 2080241; FAX: 2088498; Telex: 4248

Federation of Chambers and Associations of Commerce and Industry, Anglo-Mauritius Building, Port Louis

Forestry Service, Botanical Garden St., Curepipe. Tel: 6754966; FAX: 6743449

Indian Traders Association, Farquhar St., Port Louis

Mauritius Chamber of Commerce and Industry, 3 Royal St., Port Louis; Tel: 2083301; FAX:

2080076; Telex: 4277 CHACOM IW; Cable: CHACOM

Mauritius Chamber of Merchants, 27 Corderie St., Port Louis. Tel: 2083301; FAX 2080076

Mauritius Co-operative Agricultural Federation, Cooperation House, 3 Dumat St., Port Louis. Tel: 2121360

Mauritius Employers Federation, Cerne House, Chaussee, Port Louis. Tel: 2121599; FAX: 2126725

Mauritius Export Development and Investment Authority, Level 2, B.A.I. Building, 25 Pope Hennessy St., Port Louis. Tel: 208770; FAX: 2085965; Telex: 4597 MEDIA IW

Mauritius Export Processing Association (MEPZA), 42 Sir William Newton St., Port Louis. Tel: 2085216; FAX: 2121853; Telex: 4612

Mauritius Export Zone Association, 2 Royal St., Port Louis

Mauritius Sugar Industry Research Institute (MSIRI), Reduit. Tel: 4541061; FAX: 4541971; Telex: 4899 MSIRI IW

Ministry of Agriculture, Fisheries and Natural Resources, Reduit. Tel: 4547330; FAX: 4648749

Ministry of Finance, New Government House, Port Louis. Tel: 2012766; FAX: 2088622; Telex: 4249

Ministry of Industry, New Government Centre, Port Louis. Tel: 2011085; FAX: 2128201; Telex: 4249

ORSTOM Mission in Mauritius (Mission ORSTOM a Mauritius), c/o Ministry of Agriculture, Fisheries and Natural Resources, New Government Center, Port Louis. Tel: 11059

State Commercial Bank, Intendance St., Treasury Building, Port Louis. Tel: 2088909; FAX: 2088209; Telex: 4298

State Investment Corporation, Ramphul Building, Chaussee, Port Louis. Tel: 2122978; FAX: 2088948; Telex: 4635

U.S. Embassy, Rogers House, 4th Fl., John Kennedy St., Port Louis. Tel: 208-9763; FAX: 208-9534

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of Mauritius, 4301 Connecticut Ave., NW, Ste. 441, Washington, DC 20008. Tel: 202-244-1491; FAX: 202-966-0983

Mauritius, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave., NW, Washington, DC. Tel: 202-482-4564

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3501

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Background Notes - Mauritius. Washington, DC: U.S. Dept. of State, 1995 [Available through the National Trade Data Bank]

Bank of Mauritius. *Quarterly Review.* [Port Louis]: The Bank [quarterly publication] NAL call no.: HC517.M5B28

Country Profile. Mauritius, Seychelles, 1994-95. London: The Economist Intelligence Unit, 1995 [annual publication] NAL call no.: HC597.5.A1C682

Country Report. Mauritius, Madagascar, Seychelles. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC597.5.A1C69

Joint Public/Private Sector Committee on the Sugar Industry (Mauritius). *Report of the Joint Pubic/Private Sector Committee on the Sugar Industry.* [Port Louis?]: The Committee, [1992]. NAL call no.: HD9118.M45J65 1992

Mauritius. Agricultural Marketing Board. *Annual Report.* Port Louis: Agricultural Marketing Board [annual publication] NAL call no.: HD9017.M3M38

Mauritius Chamber of Agriculture. *Annual Report.* [Port Louis]: The Chamber [annual publication] NAL call no.: HD2150.5.M45A55

Mauritius Chamber of Agriculture. *The Sugar Industry: Situation and Outlook: Elements for a Strategic Reappraisal.* [Mauritius]: The Chamber, 1991. NAL call no.: HD9118.M45S84 1991

Mauritius Chamber of Commerce and Industry. *Annual Report.* Port Louis: The Chamber [annual publication] NAL call no.: HF336.M3M38

Mauritius - Offshore Business Center - IMI950703. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Mauritius Sugar Terminal Corporation. *Annual Report and Accounts.* [Port Louis]: The Corporation [annual publication] NAL call no.: HD9118.M45M39

Sawbridge, M. "Mauritius." *Textiles* 19, no. 4 (1990): 89-90

Simmons, Adele and Donald L. Sparks. "Mauritius." In *Africa South of the Sahara 1995.*

London: Europa Publications Ltd., 1994, p. 615-631 [annual publication] NAL call no.: DT30.A37

Mozambique

Economy:

Mozambique gained independence from Portugal in 1975. Since 1975, Mozambique has endured civil war, drought, famine, and large displacements of its civilian population. The Mozambican economy has consequently suffered. Since the mid-1980's, Mozambique has started a transition to a market-based economy. Agriculture, including fishing and forestry, is estimated to make up 70-80% of Mozambique's economy. Subsistence farming dominates agriculture, although some commercial farming for export crops is done. The major cash crops are cashew nuts, cotton, sugarcane, tea, copra, and sisal. Rice, corn, cassava, beans, and vegetables are raised for the internal market and for subsistence. The fisheries sector has emerged as one of the main sources of export revenue, especially the export of shrimp. Mozambique is not self-sufficient in food production.

Industries in Mozambique include food processing, chemical production (fertilizer, soap, paint), textiles, cement production, and tobacco processing. It is estimated that industry operates at only 20-40% of capacity. Mozambique has considerable potential in the mining sector of the economy. Coal, titanium, pegmatite, graphite, and iron ore deposits are not exploited or are only partially developed. Mozambique also has one of the world's largest reserves of tantalite.

Mozambique's economy continues to be dependent on foreign aid. There is an untapped potential in agriculture, mining, and hydropower in Mozambique. With a stabilizing political climate, ongoing multilateral and bilateral aid assistance, and reasonable rainfall, Mozambique could provide attractive opportunities for private U.S. investors and traders.

Exports:

Exports consisted of $145.8 million (1993 est.). Export commodities include: shrimp (40%), cashews, cotton, sugar, copra, and citrus. Principal markets for exports were Spain, South Africa, the U.S., Portugal, and Japan.

Imports:

Imports consisted of $908.9 million (1993 est.). Imports include: food, clothing, farm equipment, spare parts and equipment, and petroleum. Major sources of imports were South Africa, the United Kingdom, France, Japan, and Portugal.

Economic Aid Assistance:

Mozambique is one of the most aid-dependent countries in the world. From 1987 through 1993, $7 billion worth of economic and development support from the international donor community in the form of grants, credits, and debt relief was made available to Mozambique. Italy, Portugal, Sweden, and France have been the largest bilateral donors. Multilateral aid continues to be tied to continued economic policy reforms in Mozambique. U.S. assistance to Mozambique has increased in recent years. In 1994, the U.S. Agency for International Development planned to provide assistance totaling $108 million for Mozambique.

International Agreements:

Party to: Endangered Species, Ozone Layer Production; signed international agreements, but not ratified: Biodiversity, Climate Change, Law of the Sea.

Port of Entry:

The main international shipping port is Maputo. Maputo is one of the largest ports in Africa. It has specialized steel, bulk sugar and molasses handling facilities, and a modernized citrus cold storage area. The ports of Beira and Nacala also have the ability to handle international shipping and have had recent upgrades of their facilities.

U.S. Exports to Mozambique:

U.S. exports to Mozambique were worth $39.4 million in 1994. Principal exports are foodstuffs, agricultural equipment, and clothing.

Mozambican Exports to the U.S.:

Mozambican exports to the U.S. were worth $15.3 million in 1994. Principal exports are sugar and cashews.

Trade/Investment Activities:

A global foreign exchange budget is prepared annually. With input from the Ministries of Finance, Commerce, and Cooperation, and the Central Bank, the National Planning Commission prepares the budget. Foreign exchange continues to be difficult to obtain through the commercial banking system.

The Ministry of Commerce subjects all imports over $500 in value to licensing. Import

licenses are routinely provided. Customs authority is carried out by the National Director of Customs Administration in Maputo (see contacts listing).

- Customs duty rate is 7.5% and is based on c.i.f. value of imports.
- Preferential treatment is extended to imports from the Common Market for Eastern and Southern Africa (COMESA).
- The National Office of Exports, in the Ministry of Commerce, approves and oversees barter and countertrade arrangements. An "agreement of intention" governs all barter and countertrade arrangements.

Joint ventures are encouraged in Mozambique. The idea of franchising has not taken hold in Mozambique. There could be future franchising potential in fast foods, services, and printing shops. Direct marketing is currently not feasible in Mozambique.

Pre-shipment inspection of goods, valued over $5,000 if financed by the importer and over $20,000 if financed by aid donors, is mandated by the Mozambican government. SGS Government Services (see contacts listing) has been designated to inspect for quality, quantity, and price for goods exported from the U.S. to Mozambique.

Food/Health/Safety Regulations:

The importation of plants, seeds, and animals and animal products into Mozambique require sanitary certificates from the exporting country. These products are also subject to inspection at ports of entry in Mozambique.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zone/Export Processing Zone:

Mozambique has established free trade zones at the ports of Maputo and Beira.

Investment/Trade Assistance:

The Investment Promotion Center (see contacts listing) in Maputo provides local investment and joint venture information for potential investors. In addition, the U.S. Embassy can provide investment information and guidance on Mozambican requirements and assist in locating reliable local agents or distributors.

Trade Barriers:

Custom duties on imported products are high and not uniformly applied. Many products (especially consumer goods) enter Mozambique without paying customs duties. With customs duties over 100% on certain luxury goods, the incentive to skirt customs duties acts as a trade barrier to normal supply channels.

Mozambique's large trade deficit (hard currency is scarce) makes it difficult for importers to obtain U.S. dollar letters of credit through the official banking system.

Mozambique's debilitated physical infrastructure, although the target of several multilateral donor projects, remains a distinct barrier to the distribution and marketing of products and private investment projects.

With Portuguese as the official language, the use of a local agent or distributor, fluent in Portuguese, is essential to establishing a long-term presence in Mozambique.

Best U.S. Export/Investment Prospects:

The Overseas Private Investment Corporation (OPIC) provides insurance coverage for Mozambique. In addition, the World Bank's Multilateral Investment Guarantee Agency (MIGA) provides insurance coverage for investors in Mozambique.

The leading trade prospects for U.S. businesses include the following: construction equipment, engineering services, agricultural equipment, used equipment and machinery (kitchen appliances, office equipment, trucks, tractors, and manufacturing equipment), computer and telecommunications equipment, and general consumer goods (packaged foodstuffs and housewares).

Large, ongoing infrastructure projects offer commercial opportunities for U.S. companies. Current information on projects can be obtained from the Commercial Section of the U.S. Embassy in Maputo and the U.S. Department of Commerce's National Trade Data Bank.

Many of the state-owned or controlled corporations and enterprises (see contacts listing) are in the process of being privatized or liquidated. The agency to contact for potential investment opportunities is the UTRE, the Technical Unit for Company Restructuring/ Privatization (see contacts listing). The Commercial Section of the U.S. Embassy should also have information on what companies are scheduled to be privatized.

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market for Eastern and Southern Africa (COMESA), the Organization of African Unity (OAU), Southern African Development Community (SADC), and adheres to the fourth Lome Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), International Tea Promotion Association, World Customs Organization (WCO).

List of Contacts:

(The international telephone dialing code is 011, and the country access code for Mozambique is 258.)

Mozambique:

African-American Inst. (Mozambique), Avda. 24 de Julho 1023, CP 2608, Maputo, Mozambique

Agency for Cooperation and Research in Development (Mozambique), CP 139, Lichinga, Mozambique

Banco Commercial de Mocambique, Avda 25 de Setembro 1679, CP 865, Maputo, Mozambique. Tel: 1-420767/428151; FAX: 1-421365

Banco de Mocambique (Central Bank), Avda 25 de Setembro 1695, CP 423, Maputo, Mozambique. Tel: 1-428151; FAX: 1-429718

Banco Popular de Desenvolvimento, Avda 25 de Setembro 1184, CP 757, Maputo, Mozambique. Tel: 1-428125; FAX: 1-423470

Citrinos de Manica, Avda 25 de Setembro, Chimoio, CP 15, Manica, Mozambique. Tel: 51-42316 [State-controlled trading company that exports citrus and tropical fruit]

Citrinos de Maputo, Avda 25 de Setembro 1509, 6 Andar, CP 1659, Maputo, Mozambique. Tel: 1-421857; Telex: 6538 [State-controlled trading company that exports citrus fruits]

Comercio Grossista de Produtos Alimentares (COGROPA), Avda 25 de Setembro 874-896, CP 308, Maputo, Mozambique. Tel: 1-428655; Telex: 6370 [State enterprise concerned with production and distribution of food supplies]

Companhia da Zambezia, SARL, Avda Samora Machel 245, 4 Andar, CP 617, Maputo, Mozambique. Tel: 1-420639; FAX: 1-421507; Telex: 6380 [Agricultural state enterprise]

Companhia do Caju do Monapo, SARL, Avda do Trabalho 2106, CP 1248, Maputo, Mozambique. Tel: 1-400290; FAX: 1-401164; Telex: 6249 [State enterprise that produces and processes cashew nuts]

Empresa de Construcoes Metalicas (ECOME), Avda das Industrias-Machava, CP 1358, Maputo, Mozambique. Tel: 1-752282 [State enterprise that makes agricultural equipment]

Empresa Estatal de Maquinaria Agricola (AGRO-ALFA), Avda de Julho 2755, CP 1318, Maputo, Mozambique. Tel: 1-422928; FAX: 1-30889; Telex: 6405 [State enterprise that makes agricultural equipment]

Empresa Mocambicana de Importacao e Exportacao de Produtos Pesqueiros (PESCOM Internacional), Rua Consiglieri Pedroso 343, 4 Andar, CP 1570, Maputo, Mozambique. Tel: 1-421734; FAX: 1-24961; Telex: 6409 [State enterprise that imports/exports fish products]

Empresa Mocambicana de Importacao e Exportacao de Produtos Quimicos e Plasticos (INTERQUIMICA), Rua de Bagamoyo 333, CP 2268, Maputo, Mozambique. Tel: 1-423168; FAX: 1-21229; Telex: 6274 [State enterprise that imports/ exports chemicals, pesticides, fertilizers, paper, and plastics]

Empresa Nacional de Importacao e Exportacao de Veiculos Motorizadas (INTERMECANO), Rua Consiglieri Pedroso 165, CP 1280, Maputo, Mozambique. Tel: 1-430221; Telex: 6505 [State enterprise that manages trade of motorized vehicle, including agricultural machinery]

Empresa Nacional de Exportacao, Avda Samora Machel 285, CP 698, Maputo, Mozambique. Tel: 1-430172; FAX: 1-428484; Telex: 6387 [State enterprise for imports/exports]

Importadora de Bens de Consumo (IMBEC), Rua da Mesquita 33, CP 4229, Maputo, Mozambique. Tel: 1-421455; FAX: 1-423650; Telex: 6350 [State enterprise for importing consumer goods]

Investment Promotion Center (CPI), Avda 25 de Setembro 2049, CP 4635, Maputo, Mozambique. Tel: 1-420979/431649/422454; FAX: 1-422459

Ministry of Agriculture, Praca dos Herois Mocambicanos, CP 1406, Maputo, Mozambique. Tel: 1-460010; FAX: 1-460145; Telex: 6195

Ministry of Commerce, Praca 25 de Junho 37, CP 1831, Maputo,

Mozambique. Tel: 1-427204/426091; FAX: 1-421305

Ministry of Industry and Energy, Avda 25 de Setembro 1184, Maputo, Mozambique. Tel: 1-427149; FAX: 1-421935

Ministry of Mineral Resources, Avda Fernao de Magalhaes 34, Maputo, Mozambique. Tel: 1-429615/429541; FAX: 1-429541

Ministry of Trade, Praca 25 de Junho, CP 1831, Maputo, Mozambique. Tel: 1-426091; Telex: 6374

Mozambique Chamber of Commerce, Rua Sansao Muthemba 452, CP 1836, Maputo, Mozambique. Tel: 1-492210/490428; Telex: 6498 CACOM MO

National Director of Customs Administration, CP 263, Maputo, Mozambique. Tel: 1-420286; FAX: 1-420286; Telex: (0992) 6713

Quimica-Gera, SARL, Lingamo-Matola, CP 15, Maputo, Mozambique. Tel: 1-424713; Telex: 6448 [State enterprise that produces fertilizers]

Riopele Texteis de Mocambique, SARL, Rua Joaquim Lapa 21, CP 1658, Maputo, Mozambique. Tel: 1-31331; FAX: 1-422902; Telex: 6371 [State textile enterprise]

United Nations Development Programme - Mozambique, 921-931, Ave. Kenneth Kaunda, PO Box 4595, Maputo, Mozambique. Tel: 1-744151/744152; Telex: 6364 UNDEV MO

U.S. Embassy, Avenida Kenneth Kaunda 193, PO Box 783, Maputo, Mozambique. Tel: 1-492797; FAX: 1-490114; Telex: 6-143 AMEMB MO

U.S.-Mozambique Chamber of Commerce, Rua Sansao Muthemba 452, Maputo, Mozambique. Tel: 1-492210/490428; FAX: 1-421377

UTRE - (Technical Unit for Company Restructuring — Privatization), Avda Eduardo Mondlane 2746-60, Maputo, Mozambique. Tel: 1-32902/3, 1-426514; FAX: 1-421544

U.S.:

Embassy of the Republic of Mozambique to the U.S., 1990 M St., NW, Ste. 570, Washington, DC 20036. Tel: 202-293-7146; FAX: 202-835-0245

Mozambique, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4228

Office of the Permanent Mission of Mozambique to the U.N., 70 East 79th St., New York, NY 10021. Tel: 212-517-4550

SGS Government Services, 42 Broadway, New York, NY 10004. Tel: 212-482-8700

U.S. Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Caballero, L. "The Mozambican Agricultural Sector—A Background Information." *Working Paper* 138, 1993 [International Rural Development Centre, Swedish University of Agricultural Sciences]

Country Commercial Guide: Mozambique. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Country Profile. Mozambique, Malawi 1994-95. London: The Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC890.A1C682

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Digenea, A. and J. Olivares. "Integrating Environmental Issues Into a Strategy for Sustainable Agriculture Development: The Case of Mozambique." *World Bank Technical Paper* 146, 1991

"Fisheries and Aquaculture Research Capabilities and Needs in Africa. Studies of Kenya, Malawi, Mozambique, Zimbabwe, Mauritania, Morocco, and Senegal." *World Bank Technical Paper* 149, 1991

Gaifami, A. and D. Cooper. "Developing Local Seed Production in Mozambique." In *Growing Diversity: Genetic Resources and Local Food Security*. London: Intermediate Technology Publications, 1992, p. 97-105. NAL call no.: SB123.3.G76-1992

Manhica, A. "Fertilizers and Apatite of Mozambique." *Fertilizer Research* 30, no. 2/3 (1991): 167-175. NAL call no.: S631.F422

Marshall, J. and O. Roesch. "The "Green Zones" Agricultural Cooperatives of Nampula City: A New Phase in Mozambican Cooperative Movement." *Journal of Southern African Studies* 19, no. 2 (1993): 240-272

Mozambique: Financial Sector Study. Washington, DC: World Bank, 1992

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Washington, DC: World Bank, 1990

Peethambaran, C.K. "Cashew in Mozambique." *Cashew (India)* 6, no. 1 (1992): 11-15

Pelissier, Rene and Miles Smith-Morris. "Mozambique." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 633-656 [annual publication] NAL call no.: DT30.A37

Rocha, A., P. Starkey, and A.C. Dionisio. "Cattle Production and Utilisation in Smallholder Farming Systems in Southern Mozambique." *Agricultural Systems* 37, no. 1 (1991): 55-75 NAL call no.: HD1.A3

Mozambique - Sugar Industry Overview - IMI950327. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Namibia

Economy:

One of Africa's newest countries, Namibia gained independence in 1990. More than half the total population of 1.6 million is dependent on agriculture for a livelihood (mostly subsistence agriculture). In the overall economy, mining accounts for 25% of the GDP, with agriculture accounting for 15%. Livestock raising is the major income source for agriculture. The most important agricultural product is beef. Large-scale commercial crop production, without adequate irrigation, is not really possible in Namibia. Subsistent crops include: maize, sorghum, millet, beans, and peanuts. Karakul sheep are raised in southern Namibia and the export of Karakul pelts, though not as profitable as in the early 1980's, continues to provide revenues. Proximity to one of world's richest fishing grounds has resulted in Namibia's fishing industry experiencing tremendous growth. Employment in the fish processing industry has increased 50% since 1990. Processed fish products accounted for 11% of total export earnings in 1993.

Industrial production, including mining, accounts for 35% of the GDP. The major industries include: meatpacking, fish processing, dairy products, and mining (copper, lead, zinc, diamond, tungsten, and uranium). Namibia has a severely underdeveloped manufacturing sector. Food products accounted for about 70% of all goods produced in Namibia in 1991. Namibia is heavily dependent on South Africa for manufactured goods. The natural resources of Namibia include diamonds, copper, uranium, gold, lead, tin, lithium, cadmium, zinc, salt, tungsten, vanadium, natural gas, and fish.

Namibia's economy will likely remain dependent on export revenues from its mining sector for the near term. Except, for significant exports of live cattle, beef, and Karakul sheepskins, agriculture continues to be subsistent. About 90% of the goods used in the country, including about 50% of the food, are imported. At the same time, about 90% of the goods Namibia produces are exported. Integration of the economy, especially local processing of indigenous raw materials, will need to increase if continued development is to proceed.

Exports:

Exports consisted of $1.289 billion (f.o.b., 1992). Export commodities include: diamonds, copper, zinc, gold, lead, uranium, cattle, processed and unprocessed fish, meat and meat preparations, and Karakul sheepskins. Principal export markets are Switzerland (mostly diamonds), South Africa, Germany, Japan, and the United Kingdom.

Imports:

Imports consisted of $1.178 billion (c.i.f., 1992). Import commodities include: food and beverages, petroleum products and fuel, vehicles and transport equipment, machinery and electrical goods, chemicals, and plastics. Principal sources of imports are South Africa, Germany, the U.S., Japan, and Switzerland. South Africa accounted for 90% of the goods and services imported in 1992.

Economic Aid Assistance:

Namibia joined the World Bank and the International Monetary Fund in 1990. Multilateral and bilateral aid for the period of 1990 through 1993 totaled over $1.5 billion. Much of the international aid for Namibia has focused on development projects in health, education, rural development, and housing.

International Agreements:

Party to: Endangered Species, Law of the Sea, Ozone Layer Protection; signed, but not ratified: Biodiversity, Climate Change.

Port of Entry:

In March 1994, the port of Walvis Bay was transferred to Namibia's authority by South Africa. Walvis Bay, on Namibia's central coast, has the capacity to handle 10 million tons annually. In addition to handling container traffic and bulk mineral loading, Walvis Bay is also the center of Namibia's fish processing industry. Luderitz, on Namibia's southern coast, is a secondary port and center for lobster catching and processing. The limitations of a shallow harbor restrict the number and size of ships that can use the Luderitz harbor.

U.S. Exports to Namibia:

U.S. exports to Namibia were worth $16.3 million (f.a.s. value) in 1994. Exports include: aircraft and associated parts and equipment, chemicals, mining equipment, vehicle parts, and radio equipment.

Namibian Exports to U.S.:

Namibian exports to the U.S. were worth $27.8 million (customs

value) in 1993. Exports include: base metals and rock lobster. In 1991, the U.S. granted duty-free access to its Generalized System of Preferences (GSP), covering 4,000 trade items. The duty-free access includes all of Namibia's major (existing) export commodities.

Trade Activities:

External currency transactions are controlled by the Bank of Namibia on behalf of the Ministry of Finance. Foreign exchange for imports are provided by authorized dealers with the presentation of proper documents. The Bank of Namibia approves advance payment for imports.

Namibia is a member of the Southern African Customs Union (SACU), along with Botswana, Lesotho, Swaziland, and South Africa. About 90% of the imports from countries outside of the SACU require a permit. Imports from outside SACU are most often licensed to conform to South Africa's import requirements.

Customs authority is carried out by the Director General of Customs and Excise (see contacts listing) in Windhoek, Namibia.

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the member countries of the SACU.
- Namibia does not currently have governmental regulations or requirements covering the use of countertrade/barter activities.

Namibia received Most Favored Nation trading status from the U.S. in 1991.

Food/Health/Safety Regulations:

Imports of living plants, seeds, fresh fruits and vegetables into Namibia require phytosanitary certificates. Namibia has special marking/labeling regulations for food items.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zone/Export Processing Zone:

A free trade zone at the Walvis Bay port on Namibia's central coast was opened in March 1994.

Investment/Trade Assistance:

In addition to the Economic/Commercial Section of the American Embassy in Windhoek, prospective U.S. investors should contact the Investment Promotion Center of the Namibian Ministry of Trade and Industry (see contacts listing).

Trade Barriers:

As a member of the Southern African Customs Union (SACU), much of Namibia's customs duties are set to conform to South Africa's standards. Imports from countries outside of SACU are licensed to conform with import regulations set by South Africa.

Namibia has variable surcharge rates on imports, ranging from no surcharge on imports for agricultural use (equipment, inputs, etc.), raw materials for manufacturing, and foodstuffs, to a 40% surcharge on imports of consumer luxury goods (including tobacco, canned seafood, nuts, and mineral water).

Best U.S. Export/Investment Prospects:

In 1990, Namibia signed a bilateral investment treaty with the U.S. Overseas Private Investment Corporation (OPIC). The treaty provides guarantees for U.S. investors in Namibia.

Namibia's growth sectors include fisheries, mining, agriculture, and tourism. Within the agriculture sector, the demand for the latest tools/processes in breeding, genetic and veterinary technology, will probably increase with the expected growth of the livestock sector.

Namibia's expanding fishing and fish processing industry, offers potential opportunities for companies supplying commercial fishing and fish processing equipment and technology.

Membership in:

Regional Organizations:

African Development Bank (AFDB), Common Market for Eastern and Southern Africa (COMESA), Common Monetary Area (CMA), Organization of African Unity (OAU), Southern African Customs Union (SACU), Southern African Development Community (SADC); adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations:

African, Caribbean, and Pacific Countries (ACP), the Commonwealth, Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for

Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Bank, World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts

(The international telephone access code is 011, and the country access code for Namibia is 264.)

Namibia:

African-American Inst. (Namibia), PO Box 1804, Windhoek 9000, Namibia

Assn. of Consulting Engineers of Namibia, PO Box 23037, Windhoek 9000, Namibia. Tel: 61-227574

Bank of Namibia, 10 Goring St., PO Box 2882, Windhoek, Namibia. Tel: 61-226401; FAX: 61-229874 [Central Bank]

Chamber of Mines of Namibia, Continental Bldg., 1st Floor, Room 17, Independence Ave., PO Box 2895, Windhoek, Namibia. Tel: 61-37925; FAX: 61-222638

Commercial Bank of Namibia Ltd., 12-20 Bulow St., PO Box 1, Windhoek, Namibia. Tel: 61-2959111; FAX: 61-224417

Development Organization of Namibia, PO Box 1720, Windhoek 9000, Namibia

Director General of Customs and Excise, Customs and Excise, Fiscus Bldg., Moltke St., Private Bag 13185, Windhoek, Namibia. Tel: 61-2092811; FAX: 61-231177

First National Bank of Namibia Ltd., 207 Independence Ave., PO Box 195, Windhoek, Namibia. Tel: 61-229610; FAX: 61-225604

Integrated Rural Development and Nature Conservation, c/o Palmwag Box 339, Swakopmund 9000, Namibia

Investment Promotion Centre, Ministry of Trade and Industry, Government Bldg., Private Bag 13340, Windhoek, Namibia. Tel: 61-229933; FAX: 61-220148

Meat Board of Namibia, PO Box 38, Windhoek, Namibia. Tel: 61-33180; FAX: 61-228310

Meat Corp. of Namibia, PO Box 3881, Windhoek, Namibia. Tel: 61-216810; FAX: 61-217045

Ministry of Agriculture, Water and Rural Development, Private Bag 13184, Windhoek, Namibia. Tel: 61-396911; FAX: 61-229861

Ministry of Fisheries and Marine Resources, Private Bag 13355, Windhoek, Namibia. Tel: 61-3969111; FAX: 61-224566

Ministry of Trade and Industry, Government Bldg., Private Bag 13340, Windhoek, Namibia. Tel: 61-2849111; FAX: 61-220227; Telex: 808

Namibia Development Corp., Private Bag 13252, Windhoek, Namibia. Tel: 61-306911; FAX: 61-33943 [Manages agricultural projects and promotes foreign investment]

Namibia Inst. for Community Development, PO Box 23353, Windhoek 9000, Namibia. Tel: 61-215602; FAX: 61-215602

Namibia National Chamber of Commerce and Industry, PO Box 9355, Kenya House, 4th Floor, Windhoek 9000, Namibia. Tel: 61-228809; FAX: 61-228009

Namibia Scientific Society, PO Box 67, Windhoek 9000, Namibia. Tel: 61-225372

Namibian Agronomic Board, PO Box 5096, Windhoek, Namibia. Tel: 61-224741; FAX: 61-225371

Namibian Development Trust, 57 Pasteur St., Windhoek 9000, Namibia. Tel: 61-38002; FAX: 61-33261

Namibian Karakul Board, Private Bag 13230, Windhoek, Namibia. Tel: 61-37750; FAX: 61-36122 [Karakul sheep]

Namibian Inst. for Community Development, PO Box 20557, Windhoek, Namibia. Tel: 61-226166/31564; Telex: 908669 WK

Namibian International Business Development Organization, PO Box 82, Windhoek, Namibia. Tel: 61-37970; FAX: 61-33690

Namibian Peoples Development Inst., PO Box 21075, Windhoek 9000, Namibia. Tel: 61-22610/226620

Private Sector Foundation, PO Box 2217, 4 Von Lindequist St., Windhoek 9000, Namibia. Tel: 61-37370/37371; FAX: 61-228261

Small Industries Projects, PO Box 8390, Plot 80, Brakwater, Windhoek 9000, Namibia. Tel: 61-64527

Standard Bank Namibia Ltd., Mutual Platz, PO Box 3327, Windhoek, Namibia. Tel: 61-2949111; FAX: 61-2942409

U.S. Embassy, Economic/Commercial Section, Ausplan Bldg., 14 Lossen St., Private Bag 12029, Windhoek, Namibia. Tel: 61-221601; FAX: 61-229792

Windhoek Chamber of Commerce and Industries, SWA Bldg. Society Bldg., 3rd Floor, PO Box 191, Windhoek, Namibia. Tel: 61-222000; FAX: 61-33690

U.S.:

Embassy of the Republic of Namibia, 1605 New Hampshire Ave., NW, Washington, DC

20009. Tel: 202-986-0540; FAX: 202- 986-0443

Namibia, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-1860

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Country Profile. Namibia, Swaziland. London: The Economist Intelligence Unit [annual publication] NAL call no.: HC940.A1Q832

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Murray, Roger. *Namibia Through the 1990s: Turning Rich Resources Into Growth.* London: The Economist Intelligence Unit, 1992 [EIU Special Report no. M211] NAL call no.: HC940.M87 1992

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Namibia - Government Economic Policy - IMI950516. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, Market Research Reports, 1995 [Available through the National Trade Data Bank]

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Sen, S. "Mariculture in Southern Africa: Current Status and Future Potential." *ALCOM News (FAO-SIDA)* 11 (July 1993): 7-10. NAL call no.: SH125.A356A53

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Niger

Economy:

Niger's economy is dependent on subsistence agriculture, animal husbandry, uranium and foreign aid. The agricultural sector employs over 90% of the workforce and accounts for approximately 40% of GDP. The principal cash crops are cowpeas, cotton, and peanuts. The principal food crops are millet, sorghum, cassava, and rice. Livestock raised include cattle, sheep, goats, and camels.

Uranium accounted for 75% of Niger's reported export earnings in 1991. In addition to uranium, cassiterite, phosphate, and gold are also mined.

The manufacturing sector is small and modern manufacturing accounts for less than 1% of GDP according to national figures. Industry includes agricultural processing, textiles, cement, and consumer products, primarily for the domestic market.

Exports:

Exports consisted of $300 million (f.o.b.) in 1993. The main export commodities include: uranium ore, livestock products, cowpeas, and onions. There is considerable unreported cross-border exporting of commodities such as livestock. Principal market for exports are France, Nigeria, Cote d'Ivoire, and Italy.

Imports:

Imports consisted of $360 million in 1993. The main import commodities include: primary materials, machinery, vehicles and parts, electronic equipment, cereals, petroleum products, pharmaceuticals, chemical products, and foodstuffs. Principal sources of imports are France, Cote d'Ivoire, Germany, Italy, and Nigeria.

Economic Aid Assistance:

France is normally the primary source of foreign aid. However, Niger has also received aid from other sources, including the U.S., Japan, and Germany. According to the World Bank, official development assistance from all sources amounted to $46.7 per capita in 1990 and represented 14.2% of GDP.

International Agreements:

Party to: Endangered Species, Environmental Modification, Nuclear Test Ban, Ozone Layer Protection, Wetlands; signed, but not ratified: Biodiversity, Climate Change, Law of the Sea.

Port of Entry:

Niger is landlocked. The principal port used is Cotonou, Benin.

U.S. Exports to Niger:

U.S. exports to Niger were worth $15.9 million in 1993. Principal U.S. exports were machinery and spare parts.

Nigerien Exports to U.S.:

Nigerien exports to the U.S. were worth $5.6 million in 1993.

Trade Activities:

Exchange control is the responsibility of the Financial Relations Directorate. All significant import transactions with foreign countries must be peformed through an authorized bank and foreign exchange must not be purchased before the payment due date if the goods have already been imported, or until eight days before the shipment date if the goods are already covered by documentary credit.

Import licenses were abolished in 1990.

Customs authority is carried out by the Directeur General des Douanes in Niamey:

- Customs duties are levied on an ad valorem c.i.f. basis.
- Most products are subject to customs tariffs ranging from 2.3% to 71%.
- Additional taxes which are charged on some products include Statistical Tax, Standard or Transaction Sales Tax, Consumption Tax, and Production Tax.
- Niger is a member of the West African Customs Union (CEAO), and a contracting party to the Harmonized Commodity Description and Coding System.
- Although there are no government regulations or requirements governing countertrade/ barter, this type of transaction may be requested by an importer for a specific transaction.

Food/Health/Safety Regulations:

Niger requires the importer to obtain special authorization for the importation of various plants and animals. This authorization may be obtained from the Ministry of Public Health or the Ministry of Agriculture, depending on the item to be imported.

Please refer to Part I, Other Contacts for information on the

following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no free trade zones in Niger.

Investment Assistance:

Niger wishes to encourage foreign investment and therefore has a liberal investment code. It provides for tax relief and tariff protection.

Trade/Investment Barriers:

Import licenses were eliminated in 1990. Items which may be imported only by appropriate government officials include arms, munitions, military uniforms and decorations. Items which may not be imported include distilling equipment, animals, arms and munitions, rough diamonds, obscene publications and films, saccharin, narcotics, explosives, and living plants or seeds.

The principal disincentives to investment are cumbersome regulatory and administrative procedures, a shortage of skilled labor, expensive and cumbersome labor practices, limited local market size, and high taxes and high shipping costs for imported goods.

Best U.S. Export/Investment Prospects:

Opportunities exist for U.S. businesses to profit from development projects. In the mineral sector of the economy there is a need for pipeline building, well-drilling, mineral exploration, and development of mining concessions (particularly gold, coal, tin, iron, phosphates, petroleum, and uranium).

Opportunities in the agricultural sector include the importation of food, particularly grains. This need is more acute in a drought year.

Additional opportunities include: telecommunications projects (including telephone and telegraph service and rural, weather, and aviation communications).

Membership in:

Regional Organizations:

African Development Bank (AFDB), Economic Community of West African States (ECOWAS), Organization of African Unity (OAU); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations:

African, Caribbean, and Pacific Countries (ACP); Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO); International Bank for Reconstruction and Development (IBRD); International Fund for Agricultural Development (IFAD); International Monetary Fund (IMF); Islamic Development Bank (IDB); World Intellectual Property Orgnaization (WIPO); and World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Niger is 227.)

Niger:

Banque Centrale des Etats de l'Afrique de l'Ouest (BCEAO), Rond-point de la Poste, BP 487, Niamey. Tel: 722491; FAX: 734743; Telex: 5218

Caisse de Stabilisation des Prix des Produits du Niger, PO Box 480, Niamey.

Centre ORSTOM de Niamey, ORSTOM Center at Niamey, BP 11416, Niamey. Tel: 753827; FAX: 752804

Chambre de Commerce, d'Agriculture, d'Industrie et d'Artisanat du Niger, BP 209, Niamey. Tel: 732210; Telex: 5242

Chambre de Commerce, d'Agriculture, d'Industrie et d'Artisanat du Niger, Antenne de Diffa, BP 91, Diffa. Tel: 540392

Chambre de Commerce, d'Agriculture, d'Industrie et d'Artisanat du Niger, Antenne de Maradi, BP 79, Maradi. Tel: 410366

Chambre de Commerce, d'Agriculture, d'Industrie et d'Artisanat du Niger, Antenne de Tahoua, BP 172, Tahoua. Tel: 610384

Chambre de Commerce, d'Agriculture, d'Industrie et d'Artisanat du Niger, Antenne de Zinder, BP 83, Zinder. Tel: 510078

Directeur General des Douanes, Ministere des Finances, BP 244, Niamey. Tel: 723280; Telex: 5337 MINIFI NI

Institut National de Recherches Agronomiques au Niger (INRAN); Niger National Institute for Agronomic Research, BP 149, Niamey. Tel: 722714; FAX: 722144; Telex: 5201

Ministry of Economy, Finance, and Planning, BP 235, Niamey. Tel: 723467; Telex: 5203

Ministry of Trade, Transport, and Tourism, BP 12130, Niamey. Tel: 724382; Telex: 5467

Syndicat des Commercants Importeurs et Exportateurs du

Niger (SCIMPEXNI), BP 535, Niamey. Tel: 733466

U.S. Embassy, Commercial and Consular Sections, Rue Des Ambassades, BP 11201, Niamey. Tel: 722661; FAX: 733167; Telex: EMB NIA 544NI

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009 Tel: 202-667-7330; FAX: 202-667-6111

Embassy of Niger, 2204 R St. NW, Washington, DC 20008. Tel: 202-483-4224

Niger, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave. NW, Washington, DC 20230. Tel: 202-482-4388

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

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Country Profile. Niger, Burkina Faso, 1993/94. London: The Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC1020.A1C82

Country Report. Togo, Niger, Benin, Burkina Faso. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC1015.A1Q83

Dorosh, Paul Anthony, B. Essama Nssah, and Ousmane Samba-Mamadou. *Terms of Trade and the Real Exchange Rate in the CFA Zone: Implications for Income Distribution in Niger.* Ithaca, NY: Cornell Food and Nutrition Policy Program, Savage Hall, Cornell University, [1994]. NAL call no. HD9018.D44W675 no.57

Nigeria

Economy:

Nigeria is Africa's most populous nation and the United States' fifth largest oil supplier. The petroleum sector accounts for over 95% of all foreign exchange earnings and about 75% of budgetary revenues. Agriculture accounts for almost 40% of GDP and employs about two-thirds of the labor force. The principal crops are cassava, yams, sorghum, millet, corn, oil palm, rice, peanuts, cashews, cocoa, sugarcane, and cotton. Livestock raised includes poultry, sheep, goats, beef and dairy cattle, and hogs.

In addition to oil and gas, Nigeria's principal mineral resources include coal, iron ore, tin, uranium, phosphates, limestone, and marble. Some of these resources are not currently being exploited.

The government has encouraged considerable investment in the manufacturing sector. Textiles, beverages, cigarettes, soaps, and detergents together account for approximately 60% of manufacturing output. Other manufacturing activities include foodstuffs, vegetable oil processing, shoes, cement, flour milling, tires, paper and packaging, glassmaking, fertilizers, steel rolling and manufacture, and pharmaceuticals.

Exports:

Exports consisted of $9.9 billion (f.o.b. 1993). The main export commodities include: petroleum, cocoa, rubber, urea and ammonia, fish and shrimps, and oilseed meals. Principal markets for exports are the United States, Germany, Spain, France, and the Netherlands.

Imports:

Officially-recorded mports consisted of $6.7 billion (c.i.f. in 1993). Imports included transport equipment, machinery, chemicals, consumer goods, and foodstuffs (sugar, milk powder, and tallow). Principal source of imports are the United Kingdom, Germany, the United States, France, and Japan. Some trade is unrecorded, due to smuggling.

Economic Aid Assistance:

As an oil producer, Nigeria has received relatively small amounts of aid from multilateral organizations and foreign governments.

International Agreements:

Party to: Endangered Species, Hazardous Wastes, Law of the Sea, Marine Dumping, Marine Life Conservation, Nuclear Test Ban, Ozone Layer Protection; signed, but not ratified: Biodiversity, Climate Change.

Port of Entry:

Nigeria's chief ports are Lagos/ Apapa, Tin Can Island, and Port Harcourt. Other ports include: Calabar, Warri, Bonny, Burutu, Sapele, Koko and Okrika.

U.S. Exports to Nigeria:

U.S. exports to Nigeria were worth $509 million in 1994. The United States exports tallow, tobacco, and beverage bases to Nigeria. In addition, the United States supplies wheat and wheat flour to Benin, Cameroon, and Togo, which is then smuggled into Nigeria.

Nigerian Exports to U.S.:

Nigerian exports to the U.S. were worth $4.4 billion in 1994.

Trade Activities:

The Central Bank is the principal administrator of foreign regulations. However, all licensed commercial banks and merchant banks are permitted to deal in foreign currencies and to approve applications, following the guidelines issued by the Central Bank. Bureaux de Changes now sell foreign exchange at the prescribed rate plus a fixed commission.

Nigeria abolished all import licensing requirements in 1986.

Customs authority is carried out by the Comptroller General of the Nigeria Customs Service:

- Customs duties are based on either a specific or an ad valorem basis, depending on the item.
- Items essential for human welfare and economic development are duty free. Those classified as luxury or non-essential may be subject to duties as high as 200%.
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).
- Nigeria's official policy is not to conduct any barter or counter-trade transactions. However, these transaction may sometimes be approved, but there is currently no official body with the power to give approval.

Food/Health/Safety Regulations:

Nigeria requires sanitary or health certificates for the importation of some animals, animal products, plants, seeds, soils, and used merchandise.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

The Nigerian government is developing an export processing zone near the city of Calabar in Eastern Nigeria.

Investment Assistance:

Nigeria actively seeks foreign investment. All proposed foreign investment must first be approved by the Industrial Development Coordination Committee (IDCC) of the Ministry of Industry and Technology.

Trade/Investment Barriers:

In 1986, Nigeria removed all import licensing requirements. Nigeria does, however, maintain a ban on the import of the following items: live or dead poultry (except for day-old chicks and parent stock), vegetables, processed wood (except for wood in the rough), furniture and furniture products, wooden cabinets for radio and television, mosquito repellant coils, textile fabrics, domestic articles and wares made of plastic materials, Evian and other water, soft drinks, beer and stout, malt, barley, maize and maize products, vegetable oils (except linseed and castor oils used as industrial raw materials), retreaded and used tires, bentonite and barytes, fluorescent tubes and glass bulbs, and used vehicles and motorcycles more than eight years old.

All imports must be covered by a clean report of finding (CFR) issued after thorough inspecton on the goods by an appointed international inspector. Imports from the United States are inspected by Intertek Services International (see contacts listing).

Although the Nigerian government actively seeks foreign investment, some sectors of the economy are prohibited to foreign investment. These include: electronic consumer goods assembly, electrical repair shops, ice cream making, grain milling, and retail trade and manufacturer representatives.

Regrettably, as in many other parts of the world, corruption is a factor and is a serious trade barrier in Nigeria.

The U.S. Department of Commerce reports that fraudulent business activity is common in Nigeria. Shipments to Nigeria should be made only after issuance of an irrevocable letter of credit confirmed by a U.S. bank.

Best U.S. Export/Investment Prospects:

Some of the leading trade prospects include: oil and gas machinery; computers, software and peripherals; telecommunications equipment; automotive parts and accessories; aircraft and parts and other goods for the aviation industry; medical equipment; printing and graphic arts equipment, plastics production machinery; security and safety equipment; pumps, valves and compressors; and construction equipment.

Some of the leading agricultural trade prospects include: dairy products; wheat; rice; and wines and spirits. Approximately 75% of dairy products consumed in Nigeria are imported. The eight-year ban on importing rice was lifted in 1995, but there is currently a 100% duty on imported rice. Wines comprise one-third of U.S. consumer-oriented export values to Nigeria. Importation of sparkling wines, such as champagne, are expected to increase now that the import ban on them has been lifted. In addition, there is a need for food processing and packaging equipment, and air conditioning and refrigeration equipment in the food processing industry.

Membership in:

Regional Organizations

African Development Bank (AFDB), Economic Community of West African States (ECOWAS), Organization of African Unity (OAU), the West African Groundnuts Council; and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Bank, World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the

country access code for Nigeria is 234.)

Nigeria:

African Centre for Fertilizer Development (ACFD), c/o OAU, 26-28 Marina, Lagos

African Council of Food and Nutrition Sciences (AFRONUS), PO Box 5160, Harare. Tel: 728991; Telex: 6221

African Feed Resources Research Network, c/o ILCA Liaison Office, PO Box 3211, Harare

African Groundnut Council, Trade Fair Complex, PO Box 3025, Lagos. Tel: 1-880982; Telex: 21366 AFNUCO NG

Agricultural Extension and Research Liaison Services (AERLS), Ahmadu Bello University, Private Mail Bag 1044, Samaru, Kaduna. Tel: 69-51868

Alley Farming Network for Tropical Africa (AFNETA), c/o ITA, Oyo Rd., Private Mail Bag 5320, Ibadan. Tel: 022-400300 or 400314; Telex: 20311

Cocoa Producers' Alliance, 8/10 Broad St., 11th Fl., PO Box 1718, Lagos. Tel: 1-2635574; FAX: 1-2635684; Telex: 28-288 COPAL NG

Comptroller General, Nigeria Customs Service, Federal Government Secretariat, Private Mail Bag 26, Garki-Abuja. Tel: 9-234-1873; FAX: 9-234-2267; Telex: 23744 CUSTOMS NG

Federal Department of Customs and Excise, New Secretariat Complex, Phase I, Ikoyi Lagos. Tel: 682890

Federal Ministry of Finance, Federal Secretariat, Phase I, Abuja. Tel: 234-0932 or 234-0936 or 234-0903

Fisheries Society of Nigeria, Private Mail Bag 12529, Lagos

Forestry Association of Nigeria, PO Box 4185, Ibadan

Institute for Agricultural Research, Samaru, Ahmadu Bello University, Private Mail Bag 1044, Zaria, Kaduna. Tel: 69-50681

Kaduna Chamber of Commerce, Industry, and Agriculture, 24 Waff Rd., PO Box 728, Kaduna. Tel: 211216; Telex: 71325

Kano Chamber of Commerce, Industry, Mines, and Agriculture, 138 Ibrahim Taiwo Rd., PO Box 10, Kano City, Kano State. Tel: 620165; FAX: 620165

Lagos Chamber of Commerce and Industry, Commerce House, 1st Fl., 1 Idowu Taylor St., Victoria Island, PO Box 109, Lagos. Tel: 1-613898 or 613911 or 610533; Telex: 21368 CHACOMNG

Lake Chad Research Institute, Gamboru Rd., Private Mail Bag 1293, Maiduguri. Tel: 69-232106

Manufactures Association of Nigeria, Unity House, 4th Fl., 37 Marina, PO Box 3835, Lagos. Tel: 1-660755

National Animal Production Research Institute (NAPRI), Ahmadu Bello University, PO 1096, Shika, Zaria, Kaduna. Tel: 32596

National Cereals Research Institute, Badeggi, K.M.11 Bida-Suleja Rd., Private Mail Bag 8, Bida, Niger, Nigeria. Tel: 066-461233

National Horticultural Research Institute (NIHORT), Idi-Ishin, Private Mail Bag 5432, Ibadan, Oyo. Tel: 22-412230

National Root Crops Research Institute, Umudike (NRCRI), Private Mail Bag 7006, Umudike, Umuahia, Abia. Tel: 88-220188

National Veterinary Research Institute, Near Jos, Vom, Plateau. Tel: 73-80811; FAX: 73-80997

Nigerian-American Chamber of Commerce, Marble House, 1 Kingsway Rd., Ikoyi, Lagos. Tel: 1-2692088; FAX: 1-2693041

Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture, 15A Ikorodu Road, Maryland PMG 12816, Lagos. Tel: 1-964727; FAX: 1-964737; Telex: 21368 CHACOM NG

Nigerian Institute of Plant Science and Solar Energy/Technology (NIPSSET/UNESCO), 149 Hospital Rd., Aba, Imo. Tel: 096-63155

Nigerian Institute of Social and Economic Research (NISER), Private Mail Bag 5, University of Ibadan Post Office, Ibadan, Oyo. Tel: 400500; Telex: 31119 NISER NG

Nigerian Institute for Trypanosomiasis Research, Surame Rd., Private Mail Bag 2077, Kaduna. Tel: 213337

Nigerian Stored Products Research Institute, Private Mail Bag 1489, Ilorin. Tel: 1-222143

NIHORT Agricultural Engineering Division, Idi-Ishin, Private Mail Bag 5432, Ibadan, Oyo. Tel: 412490

NIHORT Citrus Division, Idi-Ishin, Private Mail Bag 5432, Ibadan, Oyo. Tel: 412490

NIHORT Crop Utilization Division, Private Mail Bag 5432, Idi-Ishin, Ibadan, Oyo. Tel: 22-412490

NIHORT Extension Research, Liaison and Training Division, Idi-Ishin, Private Mail Bag 5432, Ibadan, Oyo. Tel: 412490

NIHORT Fruits Division, Idi-Ishin, Private Mail Bag 5432, Ibadan, Oyo. Tel: 412490

NIHORT Vegetable Division, Idi-Ishin, Private Mail Bag 5432, Ibadan, Oyo. Tel: 412490

United States Embassy, with a U.S. Foreign Commercial Service Post and a Consular Section, 2 Eleke Crescent, PO Box 554, Lagos. Tel: 1-261-0050; FAX: 1-610-257; Telex: 23616 AMEMLA NG; Consular Section Fax: 1-612218

West African Association of Agricultural Economists, c/o Dept. of Agricultural Economics, University of Ibadan, Ibadan. FAX: 087-222872

World Trade Center of Nigeria, Western House, 9th Fl., 8-10 Broad St., PO Box 4466, Lagos. Tel: 1-2635276; FAX: 1-683981

U.S.:

Intertek Services International, 3741 Red Bluff Road, Houston, Texas 77503, Attn: Ms. Susan Finchum. Tel: 713-475-2082; FAX: 713-475-2083

Nigeria, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4228

Nigerian American Chamber of Commerce, 575 Lexington Ave., New York, NY 10021. Tel: 212-715-7200

Nigerian Embassy, 2201 M Street NW, Washington, DC 20037. Tel: 202-822-1500; FAX: 202-775-1385; Consular Office, Tel: 202-822-1538; Commercial Office, 1333 16th St. NW, Washington, DC. Tel: 202-775-1385; FAX: 202-775-1375

Nigerian-United States Trade Council, 214 Massachusetts Ave., Ste. 300, Washington, DC 20002. Tel: 202-293-9433

U.S.-African Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

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Country Commercial Guides: Nigeria. [Washington, DC]: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

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Economic Policy and Trade Practices: Nigeria. [Washington, DC]: U.S. Dept. of State, 1995 [Available through the National Trade Data Bank]

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Henke, Debra L. "Business Prospects Good, But Caution Is Advised." *Business America* 113 (April 6, 1992): 40-41. NAL call no.: HF105.C62

Henke, Debra L. "New Government Will Face Tough Economic Decisions." *Business America* 114 (April 19, 1993): 36. NAL call no.: HF105.C62

Knott, David. "Beware of Nigerians Bearing Deals." *Oil & Gas Journal* 93, no. 10 (Mar. 6, 1995): 37

Mabogunje, Akin L., T.C. McCaskie, and Richard Synge. "Nigeria." In *Africa South of the Sahara 1995*. London: Europa Publications Ltd., 1994, p. 692-730 [annual publication] NAL call no.: DT30.A37

Nigeria: A Country Study, edited by Helen Chapin Metz. 5th ed. Washington, DC: Headquarters, Dept. of the Army, [1992]. NAL call no.: DT515.22.N53 1992

Nigeria: Country Analysis Brief. [Washington, DC]: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Nigeria--Economic Trends--IMI950615. [Washington, DC]: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available

through the National Trade Data Bank]

"Nigeria Marches Backwards." *The Economist* 330 (Feb. 26, 1994): 43. NAL call no.: 286.8.EC7

Nigerian Agricultural Situation Report. Lagos: American Embassy, 1994 [Available through the National Trade Data Bank]

Njoku, J.E. and E.C. Ofiabulu. "The Effect of the Structural Adjustment Program on the Output, Prices and Exports of Major Agricultural Export Crops in Nigeria." *Journal of International Food and Agribusiness Marketing* 3, no. 4 (1991): 69-84. NAL call no.: HD9000.1.J6

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"Oiling the Big Wheels." *The Economist* 329 (Nov. 6, 1993): 93. NAL call no.: 286.8.EC7

"Southern Africa Driving to Tap Gas Resources." *Oil & Gas Journal* 93, no. 18 (May 1, 1995): 36-40

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Senegal

Economy:

In this country of almost nine million people, where French is the official language, agriculture is the dominant economic sector. Peanuts are Senegal's main source of foreign exchange and the leading export. Peanut production covers up to 65% of Senegal's cultivated land and provides revenues for more than one million people. Subsistence crops include millet, corn, sorghum, rice, and vegetables. Senegal is heavily dependent on imported rice and wheat, especially in the urban centers. Agriculture, including fishing, employs approximately 70% of Senegal's labor force and contributes 20% to Senegal's GDP. Fishing is a major industry in Senegal. The majority of the annual fish catch (estimated at over 400,000 metric tons) is generated by small-scale operators and provided to the domestic market. The commercial fish catch for export has become an important source of hard currency for Senegal.

Senegal's major industries include fish processing, phosphate mining and processing, agricultural and food processing (especially peanut processing), textile production, and chemical production (fertilizers, plastics, paint). The industrial sector contributes about 15% to Senegal's GDP. The natural resources of Senegal include iron ore (largely untapped), phosphates, and fish.

The Government of Senegal is the country's largest employer and consumer. A gradual, but slow effort to privatize state-owned or controlled enterprises is currently underway. The government continues to hold majority ownership in the agro-business, telecommunications, transport, mining, and electricity industries.

In 1994, Senegal implemented a policy reform plan to liberalize its economy. The elimination of most government subsidies, divestiture and privatization of state enterprises, strict budget controls, and reduction of customs duties are all aimed at renewing positive growth, continuing eligibility for multilateral and bilateral donor aid, and increasing outside private investment.

Exports:

Exports consisted of $870 million (1993 est.). Export commodities include: fish, peanuts and peanut oil, petroleum products, phosphates, and cotton. Principal export markets are France, other European Union countries, Cote d'Ivoire, Mali, and Guinea.

Imports:

Imports consisted of $1.17 billion (1993 est.). Import commodities include: foods and beverages, consumer goods, capital goods, and petroleum. Principal sources of imports are France, other European Union countries, Cote d'Ivoire, the U.S., Thailand, China, and Japan.

Economic Aid Assistance:

Senegal is heavily dependent on foreign assistance. In 1993, outside assistance represented approximately 35% ($606 million) of the central government budget revenues. The World Bank and the International Monetary Fund continue to assist in the liberalization of Senegal's economy.

International Agreements:

Party to: Biodiversity, Climate Change, Hazardous Wastes, Law of the Sea, Marine Life Conservation, Nuclear Test Ban, Endangered Species, Ozone Layer Protection, Wetlands, Whaling; signed international agreements, but not ratified: Desertification, Marine Dumping.

In 1983, the U.S. and Senegal signed a bilateral investment treaty. The treaty provides for most favored nation (MFN) treatment for investors, for internationally recognized standards for compensation in the event of expropriation, for free transfer of capital and profits, and for dispute settlement procedures.

Senegal has similar investment agreements with France, Switzerland, Germany, Denmark, Finland, Spain, The Netherlands, South Korea, Romania, and Japan.

Port of Entry:

Dakar is the main port of entry for Senegal. In addition, many of the imports and exports of Mauritania and The Gambia pass through Dakar. Dakar also has a large part of Senegal's fishing industry, including fishing vessels and processing facilities.

Kaolack, the other major port, serves as a transshipment port for Mali.

U.S. Exports to Senegal:

U.S. exports to Senegal were worth $42.5 million (f.a.s. value) in 1994. Exports include: agricultural commodities (rice, wheat, wheat flour, corn, milk powder), used clothing, and a

limited amount of machinery and equipment.

Senegalese Exports to the U.S.:

Senegalese exports to the U.S. were worth $11.7 million (customs value) in 1994. Exports include: textiles, peanut oil, and processed fish.

Trade/Investment Activities:

Foreign exchange control is administered by the Directorate of Money and Credit. Approval authority for some foreign exchange transactions has been delegated to the Central Bank (BCEAO) (see contacts listing) and other authorized banks.

The import of certain goods, such as potatoes, onions, bananas, vegetable oil, gold, jewelry, and cement is subject to prior approval by the Minister of Commerce (mostly for protection of local production).

As a member of the West African Economic Community (CEAO), Senegal is in the process of harmonizing its external tariff rates and customs regulations with member states (Benin, Burkina Faso, Cote d'Ivoire, Mali, Mauritania, Niger, and Togo (observer status).)

There are no restrictions on exports from Senegal. An export duty of 20% continues to be suspended. Export subsidies also have been suspended since February 1994.

Customs authority is carried out by the Directeur General des Douanes in Dakar, Senegal (see contacts listing).

- Goods imported into Senegal are subject to a customs duty, a fiscal duty, a custom stamp, and a value-added tax.
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).
- Senegal does not have specific regulations governing the use of countertrade or barter in trade arrangements. Individual importers may request these type of arrangements for specific transactions.

The Government of Senegal controls the distribution channels for "strategic" commodities such as edible peanut oil, imported vegetable oil, sugar, and rice.

Franchising does not exist in Senegal. Direct marketing is not feasible on a large scale in Senegal. The use of local agents, distributors, dealers, direct sales branches, or subsidiary offices are the current method U.S. firms use in tapping into Senegal's economy.

Food/Health/Safety Regulations:

Special authorization from Senegal's Ministry of Agriculture or the Ministry of Public Health is needed for the importation of certain plants and animals. Senegal has special marking and labeling requirements for imported (and domestically) canned, preserved, and other food (feed) products, intended for both human and animal consumption.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zone/Export Processing Zone:

A free trade zone was established at the main port of Dakar in 1974. Tax, profit transfer, and custom duty advantages are authorized for foreign investors setting up export-oriented companies in the Dakar Industrial Free Trade Zone. Senegal does not have a free port.

Investment/Trade Assistance:

In addition to the Economic/ Commercial Section of the American Embassy in Dakar, prospective U.S. investors should contact the "guichet unique" (one-stop shop) at the Ministry of Finance. Also, the Syndicate of Importers and Exporters of Senegal (SCIMPEX) (see contacts listing) can provide information and contacts for potential U.S. traders.

Trade/Investment Barriers:

High banking costs, relatively high labor costs, and economic difficulties within Senegal have been obstacles to investment in Senegal. Senegal's trade reflects its historical association with France. France supplied 35% of the imports to Senegal and received 30% of Senegal's exports in 1992. The Ministry of Finance set up the "guichet unique" ("one-stop shop") in 1992 to reduce delays in examining and approving private investment in Senegal.

Best U.S. Export/Investment Prospects:

The U.S. Department of Commerce's recent *Country Commercial Guide* for Senegal identified the following potential areas for U.S. suppliers and exporters: food processing and packaging equipment (for

manufacture of cardboard, paper bags, recyclable plastic bags, and metal cans); cosmetics--especially hair and skin products; agricultural products (rice, whole milk powder in 25kg bags, vegetable oil, and wheat); capital equipment for fishing industry, including fleet and processing facilities; used clothing; power generation equipment; and telecommunication products and services

Large development projects financed by multilateral donors offer U.S. businesses opportunities for supplying equipment, machinery, technical expertise, and consulting services. The Commercial Section of the U.S. Embassy can provide current information on development projects in Senegal.

Membership in:

Regional Organizations

African Development Bank (AFDB), African Intellectual Property Organization (OAPI), Common Monetary Area (CMA), Economic Community of West African States (ECOWAS), Franc Zone, Organization of African Unity (OAU), West African Economic Community (CEAO), West African Development Bank (WADB); adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Bank, World Customs Organization (WCO),World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country telephone code for Senegal is 221.)

Senegal:

Administration de la Zone Franche (Free Trade Zone Administration), KM 18, Route de Rufisque, BP 3298, Dakar, Senegal. Tel: 340002; Telex: 3330 ZFI SG

African-American Inst. (Senegal), BP 2650, Dakar, Senegal

African Institute for Economic Development and Planning, Rue de 18 Juin, BP 3186, Dakar, Senegal. Tel: 231020; Fax: 222964 [Research includes planning and management for the agriculture sector]

African Regional Center for Technology (ARCT), BP 2435, Immeuble Fahd Ben Abdel Aziz, Ave. Djily Mbaye, Dakar, Senegal. Tel: 237712; Fax: 237713; E-mail: arct@endadak.gn.apc.org [ARCT is sponsored by the United Nations Economic Commission for Africa (UNECA) and the Organization of African Unity (OAU). Research interest areas include biomass energy and post-harvest technologies]

Appropriate Technology International - Senegal, BP 49, Dakar, Senegal. Tel: 254821; FAX: 232965

Assn. of African Central Banks, 15 Blvd. Franklin Roosevelt, BP 1791, Dakar, Senegal. Tel: 233821; FAX: 217760

Assn. of African Women for Research and Development - Senegal, BP 3304, Dakar, Senegal. Tel: 259823/259822; FAX: 241289

Banque Centrale des Etats de l'Afrique de l'Ouest (BCEAO), Avenue Abdoulaye Fadiga, BP 3108, Dakar, Senegal. Tel: 231615; FAX: 239335 [Central Bank for Senegal and the Central Bank for the Monetary Union of West Africa]

Banque Internationale Pour le Commerce et l'Industrie du Senegal (BICIS), 2, Avenue Roume, BP 392, Dakar, Senegal. Tel: 231033; FAX: 233707

Caisse Nationale de Credit Agricole du Senegal (CNAS), 45 Avenue Albert Sarrault, BP 3890, Dakar, Senegal. Tel: 222390; FAX: 212606 [Development bank]

Centre National de Recherches Agronomiques (National Center for Agronomic Research), BP 41, Bambey, Senegal. Tel: 586350

Centre Senegalais du Commerce Exterieur(CICES) (Senegal Center for External Trade), Route de l'Aeroport, BP 8166, Dakar, Senegal. Tel: 201750/231070; FAX: 350712

Chambre de Commerce de Dakar, 1, Place de l'Independence, Dakar, Senegal. Tel: 237189; FAX: 239363; Telex: 61112 SG

Chamber of Commerce, Industry and Agriculture, Place de l'Independance, PO Box 118, Dakar, Senegal. Tel: 237189; FAX: 239363; Telex: 21793 ANEMB SG

Citibank, 2, Place de l'Independence, BP 3391, Dakar, Senegal. Tel: 232981; FAX: 238817

Compagnie Bancaire de l'Afrique de l'Ouest (CBAO), 1, Place de l'Independence, BP 129, Dakar, Senegal. Tel: 231000; FAX: 232005

Conseil National de Patronat (CNP) (National Council of Business Leaders), 70, Rue Felix Faure, BP 3537, Dakar, Senegal. Tel: 215803; FAX: 324826

Directeur General des Douanes, Direction Generale des Douanes, 5 Place de l'Independance, BP 4033, Dakar, Senegal. Tel: 212514; FAX: 214484; Telex: (0906) 21660

Direction de Recherche sur le Productions Forstieres (Direction of Forestry Products Research), BP 2312, Dakar, Senegal. Tel: 329617; Telex: 61117

Direction du Commerce Exterieur, BP 2050, Dakar, Senegal. Tel: 215725

Federation of Textile Industries in Senegal, 2, Place de l'Independence, Dakar, Senegal. Tel: 229065; FAX: 225241

Femmes Developpement Entreprise en Afrique, Unite 3, 4336 Ave. Bourguiba, BP 3921, Dakar, Senegal. Tel: 230058; FAX: 254287

Forum of African Voluntary Development, BP 12085, Ville 2610 HLM Minzatt, Ave. Cheikh Ahmadon Bamba, Dakar, Senegal. Tel: 256064; FAX: 255564

Foundation des Organisations Rurales Pour l'Agriculture et la Gestion Ecologique, BP 01, Parcelle No. 68/a, Grand-Dakar 11, Kolda, Senegal. Tel: 958007

Gambia River Basin Development Organization, 13, passage Leblanc, Ave. Nelson Mandela, Dakar, Senegal. Tel: 223159; FAX: 255926

Institut de Technologie Alimentaire (Inst. of Food Technology), Route des Peres Maristes, BP 2765, Hann, Dakar, Senegal. Tel: 321955; FAX: 328295

Institut Senegalais de Recherches Agricoles (ISRA) (Agricultural Research Inst. of Senegal), 11 Rue Thiong prolongee x Valmy, BP 3120, Dakar, Senegal. Institute for African Alternatives (Senegal), BP 5254, Sicap Mermoz, Immeuble A, Apt. 7506, Dakar, Senegal. Tel: 240110; FAX: 254300; E-Mail: ifaanetsen@gn.apc.org

Laboratoire National de l'Elevage et de Recherches Veterinaires (National Laboratory for Breeding and Veterinary Research), BP 2057, Hann, Dakar, Senegal. Tel: 352146; FAX: 326146

Ministry of Agriculture and Water Resources, Immeuble Administratif, Dakar, Senegal. Tel: 231088; Telex: 3151

Ministry of Energy, Mines and Industry and of Trade and Crafts, 122 bis Ave. Andre Peytavin, BP 4037, Dakar, Senegal. Tel: 229994; FAX: 225594

Ministry of the Economy, Finance and Planning, Rue Rene Ndiaye, BP 4017, Dakar, Senegal. Tel: 210699; FAX: 224195

Organisme de Recherches sur l'Alimentation et la Nutrition Africaines (ORANA) (Research Organization for Food and Nutrition in Africa), 39, Ave. Pasteur, BP 2089, Dakar, Senegal. Tel: 225892

PAD (Port Authority of Dakar), 21 Blvd. de la Liberation, BP 3195, Dakar, Senegal. Tel: 234545; FAX: 233606

Richard Toll Agricultural Research Center, BP 240, Saint-Louis, Senegal. Tel: 633105; FAX: 611827

SAED (National Society for the Management and Exploitation of the Delta Land and Valleys of the Senegal River), Route de Khor, BP 74, Saint Louis, Senegal. Tel: 611533; FAX: FAX: 611463 [Government-owned agricultural development organization]

SCIMPEX (Syndicate of Import and Export Traders of Senegal), 12-14 Ave. Albert Sarraut, BP 806, Dakar, Senegal. Tel: 213662

SENECI (Senegalais d'Etudes de Conseils et d'Interventions), 16 Rue de Thiong x Mousse Diop, BP 2969, Dakar, Senegal. Tel: 217733/221425; FAX: 214897

SERAS (Society for the Exploitation of the Animal Resources of Senegal), km 2.5, Blvd. du Centenaire de la Commune de Dakar, BP 14, Dakar, Senegal. Tel: 323178; FAX: 320690 [Government-owned livestock development organization]

SODAGRI (Society for Agricultural and Industrial Development), Immeuble Fahd, 9e etage, Blvd. Djily Mbaye x Macodou Ndiaye, BP 222, Dakar, Senegal. Tel: 210426; FAX: 225406

SODE-FITEX (Society for the Development of Textiles Fibers), km 4.5, Blvd. du Centenaire de la Commune de Dakar, BP 3216, Dakar, Senegal. Tel: 324780; Telex: 280 [Government-owned organization that manages the development of the cotton industry]

SODEVA (Society for the Development and Diversification of Agriculture), 92 Rue Mousse Diop, BP 3234, Dakar, Senegal. Tel: 231678; FAX: 210153

SODIDA (Societe de Gestion du Domaine Industriel de Dakar), Rue 14 Prolongee x Bourguiba, BP 4112, Dakar, Senegal. Tel: 241339; Telex: 21474 SODIDA SG

SONACOS (National Society for the Commercialization of the Vegetable Oils of Senegal), Immeuble SONACOS, 32-36 Rue du Dr Calmette, BP 639, Dakar, Senegal. Tel: 231052; FAX: 238805 [Marketing organization for peanuts and peanut products]

SONEPI (National Market Research Firm for the Promotion of Industry), derriere Residence Seydou Nourou Tall, Ave. Bourguiba Prolongee, BP 100,

Dakar, Senegal. Tel: 252130; FAX: 246565

UNACOIS (National Association of Senegalese Shopkeepers), 96, Rue A.K. Bourgi x Jaraff Mamadou Paye, Dakar, Senegal. Tel: 216048

United Nations Information Centre, 12 Ave. Roume, BP 154, Dakar, Senegal. Tel: 233070/234066; FAX: 222679

U.S. Embassy, Ave. Jean XXIII, BP 49, Dakar, Senegal. Tel: 234296/233424; FAX: 222991; Telex: 21793 AMEMB SG

West African Rural Foundation, Rue 1 x D, Point E, Dakar, Senegal. Tel: 241400/254953; FAX: 245755

U.S.:

Embassy of the Republic of Senegal to the U.S., 2112 Wyoming Ave., NW, Washington, DC 20008. Tel: 202-234-0540; FAX: 202-332-6315

Permanent Mission of Senegal to the U.N., 238 East 68th St., New York, NY 10021. Tel: 212-517-9030

Senegal, Country Desk Officer, U.S. Dept. of Commerce, 14th St. and Constitution Ave., Room 2037, Washington, DC 20230. Tel: 202-482-4388

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; Fax: 212-680-0990

Select Publications:

Agricultural Commodities: Agreement Between the United States of America and Senegal, Amending the Agreement of May 16, 1980, as Amended, Effected by Letter Signed at Dakar July 14 and 16, 1982. Washington, DC: U.S. Dept. of State, [1991] NAL call no.: HD2144.5.S4

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Country Commercial Guide: Senegal. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1994 [Available through the National Trade Data Bank]

Country Profile. Senegal 1994-95. London: The Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC1045.C682

Country Report. Senegal, The Gambia, Mauritania. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC1045.A1C68

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Jolly, C.M. and O. Diop. "Food Preferences and Ethnicity: Policy Implications for Senegal." *Journal of International Food and Agribusiness Marketing* 3, no. 3 (1991): 83-102. NAL call no.: HD9000.1 F6

New Directions in Donor Assistance to Microenterprises. Paris: OECD, 1993 [Covers small enterprise development in Senegal and Benin]

Senegal - Textile Industry Profile - IMI950601. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Senegal's Industrial Fisheries System: A Systematic Development Programme. [Vienna, Austria: U.N. Industrial Development Organization], 1990 [Available through the National Technical Information Service]

Schmidt-Kuntzel, B. and G. Schafer. "Village Power Plants Versus Solar Home Systems: Rural Electrification by Photovoltaic Systems in Senegal." *Gate-Eschborn* 3 (1993): 29-35

Schwartz, L.A., J.A. Sterns, and J.F. Oehmke. "Economic Returns to Cowpea Research, Extension,

and Input Distribution in Senegal." *Agricultural Economics* 8, no. 2 (Feb 1993): 161-171. NAL call no.: HD1401.A47

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Sy, C.T. "Food Production and Distribution: The Case of Senegal." In *Agenda for Action: Africa-Soviet-U.S. Cooperation*. Boulder, CO: L. Rienner, 1990, p. 33-39. NAL call no.: JX1582.A5

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Toure, C. *Domestic Animal Feed Industry: Senegal*. [Background document from Preparatory Meeting on Animal Feed and Related Industries in Africa, Bamako, Mali, 15-17 December 1992] [Bamako, Mali?: n.p.], 1992.

World Health Organization. "Wholesomeness of Meat - Senegal." *International Digest of Health Legislation* 43, no. 3 (1992): 564 [Senegalese regulations on the inspection of meat and animal byproducts for human consumption]

South Africa

Economy:

South Africa, with a population of about 45 million people, has the largest and most diverse economy in Africa. In this country, where English is one of 11 official languages, agriculture is both more diversified and less important to the economy of South Africa than it is in most other countries in Sub-Saharan Africa. Agriculture accounts for close to 6% of South Africa's GDP, but employs about 30% of the labor force. South Africa has two agricultures: one is a subsistence agriculture, based on small holdings where a few staple food crops and small numbers of livestock are raised; the other is a modern, technologically advanced, and diversified agriculture, producing a wide variety of commercial, market-oriented commodities. South Africa is self-sufficient in most foodstuffs and continues to be a major food exporter. Also, South Africa has a diversified livestock production system with substantial numbers of beef and dairy cattle, sheep, goats, and ostriches. Major agricultural crops and products include: deciduous citrus and subtropical fruits, corn, sugarcane, wheat, sorghum, peanuts, tobacco, cotton, sunflower, wool, poultry, and mohair.

Industrial production accounts for 40% of South Africa's GDP. The major industries of South Africa include: mining, automobile assembly, metalworking, machinery, textile, iron and steel, chemical, fertilizer, and foodstuffs. South Africa has an extremely diversified and large mineral and natural resource base including: gold, chromium, antimony, coal, iron ore, manganese, nickel, phosphates, tin, uranium, gem diamonds, platinum, copper, vanadium, salt, and natural gas. As the world's largest producer of gold, chromium, and platinum, and with substantial deposits of many other important minerals, South Africa gains about two-thirds of its export revenues from its abundant mineral resources.

South Africa has a diversified economy, rich in natural resources, with largely, self-sufficient agricultural production, and a mostly modern and efficient infrastructure. But there remains a large economic gap between the newly empowered black majority population and the white population. South Africa has gone through profound changes in the last few years, and there are many problems yet to solve. According to the *Country Commercial Guide* for South Africa, the challenge facing South Africa is to incorporate all South Africans into the mainstream economy while maintaining the kind of business climate that encourages economic growth, stability, trade and investment.

Exports:

Exports consisted of $25.3 billion (f.o.b., 1994). Export commodities include: gold (27%), other minerals and metals (20%-25%), food (5%), and chemicals (3%). Principal markets for exports were Italy, Japan, the U.S., Germany, United Kingdom, other European countries, and Hong Kong.

Imports:

Imports consisted of $21.4 billion (f.o.b., 1994). Imports include: machinery (32%), transport equipment (15%), chemicals (11%), oil, textiles, and scientific instruments. Principal sources of imports were Germany, U.S., Japan, the United Kingdom, and Italy

Economic Aid Assistance:

Current aid pledges to the new government of South Africa include: $1.6 billion over two years from Japan, $600 million over three years from the U.S., $150 million over three years from the U.K., and $21 million over three years from Australia.

International Agreements:

Party to: Antarctic Treaty, Endangered Species, Hazardous Wastes, Marine Dumping, Marine Life Conservation, Nuclear Test Ban, Ozone Layer Protection, Ship Pollution, Wetlands, Whaling; signed international agreements, but not ratified: Antarctic-Environmental Protocol, Biodiversity, Climate Change, Law of the Sea.

South Africa signed a bilateral investment agreement with the U.S. in November 1993, for a full range of Overseas Private Investment Corporation (OPIC) programs, including political risk insurance, loan guarantees, investment financing and investment missions.

Port of Entry:

South Africa has several ports, including Durban (Africa's busiest and most modern port), Cape Town, East London, Port Elizabeth, Richards Bay, Saldanha, and Mosselbaai.

U.S. Exports to South Africa:

U.S exports to South Africa were worth $2.2 billion (f.a.s., 1994). Principal U.S. exports include: automatic data processing

equipment (computers), aircraft and aircraft parts, agricultural machinery, mining equipment, and medical equipment.

South Africa Exports to the U.S.:

South African exports to the U.S. were worth $2 billion (customs value) in 1994. Exports include: platinum group metals, precious metals, base metals, and gold.

Investment/Trade Activities:

Exchange controls are administered by the South African Reserve Bank's Exchange Control Department and through commercial banks authorized to deal in foreign exchange.

Some goods require import permits. Products requiring import permits include foodstuffs, clothing, fabrics, footwear, books, wood, paper products, raw wool, and all used goods. South African importers obtain import permits from the Directorate of Import and Export Control (see contacts listing).

Some South African products are subject to export control and licenses, including strategic goods, agricultural products administered by control boards, metal waste, and scrap. In addition, ostriches and fertilized ostrich eggs are subject to complete export prohibition.

Customs authority is carried out by the Commissioner, Customs and Excise Administration in Pretoria.

- The dutiable value of goods imported into South Africa and the Southern African Customs Union (SACU) is calculated on the f.o.b. price in the country of export, in accordance with the GATT Customs Valuation Code.
- Preferential treatment is extended to imports from the SACU member states (which include Botswana, Lesotho, Namibia, Swaziland, and South Africa).
- Countertrade/barter transactions require approval by the Director of Import and Export Control acting on behalf of the Ministry of Trade and Industry. The Countertrade Association of South Africa (see contacts listing) has a membership of private sector firms interested in countertrade arrangements.
- Effective October 1, 1995, South Africa eliminated import surcharges on consumer goods.

Tariff information on duties, excise taxes, and import surcharges levied on goods in South Africa can be obtained from the U.S. Department of Commerce, South Africa Country Desk Officer (see contacts listing).

Franchising is one of the most promising sectors for business growth in South Africa. The fast food industry is, by far, the largest franchise sector in South Africa. Other sectors offering potential for franchising include automobile servicing, educational training, hair care salons, and industrial cleaning services. The Franchise Association of Southern Africa (see contacts listing) can provide more information on franchising in Southern Africa.

Food/Health/Safety Regulations:

South Africa requires phytosanitary certificates for the importation of living plants, seeds, and fresh fruits and vegetables. In addition, special regulations cover the importation of sausage casings, hides and skins, lard, bacon, ham, animal hair and bristles, and honey and honey products. South Africa has special labeling requirements for drugs, wine, dental products containing fluoride, foodstuffs, and cosmetics.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are currently no foreign trade zones or free ports in South Africa. There are no specific export processing zones, although exporters do receive custom duty exemptions for imported manufacturing inputs used for the production of goods for export.

Investment/Trade Assistance:

South Africa maintains trade/commercial offices at each of its Consulate Generals in the U.S. and at its Embassy in Washington, DC (see contacts listing for offices in New York, Chicago, Beverly Hills, and Washington, DC). For assistance in South Africa, the U.S. Embassy's Commercial Section, the Agricultural Attache of the U.S. Foreign Agricultural Service, the American Chamber of Commerce in Southern Africa, the Business Opportunity Centre, and the South African Foreign Trade Organization provide information and assistance on investment/trade regulations, contacts, and prospects in South Africa (see contacts listing).

The U.S. and Foreign Commercial Service (US&FCS) in Johannesburg (see contacts listing) offers a Gold Key Service for U.S. companies. US&FCS,

with at least two weeks notice, can plan and schedule appointments with South African companies or government agencies, conduct pre- or post-market research, and provide other related business services.

In addition to OPIC programs operating in South Africa, the U.S. Eximbank can provide loan and guarantee programs to support U.S. sales of goods and services to South Africa.

In FY 1995, the U.S. Department of Agriculture authorized $100 million in credit guarantees for agricultural exports to the Southern African region. The program was set up through the Commodity Credit Corporation's Export Credit Guarantee Program (GSM-102).

Investment/Trade Barriers:

South Africa maintains a fairly restrictive and protective trade policy which has used and continues to use fairly high tariffs to combat competitive imports. Trade reforms proposed at the GATT Uruguay Round could start to moderate the current high tariffs.

A shortage of skilled labor, concentration of economic power in large conglomerates, and relatively high taxes are potential long term problems that could affect investment opportunities.

The ability to make advance payments on imports is severely limited under regulations of the South African Reserve Bank Exchange Control. Also, some imports are subject to import surcharges, although surcharges on imported consumer goods were recently removed.

Best U.S. Export/Investment Prospects:

In general, South Africans have a very high regard for American technologies, and American brands and labels enjoy excellent recognition among South African consumers.

The leading U.S. export prospects for agricultural/food products include: food grains (rice and wheat), forestry products (lumber, plywood, and panel products), poultry meat, consumer products, tree nuts, planting seeds, pet foods, vegetable oils and products, processed fruits and vegetables, snack foods, breakfast foods, and wine and beer.

For non-agricultural exports, the U.S. Department of Commerce's recent *Country Commercial Guide* on South Africa identified the following products/services as good prospects for U.S. exporters: aircraft and aircraft parts, industrial chemicals, computers and peripherals, computer software, drugs and pharmaceuticals, medical equipment, airport and ground support equipment, franchising, machine tools and metalworking equipment, telecommunications equipment, textile machinery and equipment, security and safety equipment, cosmetics and toiletries, building products, sporting goods, and commercial fishing equipment.

Membership in:

Regional Organizations:

African Development Bank (AFDB), Economic Commission for Africa (ECA), the Organization of African Unity (OAU), Southern African Customs Union (SACU), Southern African Development Community (SADC).

International Organizations/ Trade Associations:

Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), Non-Aligned Movement (NAM), UN Conference on Trade and Development (UNCTAD), World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for South Africa is 27.)

South Africa:

African Bank, 56 Marshall St., PO Box 61352, Johannesburg 2107, South Africa. Tel: 11-836-2331; FAX: 11-838-2845

African-American Inst. - South Africa, Bloemfontein Center, 23 Jorissen St., 11th Floor, Bloemfontein 2017, South Africa

African Industrial Development Corp., PO Box 1280, Edenvale 1610, South Africa. Tel: 11-609-4053; FAX: 11-452-6403

Agricultural and Veterinary Chemicals Assn. of South Africa, PO Box 1995, Halfway House, Johannesburg 1685, South Africa. Tel: 11-805-2079/2070; FAX: 11-805-2222

Agricultural Research Council, PO Box 8783, Pretoria 0001, South Africa. Tel: 012-436210; FAX: 012-435814

American Chamber of Commerce in Southern Africa, PO Box 62280, Marshalltown 2107, South Africa. Tel: 11-880-1630/1631; FAX: 11-880-1632

Assn. of Advertising Agencies, PO Box 2302, Parklands, Johannesburg 2121, South Africa. Tel: 11-880-3908; FAX: 11-447-1124

Assn. of Marketers, Marketing House, PO Box 1035,

Johannesburg, South Africa. Tel: 11-642-6064; FAX: 11-482-3190

Business Opportunity Centre, PO Box 828, Auckland Park 2006, South Africa. Tel: 11-839-2750/1; FAX: 11-839-1897

Cape Chamber of Commerce, PO Box 1536, 5th Floor, Broadway Industries Centre, Hertzog Blvd., Foreshore, Cape Town 8000, South Africa. Tel: 21-215-180; FAX: 21-419-5982; Telex: 320485

Chamber of Mines of South Africa, 5 Hollard St., PO Box 809, Johannesburg 2000, South Africa. Tel: 11-498-7100; FAX: 11-834-1884

Commissioner, Customs and Excise Administration, Private Bag X47, Pretoria 0001, South Africa. Tel: 12-3149759

Countertrade Association of South Africa, PO Box 6296, Pretoria 0001, South Africa. Tel: 12-344-2926; FAX: 12-344-0382

Development Bank of Southern Africa, PO Box 1234, Halfway House 1685, South Africa. Tel: 11-313-3911; FAX: 11-313-308

Director, Import and Export Control, Private Bag X192, Pretoria 0001, South Africa. Tel: 12-310-9791; FAX: 12-322-0298 [Issues import permits]

Director, Procurement Administration, Private Bag 49, Pretoria 0001, South Africa. Tel: 12-324-1560; FAX: 12-323-4669 [Central agency for government procurement]

Durban Regional Chamber of Business, PO Box 1506, Durban 4000, South Africa. Tel: 31-301-3692; FAX: 31-304-5255

Exhibition Assn. of South Africa, Private Bag X07, Bertsham, Johannesburg 2013, South Africa. Tel: 11-494-9111; FAX: 11-494-1216

FABSSA, Specialised Exhibitions (Pty) Ltd., PO Box 2900, Johannesburg 2000, South Africa. Tel: 011-835-1565; FAX: 011-496-1161 [Contact for annual food and beverage show/exposition]

Fertilizer Society of South Africa, PO Box 7438, Hennopsmeer 0046, South Africa. Tel: 12-6633110; FAX: 12-6633921

Food & Drink Festival, Expo Promotions CC, PO Box 50071, Waterfront 8002, South Africa. Tel: 012-419-9790; FAX: 021-25-2326 [Contact for annual food show/exposition]

Franchise Assn. of Southern Africa (FASA), PO Box 31708, Braamfontein 2017, South Africa. Tel: 11-403-3468; FAX: 11-403-1279 [FASA membership franchisors represent over 2,700 franchise outlets in South Africa]

Grocery Manufacturers' Assn. of South Africa, PO Box 34, Randburg 2125, South Africa. Tel: 011-886-3008; FAX: 011-886-5375

Home Gourmet Expo and International Food Fair, Exit Exhibitions (Pty) Ltd., PO Box 2582, Parklands 2121, South Africa. Tel: 011-880-7844; FAX: 011-880-7843 [Contact for annual food show/exposition]

Johannesburg Chamber of Commerce and Industry, JCC House, Empire Rd., Milpark, Johannesburg 2001, South Africa. Tel: 11-726-5300; FAX: 11-7268421; Telex: 425594

Industrial Development Corp. of South Africa, 19 Fredman Dr., PO Box 784055, Sandton 2146, South Africa. Tel: 11-883-1600; FAX: 11-883-6299

Midland Chamber of Industries, MCI Bldg., 22 Grahamstown Rd., Port Elizabeth 6001, South Africa. Tel: 41-544-430; FAX: 41-571-851; Telex: 242815

Ministry of Agriculture, Private Bag X116, Pretoria 0001, South Africa. Tel: 12-21-7670; FAX: 12-21-7219

Ministry of Trade and Industry, Private Bag X274, Pretoria 0001, South Africa. Tel: 12-310-9483; FAX: 12-322-2701. Also, Private Bag X9047, Cape Town 8000, South Africa. Tel: 21-461-7191; FAX: 21-45-1291

National African Farmers Union, PO Box 9624, Hennopsmeer 0046, South Africa. Tel: 2712-663-3111; FAX: 2712-663-3184

National African Federated Chamber of Commerce and Industry, Private Bag 61213, Soshanguve 0152, South Africa. Tel: 11-832-1072; FAX: 11-832-1434

National Black Business Caucus, PO Box 1507, Gallo Manor 2052, South Africa. Tel: 11-806-5561; FAX: 11-806-5558

National Chamber of Milling, Inc., Braamfontein, South Africa. Tel: 11-403-3739

National Textile Manufacturers' Assn., PO Box 1506, Durban 4000, South Africa. Tel: 31-301-3692; FAX: 31-304-5255

National Wool Growers' Assn. of South Africa, PO Box 2242, Port Elizabeth 6056, South Africa. Tel: 41-541536; FAX: 41-545698

Northern Transvaal Chamber of Industries, Showground Office, Soutter St., Pretoria 0001, South Africa. Tel: 12-327-1487; FAX: 12-327-1501; Telex: 320245

Orange Free State Chamber of Business, Kellner Heights, 37 Kellner St., PO Box 87, Bloemfontein 9300, South Africa. Tel: 51-473-368; FAX: 51-475-064

Pietermaritzburg Chamber of Industries, PO Box 637, Pietermaritzburg 3200, South

Africa. Tel: 331-452-747; FAX: 331-944-151

Registrar of Companies, PO Box 429, Pretoria 0001, South Africa. Tel: 12-325-2350 [Government contact for registering subsidiaries/branch offices of foreign companies in South Africa]

Registrar of Financial Institutions, Private Bag X238, Pretoria 0001, South Africa. Tel: 12-325-2550 [Provides information on commercial banks operating in South Africa]

Small Business Development Center, PO Box 7780, Johannesburg 2000, South Africa. Tel: 11-643-7351/9; FAX: 11-642-2791

South Africa Assn. of Freight Forwarders, Private Bag 34, Auckland Park, Johannesburg, South Africa. Tel: 11-726-4019; FAX: 11-726-3415

South Africa Marketing Research Assn. (SAMRA), PO Box 91879, Auckland Park 2006, South Africa. Tel: 11-482-1419; FAX: 11-726-3639 [SAMRA will refer U.S. companies to appropriate market researchers.]

South African Assn. of Consulting Engineers, 367 Surrey Ave., Ferndale, PO Box 1644, Randburg 2125, South Africa. Tel: 11-787-5944; FAX: 11-789-5264

South African Agricultural Union, PO Box 1508, Pretoria 0001, South Africa. Tel: 012-322-6980; FAX: 012-320-0557

South African Black Franchisors Assn., PO Box 80, Meadowlands 1851, South Africa. Tel: 11-939-2121; FAX: 11-939-2013

South African Chamber of Business, PO Box 91267, Auckland Park 2006, South Africa. Tel: 11-482-2524; FAX: 11-726-1344

South African Dairy Foundation, PO Box 72300, Lynnwood Ridge 0040, South Africa. Tel: 2712-348-5345; FAX: 2712-348-6284

South African Direct Marketing Assn., 4 Tennant Rd., Kenilworth, Cape Town 7700, South Africa. Tel: 21-797-4470; FAX: 21-797-5537 [Provides information on South Africa's mail order sector]

South African Federation of Business and Professional Women, PO Box 9482, Pretoria 0001, South Africa. Tel: 12-341-5945; FAX: 12-341-5945

South African Foreign Trade Organization, Export House, 5th Floor, Corner of Maude and West Streets, PO Box 782706, Sandton 2146, South Africa. Tel: 11-883-3737; FAX: 11-883-6569; Telex: 424111

South African Fruit and Vegetable Canners' Assn., Canning Fruit Board Bldg., 258 Main St., PO Box 6172, Paarl 7646, South Africa. Tel: 2211-611308/9; FAX: 2211-25930

South African Import and Export Assn., PO Box 9736, Johannesburg 2000, South Africa. Tel: 11-839-1385/6; FAX: 11-839-1386

South African Oil Expressors' Assn., Cereal Centre, 6th Floor, 11 Leyds St., Braamfontein 2017, South Africa. Tel: 11-725-1280; Telex: 422526

South African Reserve Bank (Central Bank), 370 Church St., PO Box 427, Pretoria 0001, South Africa. Tel: 12-313-3911; FAX: 12-313-3197

South African Sugar Assn., Norwich Life House, 6 Durban Club Place, Durban 4001, South Africa. Tel: 31-305-6161; FAX: 31-304-4939

South African Wool Board, PO Box 2191, Port Elizabeth 6056, South Africa. Tel: 41-544301; FAX: 41-546760

South African Wool Textile Council, PO Box 2201, North End, Port Elizabeth 6056, South Africa. Tel: 41-545252; FAX: 41-545629

The Standard Bank of South Africa, 6 Simmonds St., PO Box 6702, Johannesburg 2000, South Africa. Tel: 011-636-5412; FAX: 011-636-4577

U.S. Agency for International Development (USAID), Sancardia, 9th Floor, 524 Church St., Arcadia, Pretoria 0007, South Africa. Tel: 12-323-8869; FAX: 12-323-6443

U.S. & Foreign Commercial Service (US&FCS), c/o American Consulate General Johannesburg 11th Floor, Kine Center. [Mailing address: Dept. of State (Johannesburg), Washington, DC 20521-2500] Tel: 11-331-3937; FAX: 11-331-6178 [Offers a fee-based, Gold Key Service providing business services for U.S. companies]

U.S. Embassy, Thibault House, 7th Floor, 877 Pretorius St., Arcadia 0083, South Africa. Tel: 12-342-1048; FAX: 12-342-2244

U.S. Foreign Agricultural Service (FAS), Agricultural Attache, 877 Pretorius St., Arcadia, Pretoria 0002, South Africa. Tel: 12-342-1048; FAX: 12-342-2264

Western Transvaal Chamber of Business, PO Box 7, Klerksdorp 2570, South Africa. Tel: 18-462-7401; FAX: 18-462-7402

U.S.:

Embassy of the Republic of South Africa, Economic/Commercial Section, Ste. 300, 3201 New Mexico Ave., NW, Washington, DC 20016. Tel: 202-966-1650/ 202-364-8320; FAX: 202-966-5919/202-364-6008

Overseas Private Investment Corporation (OPIC), 1100 New York Ave., NW, Washington, DC 20527. Tel: 202-336-8623; FAX: 202-408-5145

South Africa, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., Washington, DC 20230. Tel: 202-482-5148

South Africa Desk Officer, U.S. Dept. of State, 2201 C St. NW, Washington, DC 20520. Tel: 202-647-6575

South African Consulate General, 333 E. 38th St., 9th Floor, New York, NY 10016. Tel: 212-213-4880; FAX: 212-213-0102; Trade Office--Tel: 212-692-2426/7; FAX: 212-856-1576

South African Consulate General, 200 South Michigan Ave., 6th Floor, Chicago, IL 60604. Tel: 312-939-7929; FAX: 312-939-7481; Trade Office--Tel: 312-939-7929; FAX: 312-939-7481

South African Consulate General, 50 North La Cienga Blvd., Ste. 300, Beverly Hills, CA 90211. Tel: 310-657-9200; FAX: 310-657-9215; Trade Office--Tel: 310-657-9200; FAX: 310-657-9215

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

U.S.-South Africa Business Council, 1625 K St., NW, Washington, DC 20006. Tel: 202-887-0278; FAX: 202-452-8160

Select Publications:

Aczel, J. "Outlook Good for South Africa." *Food Manufacture International* 11, no.3 (1994): 12-13 [Food processing equipment imports to South Africa]

Agriculture in South Africa. 5th ed. Johannesburg: Chris van Rensburg Publications (Pty) Ltd., 1994. NAL call no.: S473.S6A35

"Always Something New Out of Africa." *Food Industries* 46, no. 8 (1993): 3,5,7-8,11-13. NAL call no.: TP369.S6F66 [Beverage industry of South Africa]

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Baksh, T. "Fruits of Success." *African Farming and Food Processing* July/Aug 1994: 25-26. NAL call no.: S347.W4 [Economics of South African fruit industry]

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Swaziland

Economy:

This landlocked country of nearly one million people is heavily dependent on South Africa. About 80% of Swaziland's imports come from South Africa and close to half of its exports go to South Africa. About 70% of the Swazi population lives outside urban areas, and the great majority of them are engaged in traditional subsistence agriculture based on raising corn and cattle. Cash crops grown include sugarcane, cotton, citrus fruits, pineapples, rice, and tobacco. The export of sugar, citrus fruits, and forestry products is the main source of hard currency.

Swaziland main natural resources are mineral deposits (coal, asbestos, small deposits of gold and diamonds, quarry stone, and talc), extensive forests, and irrigated land. The main industries are food processing (especially sugar), wood pulp, and coal and asbestos mining. Close to 40% of Swaziland's GDP in the formal economy comes from industry. One other major source of economic importance is the number of Swazis who work in South Africa. The U.S. Embassy in Mbabane estimates that about 25,000 Swazis work in South Africa (mostly in South African mines).

Swaziland will continue to be dependent on South Africa for its economic vitality, if only for its geographic proximity. South African companies and investment will continue to dominate in Swaziland in the immediate future. Selected opportunities for niche markets, work on infrastructure projects, or for using Swaziland as a base for regional trade and investment could attract potential U.S. investors/traders.

Exports:

Exports consisted of $632 million (f.o.b. 1993 est.). Export commodities include: sugar, edible concentrates, processed and fresh fruit, wood pulp, cotton yarn, and asbestos. Principal markets for exports are South Africa, European Union countries, and Canada.

Imports:

Imports consisted of $734 million (f.o.b. 1993 est.). Imports include motor vehicles, foodstuffs, live animals, machinery and transport equipment, chemical products, and petroleum products. Principal sources of imports are South Africa (80%), Switzerland, and the United Kingdom.

Economic Aid Assistance:

Swaziland has received bilateral and multilateral development and economic aid averaging close to $50 million annually in recent years. U.S. assistance to Swaziland was $12 million in 1991.

International Agreements:

Party to: Biodiversity, Nuclear Test Ban, Ozone Layer Protection; signed international agreement, but not ratified: Climate Change, Law of the Sea.

Swaziland has investment agreements with Germany and Great Britain. Investment agreements with the Netherlands and the U.S. are under consideration. Swaziland does have a bilateral relationship with U.S. with the presence of the U.S. Agency for International Development and the Peace Corps in Swaziland.

Port of Entry:

Swaziland is a landlocked country surrounded mostly by South Africa with a short stretch of border with Mozambique. The main ports used for transhipment of goods to Swaziland are Durban, East London, Port Elizabeth, Cape Town, and Richards Bay (all located in South Africa). The port of Maputo in Mozambique, although not used much for transshipment to Swaziland, is the closest main port.

U.S. Exports to Swaziland:

U.S. exports to Swaziland were worth $5.4 million (f.a.s. value) in 1994.

Swaziland Exports to U.S.:

Swaziland's exports to the U.S. were worth $37.6 million (customs value) in 1994. The main export is sugar.

Investment/Trade Activities:

All external transactions in foreign exchange are under the authority of the Central Bank of Swaziland, on behalf of the Ministry of Finance.

There are no restrictions on imports into Swaziland and no prohibited imports. However, many items do need import licenses. The office of the Commissioner of Customs and Excise is the contact for what items need import licenses.

As part of the Southern African Customs Union (SACU), Swaziland enjoys free flow of trade with Botswana, Lesotho,

Namibia, and South Africa. Tariff rates and customs duties for imports to SACU member countries are essentially set by South Africa.

Export permits must be obtained from Swaziland's Ministry of Finance. These permits are issued either on an annual export limit basis or on a consignment basis.

Customs authority is carried out by the Commissioner of Customs and Excise, Department of Customs and Excise in Mbabane (see contacts listing):

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the Common Market for Eastern and Southern Africa (COMESA).
- Swaziland has no known regulations governing countertrade or barter. Importers may request the use of this type of transaction on an individual basis.

Food/Health/Safety Regulations:

Swaziland requires phytosanitary certificates for the importation of living plants, seeds, and fresh fruits and vegetables. In addition, special regulations govern the importation of animal hair and bristles, hides and skins, sausage casings, lard, bacon, ham, and honey and products containing honey into Swaziland.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are currently no foreign/ free trade zones or export processing zones in Swaziland.

Investment/Trade Assistance:

Contact the U.S. Embassy's Commercial Section and the Swaziland Industrial Development Company (see contacts listing) for trade and investment assistance.

Investment/Trade Barriers:

There are few formal or legal barriers to trade with and investment in Swaziland. The Swazi government recognizes its dependence on foreign goods and markets and has sought to lower and remove existing barriers to trade and investment.

The smallness of Swaziland's import market, the continued dominance of nearby South Africa, and the long distance from the U.S., continue to warrant potential traders/investors to include Swaziland in a more general strategy of targeting the whole Southern African region.

Best U.S. Export/Investment Prospects:

The Overseas Private Investment Corporation (OPIC), the U.S. Trade and Development Agency (TDA), the U.S. Export-Import Bank, and the World Bank's Multilateral Investment Guarantee Agency (MIGA) are all active in Swaziland offering export financing and insurance.

Because of the smallness of Swaziland's market, export opportunities are limited. According to the U.S. Department of Commerce's recent *Country Commercial Guide* on Swaziland, major infrastructure projects and direct investment may offer more potential. Investment opportunities exist in the areas of value-added processing and distribution of agricultural products and manufacturing/assembling operations that draw on or feed the Southern African region.

Swaziland participates in the U.S. Generalized System of Preferences (GSP). Under GSP several thousand manufactured and semi-manufactured goods receive duty-free treatment when imported to the U.S. Potential investors in export industries in Swaziland could benefit from the GSP.

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market for East and Southern Africa (COMESA), Common Monetary Area (CMA), Economic Commssion for Africa (ECA), Organization of African Unity (OAU), South African Customs Union (SACU), Southern African Development Community (SADC); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), Non-Aligned Movement (NAM), UN Conference on Trade and Development (UNCTAD), UN Industrial Development Organization (UNIDO), World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Swaziland is 268.)

Swaziland:

Barclays Bank of Swaziland Ltd., Allister Miller St., PO Box 667, Mbabane, Swaziland. Tel: 42989; FAX: 45239

Business Women's Assn. of Swaziland, PO Box 70, Mbabane, Swaziland. Tel: 41466

Central Bank of Swaziland, PO Box 546, Mbabane, Swaziland. Tel: 43221; FAX: 42636

Commissioner of Customs and Excise, Department of Customs and Excise, Private Bag, Mbabane, Swaziland. Tel: 45371; FAX: 40774; Telex: (0964) 2109

Ministry of Agriculture and Cooperatives, PO Box 162, Mbabane, Swaziland. Tel: 42731; FAX: 44700; Telex: 2343

Ministry of Commerce and Industry, PO Box 451, Mbabane, Swaziland. Tel: 43201; FAX: 43833; Telex: 2232

Ministry of Economic Planning and Development, PO Box 602, Mbabane, Swaziland. Tel: 43765; FAX: 42157

National Agricultural Marketing Board, PO Box 2801, Mbabane, Swaziland. Tel: 84088

National Maize Corporation, PO Box 158, Manzini, Swaziland. Tel: 52261

Royal Swazi National Shipping Corporation Ltd., PO Box 1915, Manzini, Swaziland. Tel: 53788; FAX: 53820 [Forward freight agent]

Small Enterprise Development Company, PO Box A186, Mbabane, Swaziland. Tel: 43046; FAX: 22723; Telex: 2130

Swaki Ltd., Liqhaga Bldg., 4th Floor, Nkoseluhlaza St., PO Box 1839, Manzini, Swaziland. Tel: 52693; FAX: 52001 [Group of companies involved, among other things, in the production and distribution of food]

Swaziland Amalgamated/Assn. Beverage Industry, PO Box 1191, Manzini, Swaziland. Tel: 55156

Swaziland Central Cooperatives Union, PO Box 551, Manzini, Swaziland. Tel: 52787

Swaziland Chamber of Commerce and Industry, PO Box 72, Mbabane, Swaziland. Tel: 44408/45442; FAX: 44408

Swaziland Citrus Board, PO Box 343, Mbabane, Swaziland. Tel: 44266; FAX: 43548

Swaziland Cotton Board, PO Box 230, Manzini, Swaziland. Tel: 52775

Swaziland Dairy Board, PO Box 1789, Manzini, Swaziland. Tel: 84411; FAX: 85313

Swaziland Development and Savings Bank, Engunwini, Allister Miller Street, PO Box 336, Mbabane, Swaziland. Tel: 42551; FAX: 23214

Swaziland Farmer Development Foundation, PO Box 549, Manzini, Swaziland. Tel: 55156; FAX: 54083

Swaziland Industrial Development Company, Dhlan'Ubeka House, 5th Floor, Corner of Tin and Walker Streets, PO Box 866, Mbabane, Swaziland. Tel: 43391; FAX: 45619; Telex: 2052

Swaziland International Trade Fair, PO Box 877, Manzini, Swaziland. Tel: 54242; FAX: 52324 [Trade fair usually held in late August each year]

Swaziland Meat Industries Ltd., PO Box 446, Manzini, Swaziland. Tel: 84165; FAX: 84418

Swaziland Sugar Association, PO Box 445, Mbabane, Swaziland. Tel: 42646; FAX: 45005

Tibiyo Takangwane, PO Box 181, Kwaluseni, Swaziland. Tel: 84390; FAX: 84399 [The national development agency for Swaziland, which participates in domestic investment projects and foreign joint investment ventures]

Traditional Healers Organization for Africa, PO Box 1070, Manzini, Swaziland. Tel: 52141/34449

United Nations Development Programme (Swaziland), Private Bag, Embassy House, Morris St., Mbabane, Swaziland. Tel: 42301/42302; FAX: 45341

U.S. Embassy, Central Bank Building, Warner Street, PO Box 199, Mbabane, Swaziland. Tel.: 46441 through 46445; Fax: 45959

Water for Community Development, PO Box 596, Manzini, Swaziland. Tel: 54881; FAX: 54881

U.S.:

American-Southern Africa Chamber of Trade and Industry, 1080 Park Ave., Ste. 4W, New York, NY 10128. Tel: 212-410-6560

Embassy of Swaziland to the U.S., 3400 International Drive, NW, Ste. 3M, Washington, DC 20008. Tel.: 202-362-6683/6685; FAX: 202-244-8059

Permanent Mission of Swaziland to the U.N., 408 E. 50th St., New York, NY 10022. Tel: 212-371-8910; FAX: 212-754-2755

Swaziland, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution

Ave., NW, Washington, DC 20230. Tel: 202-482-4228

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440. Fax: 212-680-0990.

Select Publications:

Country Commercial Guide: Swaziland. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Country Profile: Namibia, Swaziland. London: The Economist Intelligence Unit [annual publication] NAL call no.: HC940.A1Q832

Country Report: Botswana, Namibia, Lesotho, Swaziland. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC940.A1Q83

Funnell, D.C. *Under the Shadow of Apartheid: Agrarian Transformation in Swaziland.* Brookfield, VT: Gower, 1991. NAL call no.: HD2132.5.Z8F86 1991

Harris, B.J. "Agricultural Production in Swaziland." In *The Political Economy of the Southern African Periphery: Cottage Industries, Factories, and Female Wage Labour in Swaziland Compared.* New York: Macmillan Press, 1993, p. 82-101

Huss-Ashmore, R. and J.J. Curry. "Diet, Nutrition, and Agricultural Development in Swaziland. 2. Patterns of Food Consumption." *Ecology of Food and Nutrition* 26, no. 3 (1991): 167-185. NAL call no.: TX341.E3

Huss-Ashmore, R. and J.J. Curry. "Diet, Nutrition, and Agricultural Development in Swaziland. 3. Household Economics and Demography." *Ecology of Food and Nutrition* 33, no. 1/2 (1994): 107-121. NAL call no.: TX341.E3

Hutcheson A.M., Richard Levin, and Graham Matthews. "Swaziland." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 910-923 [annual publication] NAL call no.: DT30.A37

Private Sector and the Economy of Swaziland. Washington, DC: U.S. Agency for International Development, Bureau for Africa, 1990 [Available through the National Technical Information Service]

Report on Feasibility Studies for the Proposed Swazi-American (PHI) Seeds (Pty) Ltd. Swaziland: [s.n., 1990] NAL call no.: HD9019.S432S78 1990

Wobil, J. "Seed Programme Development in Swaziland." *Plant Varieties and Seeds* 7, no. 1 (1994): 7-15. NAL call no.: SB4.P532

Tanzania

Economy:

In this country of 28 million people, where English and Swahili are the official languages, agriculture provides the foundation for the economy. About 85% of the exports of Tanzania are agricultural products and almost 90% of the total work force makes a living, directly or indirectly, through agriculture.

In 1993, agriculture accounted for about 55% of Tanzania's GDP. The main cash crops are coffee, sisal, tea, cotton, pyrethrum, cashews, tobacco, and cloves (Zanzibar). The main food or subsistence crops are corn, wheat, cassava, bananas, fruits, and vegetables. There are small numbers of cattle, sheep, and goats. Tanzania is not self-sufficient in food grain production.

Tanzania's industrial sector remains relatively weak. It is dominated by public and private textile mills. Many textile mills operate only at a fraction of full capacity due to a lack of spare parts, old machinery, and lack of capital. In addition to textile mills, Tanzania's agricultural processing industries includes sugar, beer, cigarette, fertilizer, and sisal twine production. Industry accounts for 8% of Tanzania's GDP.

Mining is emerging as an important sector in Tanzania's economy and is currently estimated to generate about 13% of the GDP. Mineral deposits exploited by Tanzania include diamonds, gold, salt, various gemstones (has world's largest ruby mine at Longido), phosphates, coal, gypsum, kaolin, and tin.

In addition, Tanzania has confirmed reserves of uranium, niobium, copper, titanium, copper, nickel, cobalt, and vanadium, which, for the most part, have not been exploited. The lack of capital and managerial skills continue to stymie the exploitation of these resources.

Tanzania is still in the process of transitioning to a market-based economy. Economic performance has been encouraging and should improve as the government continues to move toward divestiture and privatization of state-controlled companies. Within the International Monetary Fund's conditions of continued liberalization of the economy, Tanzania's balance-of-payments support will continue to be largely dependent on multilateral and bilateral aid assistance.

Exports:

Exports consisted of $462 million (f.o.b. 1994). The main export commodities include: coffee beans, raw cotton, tobacco, cloves, tea, beans, minerals, cashew nuts, pyrethrum, and sisal.

Principal markets for exports are Germany, the United Kingdom, Japan, Netherlands, Kenya, the U.S., Hong Kong, India, and China.

Imports:

Imports consisted of $1.4 billion (c.i.f. 1994). Imports include: manufactured goods, machinery and transport equipment, cotton piece goods, foodstuffs, crude oil, and building materials.

Principal sources of imports are the United Kingdom, Saudi Arabia, Germany, the U.S., Japan, India, Italy, and Denmark.

Economic Aid Assistance:

Annual aid and balance-of-payments support from multilateral and bilateral donors has averaged close to $1 billion in recent years. The U.S. provides close to $30 million annually in aid support for Tanzania.

International Agreements:

Party to: Endangered Species, Hazardous Wastes, Law of the Sea, Nuclear Test Ban, Ozone Layer Protection; signed international agreements, but not ratified: Biodiversity, Climate Change, Desertification.

Port of Entry:

Tanzania's principal port is Dar es Salaam. It has deep-water berths for ocean-going vessels. Mtwara and Tanga on the mainland of Tanzania are also ocean ports. On the island of Zanzibar, the port of Zanzibar is also an ocean port.

U.S. Exports to Tanzania:

U.S. exports to Tanzania were worth $48.9 million in 1994. The major exports include: corn, used merchandise, construction equipment, farm machinery and equipment, petroleum refinery products, and aircraft equipment.

Tanzanian Exports to U.S.:

Tanzania's exports to the U.S. were worth $14.9 million in 1994. Major exports include: cordage, fruits and tree nuts, forestry products, jewelry and lapidary work, broad woven cotton fabrics, and salted and roasted nuts.

Trade Activities:

Transactions in foreign exchange have been delegated to authorized banks and foreign exchange bureaus by the Bank of Tanzania. All outward payments by authorized banks (not the foreign exchange bureaus) must

be approved by the Bank of Tanzania. All foreign exchange transactions, including private sector and government imports, use a single exchange rate.

Export and import licenses have been abolished, except for goods identified as sensitive for health and security reasons.

Most goods continue to be imported by government-controlled organizations. Private importers are now allowed to purchase goods without applying for permits and foreign currency.

Customs authority is carried out by the Commissioner of Customs (see contacts listing) in Dar es Salaam:

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the Common Market for East and Southern Africa (COMESA).
- Countertrade/barter arrangements are practiced. Tanzania does not have specific laws or regulations governing countertrade and barter. Countertrade/barter arrangements are made on an ad hoc basis with other governments.

All imports into mainland Tanzania are liable for payment of import duty and sales tax. For Zanzibar, only commercial imports are subject to duty and tax.

According the recent *Country Commercial Guide* for Tanzania (see select publications), the best and most effective way of marketing in Tanzania is through an agent/distributor, a local representative or existing suppliers. The Commercial Section of the U.S. Embassy can assist U.S. firms in finding suitable local agents/distributors and other trading partners.

Franchising has become popular in Tanzania. There are currently a number of Tanzanian firms that have franchising arrangements with U.S. firms .

Food/Health/Safety Regulations:

Tanzania requires permits for the importation of plants, fresh fruits, and seeds. In addition, there are special health requirements for the importation of fish, fodder, foodstuffs, animals and animal products, and used agricultural equipment.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zone/Export Processing Zone:

Tanzania has foreign trade zones at Dar es Salaam, Tanga, Kigoma, and Mtara. Zanzibar is currently establishing a free trade zone. Investors can import manufacturing inputs duty free.

Investment/Trade Assistance:

Tanzania's Investment Promotion Centre (IPC) (see contacts listing) provides investor information and investment approval and certification. Also, the U.S. Embassy's Commercial Section can provide investment and trade information on Tanzania.

Trade Barriers:

Tanzania continues to have some remaining institutional, infrastructural (poor telecommunications and transport system), and judicial problems that continue to be obstacles to an increased pace of investment. The IPC has been a step in the right direction. However, investors' applications continue to take several months to process. Also, the IPC does not have the authority to issue title deeds, business licenses, industrial licenses, duty exemptions for machinery, and work permits. These important documents must still be obtained from the relevant ministries, further lengthening the process investors go through.

Best U.S. Export/Investment Prospects:

The Government of Tanzania has targeted the following priority sectors for investment: agriculture, livestock development, tourism, mining, petroleum exploration, transportation, communications, and manufacturing using locally-available raw materials.

Much of the investment in Tanzania is from multilateral donors, such as, the African Development Bank, the World Bank, and the International Monetary Fund. The Commercial Section of the U.S. Embassy can provide information about current and forthcoming projects in Tanzania. Opportunities exist for U.S. businesses to supply goods and services for multilateral donor projects in Tanzania.

The U.S. Department of Commerce's recent *Country Commercial Guide* for Tanzania listed the following as best prospects products and services for U.S. exporters: feasibility studies, agricultural equipment, farm implements, irrigation equipment, rolling stock, earth moving equipment, construction equipment, exploration equipment (for minerals and oil), telecommunications equipment, consumer goods, household goods, computers and

accessories, and mining equipment.

The Overseas Private Investment Corporation (OPIC) provides insurance coverage for U.S. businesses interested in investing in Tanzania.

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market for Eastern and Southern Africa (COMESA), East African Development Bank(EADB), the Organization of African Unity (OAU), Southern African Development Community (SADC), and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), the Commonwealth, Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Tanzania is 255.)

Tanzania:

African-American Inst. (Tanzania), PO Box 4839, Dar es Salaam, Tanzania

Agency for Cooperation and Research in Development (Tanzania), PO Box 34, Biharamulo, Tanzania

Appropriate Technology International (Tanzania), PO Box 1409, Arusha, Tanzania. Tel: 576783; FAX: 578231; Telex: 42041 PANKER TZ

Assn. of Consulting Engineers Tanzania, PO Box 63, Dar es Salaam, Tanzania. Tel: 51-38506; FAX: 51-35104

Arusha Agricultural Show, PO Box 3010, Arusha, Tanzania. Telex: 42141 TFAAR-T [Annual agricultural show held in September]

Commissioner of Customs, Customs House, PO Box 9053, Dar es Salaam, Tanzania. Tel: 51-23101; FAX: 51-28606; Telex: (0989) 41890

Community Development Trust Fund of Tanzania, PO Box 9421, Dar es Salaam, Tanzania. Tel: 51-31471/31472; Telex: 41285 BIPARDAR

Concern Tanzania, PO Box 701, Iringa, Tanzania. Tel: 2552211; Telex: 32198 [Assists rural development projects in Tanzania]

Confederation of Tanzania Industries, PO Box 7125, Dar es Salaam, Tanzania. Tel: 51-30292/30844; Telex: 41587 INTERF-TZ

Cooperative and Rural Development Bank, PO Box 1255, Dar es Salaam, Tanzania. Tel: 51-46614/46239; FAX: 51-26518

Dar es Salaam Chamber of Commerce, PO Box 14, Dar es Salaam, Tanzania. Tel: 51-21893/23759; Telex: 41628 CHEMCO-TZ

Dar es Salaam International Trade Fair, PO Box, 5402, Dar es Salaam, Tanzania. FAX: 51-46240; Telex: 41408 [Annual trade fair held in July]

Dar es Salaam Merchants Chamber, PO Box 12, Dar es Salaam, Tanzania. Tel: 51-22267

Inst. for African Alternatives (Tanzania), PO Box 35169, Dar es Salaam, Tanzania. Tel: 51-49160; FAX: 51-49161; E-mail: ifaanettanz@gn.apc.org

Investment Promotion Centre, Attn. Director General, PO Box 938, Dar es Salaam, Tanzania. Tel: 51-46848/46850; FAX: 51-46851

Meridian Biao Bank Tanzania Ltd., PO Box 72647, Dar es Salaam, Tanzania. FAX: 51-44553 [Trade financing]

National Bank of Commerce, PO Box 2535, Dar es Salaam, Tanzania. Tel: FAX: 51-46235; Telex: 41581 NATCMD-TZ [Provides trade and project financing]

Standard Chartered Bank, PO Box 9011, Dar es Salaam, Tanzania. FAX: 51-44553; Telex: 41079 [Trade financing]

Tanganyika Development and Finance Company Ltd., PO Box 2478, Dar es Salaam, Tanzania. FAX: 51-46145; Telex: 41153 DEVFIN-TZ [Project financing]

Tanzania Capital Venture Co., PO Box 2535, Dar es Salaam, Tanzania [Project financing]

Tanzania Industrial Research and Development Organization, PO Box 23235, Dar es Salaam, Tanzania. Tel: 51-68822/67151; FAX: 51-68984

Tanzania Industrial Studies and Consulting Organization, PO Box 2650, Dar es Salaam, Tanzania. Tel: 51-46164/46933; FAX: 51-46164; Telex: 41182 TISCO-TZ

Tanzania Investment Bank, PO Box 9373, Dar es Salaam, Tanzania. FAX: 51-46235; Telex: 41259 [Project financing]

Tanzania Non-Governmental Organizations, PO Box 1372, Dar es Salaam, Tanzania. Tel: 51-35216; Telex: 41780

Tanzania Society of Animal Production, PO Box, 3004, Chuo Kikuu, Morogoro, Tanzania. Tel: 56-4617; FAX: 56-4562

Tanzania Women Development Foundation, PO Box 71308, Dar es Salaam, Tanzania. Tel: 51-71308

TechnoServe (Tanzania), PO Box 2117, Arusha, Tanzania. Tel: 576718

United Nations Information Centre (Tanzania), Matasalamat Mansion, 1st Floor, Zanaki St., PO Box 9224, Dar es Salaam, Tanzania. Tel: 51-46278; FAX: 51-46718

U.S. Embassy, Commercial Section, 36 Laibon Rd. (off Bagamoyo Rd.), PO Box 9123, Dar es Salaam, Tanzania. Tel: 51-66010 through 66015; FAX: 51-66701; Telex: 41250 USA-TZ

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of Tanzania to the U.S., 2139 R St., NW, Washington, DC 20008. Tel: 202-939-6125; FAX: 202-797-7408

Tanzania, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4564

Tanzanian Mission to the U.N., 205 East 42nd St., 13th Floor, New York, NY 10017. Tel: 212-972-9160; FAX: 212-682-5232

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Bagachwa, Mboya S.D. *Choice of Technology in Industry: The Economics of Grain-Milling in Tanzania.* Ottawa: International Development Research Centre, 1991. NAL call no.: HD9047.T34B34 1991

Bagachwa, Mboya S.D. "Small Scale Urban Enterprises in Tanzania: Results from a 1991 Survey." *Working Paper* 44 [1993]. [Cornell Food and Nutrition Policy Program] NAL call no.: HD9018.D44W675 no.44

Berry, L., Graham Matthews, and Linda Van Buren. "Tanzania." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 924- 946 [annual publication] NAL call no.: DT30.A37

Chhabra, S.C. and F.C. Uiso. "A Survey of the Medicinal Plants of Eastern Tanzania for Alkaloids, Flavonoids, Saponins, and Tannins." *Fitoterapia* 61, no.4 (1990): 307-316. NAL call no.: 450 F55

Corliss, J. "Better Beans from Tanzania." *Agricultural Research* 39, no. 1 (Jan 1991): 18-19. NAL call no.: 1.98 Ag84

Coulter, J. and P. Golob. "Cereal Marketing Liberalization in Tanzania." *Food Policy* 17, no. 6 (1992): 420-430. NAL call no.: HD9000.1 F6

Country Commercial Guide: Tanzania. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1994 [Available through the National Trade Data Bank]

Country Profile. Tanzania. London: The Economist Intelligence Unit, 1995 [annual publication] NAL call no.: HC885.A1C682

Country Report. Tanzania, Comoros. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC885.A1C683

Ezaza, W.P. "Towards a Strategy for Agricultural Development in the United Republic of Tanzania." *Eastern and Southern Africa Geographical Journal* 2, no. 1 (1991): 23-35

Hyman, E.L. "Local Agro-Processing With Sustainable Technology: Sunflowerseed Oil in Tanzania." *Gatekeeper Series* 33 (1992): 13 p. [International Inst. for Environment and Development-UK]

Limbu, Festus. *Efficiency of the Rice Marketing System in Tanzania.* Berlin: Koster, 1993. NAL call no.: HD9066.T342L55 1993

The Livestock Policy of Tanzania. 2nd ed. Dar es Salaam: Ministry of Agriculture, Tanzania, 1993

Martin, P.J. "The Zanzibar Clove Industry." *Economic Botany* 45, no.4 (1991): 450-459. NAL call no.: 450 Ec7

Mchihiyo, E.P. "Phosphate Potential in Tanzania." *Fertilizer Research* 30, no. 2/3 (Dec 1991): 177-180. NAL call no.: S631.F422

Minja, M.M.J. "Medicinal Plants Used in the Promotion of Animal Health in Tanzania." *Revue Scientifique et Technique* 13, no. 3 (1994): 905-925

Mlay, M.K.L. et al. "Fish Marketing and Consumption in Tanzania." In *Marketing and Consumption of Fish in Eastern and Southern Africa: Selected Country Studies. FAO Fisheries Technical Paper* no. 332, 1993, p. 85-105

Mwambete, I. "Tanzania Fertilizer Mineral Deposits." *Fertilizer Research* 30, no. 2/3 (Dec 1991):

181-185. NAL call no.: S631.F422

Santorum, A. and A. Tibaijuka. "Trading Responses to Food Market Liberalization in Tanzania." *Food Policy* 17, no. 6 (Dec 1992): HD9000.1.F66

Swai, R.E.A. "Horticultural Production and Marketing in Tanzania." *Acta Horticulturae* 270 (May 1991): 33-38. NAL call no.: 80 Ac82

Tovo, M. "Microenterprises Among Village Women in Tanzania." *Small Enterprise Development* 2, no. 1 (1991): 20-31

Uganda

Economy:

This landlocked country of almost 20 million people, has substantial natural resources, including fertile soils, regular rainfall, and sizeable mineral deposits of copper and cobalt. Agriculture is the most important part of Uganda's economy employing over 80% of the work force and contributing 57% of the GDP. The country produces a wide range of food, most of which is raised organically. About one-third of the food produced is marketed. Coffee is, far and away, the most important cash crop grown for export. Tea,.tobacco, and cotton are the other main cash crops. Agricultural exports account for over 90% of export revenues. Food crops include cassava, potatoes, corn, millet, and pulses. Along with the food crops, adequate production of beef, goat, meat, milk, and poultry, makes Tanzania self-sufficient in food production.

While Uganda imports most of the manufactured goods it consumes, most of its industrial production is based on agriculture and agricultural products. Food processing, cotton ginning, corn mills, beverage production, tobacco products, and the production of paint, soap and chemicals are all industrial/manufacturing areas that have shown strong growth in recent years.

Uganda's economy has turned in solid performances based on continued investment in the rehabilitation of infrastructure, improved incentives for production and exports, and gradually improving domestic security. A growing amount of foreign private investment, combined with continued multilateral development projects, has helped ease the transition to a market-led economy. The Government of Tanzania continues to privatize state-controlled or owned organizations, having abolished government monopolies in coffee, cotton, power generation, and telecommunications in the past few years. Uganda will continue to need multilateral and bilateral development aid to fully develop its infrastructure. More private investors and traders are being attracted to Uganda as it transitions to a free market economy.

Exports:

Exports consisted of $237 million (f.o.b., 1993 est.). Export commodities include: coffee, cotton, and tea. Principal markets for exports are the U.S., the United Kingdom, France, and Spain.

Imports:

Imports consisted of $696 million (c.i.f., 1993 est.). Imports include: petroleum products, machinery, cotton piece goods, metals, transportation equipment, and food. Principal sources of imports are Kenya, United Kingdom, and Italy.

Economic Aid Assistance:

In recent years, Tanzania has received $600-$700 million annually in development and economic aid. The U.K., Denmark, Sweden, Germany, and the U.S. are the major bilateral providers of aid. The U.S. has supplied about $30 million annually in assistance to Tanzania in recent years.

International Agreements:

Party to: Endangered Species, Biodiversity, Climate Change, Nuclear Test Ban, Ozone Layer Protection, Marine Life Conservation, Law of the Sea, Wetlands; signed international agreements, but not ratified: Environmental Modification.

Port of Entry:

Being a landlocked country, Uganda uses the port at Mombasa, Kenya as a gateway for most of its international trade.

U.S. Exports to Uganda:

U.S. exports to Uganda were worth $27.7 million (f.a.s. value) in 1994. Exports include: agricultural equipment, agricultural inputs for seeds, fertilizers, and pesticides, and food processing equipment.

Ugandan Exports to U.S.:

Ugandan exports to the U.S. were worth $34.9 million (customs value) in 1994. The main export is coffee.

Trade Activities:

Foreign exchange can be freely purchased, based on a market determined exchange rate. The Bank of Uganda administers exchange control and has delegated responsibilities for several exchange transactions to authorized exchange bureaus and banks.

Import licenses have been abolished. Renewable import certificates, with a validity of six months, permit a broad range of goods to be imported. The negative list of import items

includes beer, soda, and cigarettes.

Customs authority is carried out by the Commissioner of Customs and Excise, Customs and Excise Department, in Kampala (see contacts listing).

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the Economic Community of Eastern and Southern Africa (COMESA).
- Countertrade/barter transactions activities have been encouraged in Tanzania, with coffee being the primary local commodity involved. Strong world prices for coffee, however, make countertrade/barter transactions less likely.

Products are usually distributed through small distributors. These small distributors sell imports to local shopkeepers. Exporters to Uganda often need the services of local agents and distributors. The Chamber of Commerce and the Commercial Section of the U.S. Embassy may provide a listing of local agents and distributors.

Food/Health/Safety Regulations:

Uganda requires specific documentation for the importation of live animals and plants, seeds and fresh fruits. There are also specific health requirements for the importation of fish, fodder, foodstuffs, animals and animal products, and used agricultural equipment into Uganda. Uganda has special labeling requirements for condensed milk for human consumption.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export processing zones:

There are no free or foreign trade zones in Uganda, however, there are bonded warehouses.

Investment/Trade Assistance:

The Uganda Investment Authority (see contacts listing) is a "one-stop shop" for advice and assistance for potential investors. Investment applications are beginning to be handled by the Investment Authority. The Uganda Importers and Exporters Association is a good source of information for potential exporters to Uganda. The Commercial Section of the U.S. Embassy in Kampala can provide investment and trade advice and information.

Investment/Trade Barriers:

Uganda's has historically traded with regional East African countries, Europe (especially the U.K), and the Middle East. In addition, the larger transportation costs for U.S. goods relative to regional or European goods affect U.S. competitiveness. The weak financial sector (sometimes difficult to obtain financing) and the poor transportation infrastructure also are obstacles to investment and trade.

Best Export/Investment Prospects:

According to the U.S. Department of Commerce's recent *Country Commercial Guide* for Uganda, the best prospects for U.S. exporters in the agriculture and industry sectors are in the food processing industry and infrastructure projects funded by multilateral donors. Investment opportunities exist in the food and dairy industries, wood and wood industries, and building and construction.

Specific areas with export potential include: fruit and vegetable processing equipment (especially, canning pineapple and producing frozen/ aseptic pulps or juice concentrates from passion fruit, mango, pineapple, and papaya), edible oil production equipment, equipment for processing staple food crops (maize, beans, cassava, sweet potatoes, peanuts, rice, wheat), and cotton ginning equipment.

The Overseas Private Investment Corporation (OPIC) provides insurance coverage for U.S. investors in Uganda. Also, the U.S. Eximbank provides export financing insurance and short and medium term private loans.

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market for Eastern and Southern Africa (COMESA), Economic Commission for Africa (ECA), East African Development Bank (EADB), the Organization of African Unity (OAU); and adheres to the fourth Lomé Convention of the EU.

International/Trade Associations

African, Caribbean, and Pacific Countries (ACP), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), Non-Aligned Movement (NAM), UN Conference on Trade and Development (UNCTAD), World Intellectual Property

Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Uganda is 256.)

Uganda:

Commissioner of Customs and Excise, Customs and Excise Dept., PO Box 444, Kampala, Uganda. Tel: 41-243967; FAX: 41-221778; Telex: (0988) 61170

Director, Privatization Unit, PO Box 10944, Kampala, Uganda. Tel: 41-256392/256467; FAX: 41-259997 [Contact for information on the privatization of government-owned or controlled organizations]

East African Development Bank, Plot 4, Nile Ave., PO Box 7128, Kampala, Uganda. Tel: 41-230021/5; FAX: 41-259763

Export Policy Analysis and Development, Plot 13, Kimathi Ave., PO Box 10951, Kampala, Uganda. Tel: 41-3231363/231390; FAX: 41-231329

International Monetary Fund, Plot 34/43, Bank of Uganda Bldg., Kampala Rd., PO Box 7120, Kampala, Uganda. Tel: 41-233955; FAX: 41-254872

Ministry of Agriculture, Animal Industry and Fisheries, PO Box 201, Entebbe, Uganda. Tel: 042-20981

Ministry of Finance and Economic Planning, PO Box 8147, Kampala, Uganda. Tel: 41-257090/9

Ministry of Trade and Industry, Farmers House, Plot 3, Parliament Ave., PO Box 7000, Kampala, Uganda. Tel: 41-230131

Uganda Agricultural Growers and Exporters Assn., PO Box 8610, Kampala, Uganda. Tel: 41-245597; FAX: 41-245597

Uganda Development Bank, Plot 12, Parliament Ave., PO Box 7210, Kampala, Uganda. Tel: 41-230740; FAX: 41-258571

Uganda Importers and Exporters Assn., NIC Arcade, Room No. 82, PO Box 10101, Kampala, Uganda. Tel: 41-231729

Uganda Investment Authority, Plot 28, Kampala Road, PO Box 7418, Kampala, Uganda. Tel: 41-234105/9, 251562/6; FAX: 41-242903

Uganda Manufacturers Assn., Lugogo Show Grounds, PO Box 6966, Kampala, Uganda. Tel: 41-221034/220285

Uganda Mining Association, PO Box 6303, Kampala, Uganda

Uganda National Chamber of Commerce and Industry, Plot 17/19, Jinja Rd., PO Box 3809, Kampala, Uganda. Tel: 41-258791; FAX: 41-258793

Uganda Oil Millers Assn., PO Box c/o UCB General Manager, Human Resources, Kampala, Uganda. Tel: 41-234710 ext. 231

Uganda Small Scale Industry Assn., PO Box 7725, Kampala, Uganda. Tel: 41-221786/ 221011; FAX: 41-221038

Uganda Used Spare Parts Importers Association, PO Box 1028, Kampala, Uganda. Tel: 41-230780

Uganda Women Entrepreneurs Assn., Plot 10, Kampala Rd., PO Box 2759, Kampala, Uganda

U.S. Embassy, Parliament Ave., PO Box 7007, Kampala, Uganda. Tel: 41-259792/793/795; FAX: 41-259794

World Bank, Plot 4, Nile Ave., PO Box 4463, Kampala, Uganda. Tel: 41-230094/242139; FAX: 41-230092

U.S.:

Embassy of the Republic of Uganda, 5911 16th St., NW, Washington, DC 20011. Tel: 202-726-7100 through 7102; FAX: 202-726-1727

Permanent Mission of Uganda to the United Nations, 336 East 45th St., New York, NY 10017. Tel.: 212-949-0110

SGS Government Services, 42 Broadway, New York, NY. Tel: 212-482-8700 [Pre-shipment inspection agent for goods worth more than $10,000 destined for Uganda]

Uganda, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4564

Uganda Coffee Marketing Ltd., 127 John St., 17th Floor, New York, NY 10038. Tel: 212-943-2410

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Byrnes, Rita M. *Uganda, A Country Study*. 2nd ed. Washington, DC: Library of Congress, Federal Research Division, 1992. NAL call no.: DT433.222.U35 1992

Country Commercial Guide: Uganda. U.S. Department of Commerce, International Trade Administration, 1994 [Available through the National Trade Data Bank]

Country Profile. Uganda, 1994-95. London: The Economist

Intelligence Unit, 1994 [annual publication] NAL call no.: HC870.A1C68

Country Report. Uganda, Rwanda, Burundi. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC870.A1C69

Critical Issues for Investors in Uganda. Washington, DC: U.S. Agency for International Development, 1992 [Available from the National Technical Information Service]

Kisitu, V.B. "Fertilizer Material Occurrences in Uganda." *Fertilizer Research* 30, no. 2/3 (Dec. 1991): 187-189. NAL call no.: S631.F422

Langlands, B.W., Richard Walker, and Linda Van Buren. "Uganda." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 966-987 [annual publication] NAL call no.: DT30.A37

Maxwell, D. and S. Zziwa. "Urban Farming in Africa: The Case of Kampala, Uganda." *ACTS Technology Policy Series* No. 3. Nairobi: ACTS Press, African Centre for Technology Studies, 1992. NAL call no.: S473.U352K365 1992

Okewenye, A.A. "Rehabilitation of the Dairy Industry in Uganda." *World Animal Review* 79 (1994): 2-7. NAL call no.: SF191.W6

Uganda: Agriculture. Washington, DC: World Bank, 1993. [World Bank Country Study] NAL call no.: HD2127.U37 1993

Uganda—Coffee Industry Privatization—IMI950621. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Uganda—Economic News—IMI950508. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, May 1995 [Monthly economic update—from Commercial/Economic section of U.S. Embassy in Kampala, Uganda] [Available through the National Trade Data Bank]

Uganda—Food Trading Company Privatization—IMI950622. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Uganda—Grain Milling Company Privatization—IMI950621. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Uganda: Growing Out of Poverty. Washington, DC: World Bank, 1993. [World Bank Country Study]

Uganda: Industrial Revitalization and Reorientation. [Geneva, Switzerland]: United Nations Industrial Development Organization, 1992.

Uganda—Investment Trends—IMI950512. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Uganda—Livestock Company Privatization—IMI950622. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Uganda National Ethanol Program Feasibility Study. Export Trade Information. [Rosslyn, Virginia: U.S. Trade and Development Program], 1993 [Available from the National Technical Information Service]

Uganda Non-Traditional Export Commodity Rapid Appraisal. Final Draft Report. Washington, DC: U.S. Agency for International Development, 1992 [Available from the National Technical Information Service]

Uganda—Privatization Progress—IMI950508. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Zaire

Economy:

Zaire's economy is dependent, to a large extent, on the revenues from the export of copper, diamonds, and other commodities. Farming is carried out by both small-scale subsistence and semi-subsistence producers and on large plantations. The main cash crops are coffee, oil palm, cocoa, rubber, cotton, and tea. Food crops include cassava, maize, rice, plantain, manioc, ground nuts, and corn. Approximately 75% of the labor force is involved in agriculture.

About two-thirds of earnings from exports come from the mining sector. Zaire's most important mineral product is copper, which is responsible for 35-55% of export earnings. Zaire is the world's largest producer of cobalt and the second largest producer of industrial diamonds.

Industries include mineral processing, producing consumer products (including textiles, footwear, cigarettes, processed foods, and beverages), and cement.

Exports:

Officially-reported exports consisted of $1.5 billion (f.o.b. 1992). The main export commodities include: copper, diamonds, crude oil, coffee, and cobalt. Principal markets for exports are: Belgium, Luxembourg, the United States, France, Germany, and Switzerland. There is considerable smuggling of commodities into and out of Zaire, so official figures are not necessarily complete.

Imports:

Officially-reported imports consisted of $1.2 billion (f.o.b. 1992). Imports include: consumer goods, foodstuffs, mining and other machinery, transport equipment, and fuels. Principal sources of imports are South Africa, the U.S., Belgium, France, Germany, Italy, Japan, and the United Kingdom.

Economic Aid Assistance:

Foreign aid by many intergovernmental organizations and foreign countries was halted in 1991. Since then, Germany has granted Zaire $20 million for the rehabilitation of the Goma-Bukavu road which was badly damaged by refugee movements since mid-1994. The African Development Bank has reportedly agreed to resume cooperation on development projects, for which it had previously suspended financing.

International Agreements:

Party to: Endangered Species, Law of the Sea, Marine Dumping, Nuclear Test Ban, Tropical Timber; signed, but not ratified: Biodiversity, Climate Change, Environmental Modification.

Port of Entry:

Zaire's principal port is Matadi, along the River Zaire (formerly the Congo River). Other ports are Ango-Ango and Boma.

U.S. Exports to Zaire:

U.S. exports to Zaire were worth $35.3 million in 1993.

Zairian Exports to U.S.:

Zaire's exports to the U.S. were worth $238.1 million in 1993.

Trade Activities:

The Bank of Zaire has authority over foreign trade and payments.

Most imports are subject only to an import declaration at any of the banks which have been authorized by the Bank of Zaire.

Customs authority is carried out by the President General Delegue (PDG) of the Office des Douanes et Accises (OFIDA) (see contacts listing) in Kinshasa:

- In 1988, Zaire adopted the Harmonized System of tariff classification.
- Most tariffs are ad valorem and are calculated on the c.i.f. value.
- Tariff rates are usually from 15-20%. Most imports are also subject to a turnover tax that ranges from zero to 20%.
- Zaire has no laws governing countertrade/barter, however all such transactions must be approved by Zaire's Executive Council under the guidance of the Bank of Zaire.

Food/Health/Safety Regulations:

Zaire requires sanitary certificates for the importation of some animals or animal products and plants and seeds.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of

Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Zaire has set up a duty-free zone, Zone Franche de'Inga (ZOFI), to attract potential investors. Zaire particularly wants to attract investors who will be heavy industrial users of hydroelectric power. ZOFI offers investors substantial economic advantages.

Investment Assistance:

Zaire adopted an Investment Code in 1986 that offers incentives to foreign investors. These include some tax and duty exemptions.

Trade/Investment Barriers:

There is a severe shortage of foreign exchange and the banks give priority to purchases of fuel, raw materials and spare parts. Therefore, many investors choose to reinvest their Zaire-denominated returns.

Due to the current economic instability, importers should require irrevocable letters of credit terms. Most imports are subject to preshipment inspection by agents of the Zairian Control Office (OZAC). The company responsible for inspection of imports from the U.S. is a Swiss firm, Societe General de Surveillance (see contacts listing). OZAC is also responsible for certifying that imported food is safe for humans to eat.

Products which may not be imported include: munitions, clothing accessories of celluloid or cellulose nitrate, gambling equipment, rapeseed oil, water hyacinths, eggs which have been sterilized by a process which could cause the yoke to break, pornography, drugs or devices used for abortions, rice contaminated by materials that are dangerous or non-nutritive, and pyrethrum plants or seeds.

Best U.S. Export/Investment Prospects:

Some of the leading trade prospects include: cosmetics; computers; telecommunication equipment (especially cellular telephones); heavy machinery; agricultural equipment; food processing equipment; machinery for water pumps and brickmaking; drugs; used clothing; four-wheel drive vehicles; wheat; corn; poultry; fish; and processed foods.

Membership in:

Regional Organizations:

African Development Bank (AFDB), Organization of African Unity (OAU); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations:

African, Caribbean, and Pacific Countries (ACP), Economic Commission for Africa (ECA), Food and Agriculture Organization (FAO), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Zaire is 243.)

Zaire:

Agro-Industrial Research Center (Centre de Recherche Agro-Alimentaire - CRAA), BP 43, Lubumbashi. Tel: 2222558

Associations Nationales des Enterprises du Zaire (ANEZA), 10 Avenue des Aviateurs, BP 7247, Kinshasa 1. Tel: 22286 or 22565 or 23623; Telex: 21071 ANEZA ZR

Center for Study and Experimentation of Appropriate Technology (Centre d'Etude et d'Experimentation des Technologies Appropriees - CEETA), BP 2849, Bukavu. Tel: 3072

Department of Foreign Affairs and Department of International Cooperation, Building de la SNEL, Kinshasa-Gombe. Tel: 30665, 31478

Department of Mines, Centre de Commerce International de Zaire, BP 13, Kinshasa. Tel: 32071, 32021

Department of National Economy, Industry and Commerce, Building ONATRA, Boulevard 30 Juin, Kinshasa. Tel: 24370, 24252

Development Bank of the Great Lake States, 11 Ave. President-Mobutu, BP 3355, Goma. FAX: 250-40916; Telex: 609 GINSENYI

Federation des Chambres de Commerce, d'Industrie et Agriculture, 10 Ave. des Aviateurs, PO Box 7247, Kinshasa.

Kinshasa Chambre de Commerce, d'Industrie et Agriculture, 10 Ave. des Aviateurs, Kinshasa

Katanga Chambre de Commerce, d'Industrie et Agriculture, PO Box 972, Lubumbashi

National Institute for Agronomic Studies and Research (Institut National pour l'Etude et la Recherche Agronomique - INERA), BP 2037, Kinshasa 1. Tel: 32332; FAX: 21419

Office Zairois de Controle (OZAC), Avenue du Port, Gombe, BP 8614, Kinshasa. Tel: 22630 or 23386 or 22256; Telex: 21117

President General Delegue (PDG), Office des Douanes et Accises, OFIDA, BP 2000, Kinshasa 1. Tel: 12-340612; Telex: 21461 OFIDA ZR

Scientific Research Institute (Institut de Recherche Scientifique - IRS), BP 3474, Kinshasa-Gombe. Telex: 21162

U.S. Embassy, with a U.S. Foreign Commercial Service Post and a Consular Section, 310 Ave. des Aviateurs, Unit 31550, APO AE 09828. Tel: 12-21532 or 21628; FAX: 12-21232 or 21534 or 21535, ext. 2308; Telex: 21415 US EMB ZR

World Trade Center Zaire, BP 13396, Kinshasa 1

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave., NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Societe General de Surveillance (SGS). Tel: 212-482-8700.

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Zaire, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave. NW, Washington, DC 20230. Tel: 202-482-4228

Zaire Embassy to the United States, 1800 New Hampshire Ave., NW, Washington, DC 20009. Tel: 202-234-7690 or 234-7691

Select Publications:

Country Profile. Zaire, 1993-94. London: The Economist Intelligence Unit, 1993 [annual publication] NAL call no.: HC955.A1C682

Country Report. Zambia, Zaire. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC915.A1C66

Gourou, Pierre, Jacques Vanderlinden, and Diana Hubbard. "Zaire." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 988-1011 [annual publication] NAL call no.: DT30.A37

Houston, Jack E. and Mavuangi Khonde. *Opportunities and Pitfalls of International Futures Markets Trading by Developing Countries: The Case of Zaire Coffee Exports.* [Athens, Ga.]: Division of Agricultural Economics, College of Agriculture, University of Georgia, [1990?]. [Faculty Series; FS-90-16] NAL call no.: HD1775.G4G42 no. FS-90-16

Kankwenda, M'baya. *Zaire, What Destiny?* Senegal: CODESRIA, 1993. NAL call no.: DT658.Z3613 1993

Meditz, Sandra W. and Tim Merrill. *Zaire: A Country Study.* 4th ed. Washington, DC: Library of Congress, Federal Research Division, 1994. NAL call no.: DT644.A7 1994

Shapiro, David and Eric Tollens. *The Agricultural Development of Zaire.* Aldershot, Hants, England: Avebury, 1992. NAL call no.: HD2135.5.S47 1992

"What Goes Down Can Come Up, After All." *The Economist* 335 (April 15, 1995): 44. NAL call no.: 268.8.EC7

"Zaire: Some U.S. Suppliers Are Expanding Their Markets Despite the Difficulties." *Business America* 113 (July 27, 1992): 26. NAL call no.: HF105.C62

Zambia

Economy:

In this landlocked country of close to 9.5 million people, agriculture, directly or indirectly accounts, for 85% of the labor force but only 12% of the GDP. Zambian agriculture is characterized mostly by subsistence production of corn (the staple food of Zambia), cassava, millet, sorghum, beans, sugarcane, rice, sunflower, and peanuts. There are a few hundred large commercial farms that raise almost all of the wheat (usually on irrigated land) grown in Zambia. Cash crops include tobacco, cotton, coffee, and horticultural produce.

The industrial sector of Zambia has been and continues to be dominated by copper mining and processing. In recent years, copper has accounted for 90% of Zambia's foreign exchange earnings. Other minerals that are exploited in Zambia include cobalt, zinc, lead, gold, silver, selenium, marble, emeralds, and coal. Manufacturing industries include food processing, beverage, chemical, textile, and fertilizer production. Industrial production accounts for about 40% of the GDP.

Zambia will continue to need foreign development and economic aid in the near future. Economic reforms started in 1992 have helped to reduce inflation and strengthen GDP growth. Zambia's large external debt remains a key problem, as Zambia begins the process of privatization and reform of its economy. With only 20% of its arable land resources being used, Zambian agriculture has a large untapped potential, and continues to be a part of the economy that has excellent growth potential.

Exports:

Exports consisted of $1.01 billion (f.o.b., 1993 est.). Export commodities include: copper, zinc, cobalt, lead, and tobacco. Principal markets for exports are European Union countries, Japan, South Africa, the U.S., and India.

Imports:

Imports consisted of $1.13 billion (c.i.f., 1993 est.). Imports include: machinery, transportation equipment, foodstuffs, fuels, and basic manufactures. Principal sources of imports are European Union countries, Japan, Saudi Arabia, South Africa, and the U.S.

Economic Aid Assistance:

Zambia has received close to $1 billion annually in bilateral and multilateral development and economic aid in recent years. A large portion of the aid is used to service Zambia's large external debt. Lead donors include the World Bank, Japan, the United Kingdom, and the European Union.

International Agreements:

Party to: Endangered Species, Biodiversity, Climate Change, Nuclear Test Ban, Ozone Layer Protection, Wetlands, Hazardous Wastes, Law of the Sea; signed international agreement, but not ratified: Desertification

Zambia has a bilateral investment agreement with the U.S.

Port of Entry:

Zambia, a landlocked nation, has an inland waterway port at Mpulungu on Lake Tanganyika. About half of Zambia's imports come through the port at Dar es Salaam, Tanzania. A new transport route to the port of Walvis Bay in Namibia is becoming an important source for Zambian imports and exports.

U.S. Exports to Zambia:

U.S. exports to Zambia were worth $32.6 million in 1994. Export include: foodstuffs (corn), agricultural inputs, and machinery.

Zambian Exports to the U.S.:

Zambian exports to the U.S. were worth $63.5 million in 1994. Export products include: copper, zinc, and lead.

Investment/Trade Activities:

The Ministry of Commerce, Trade and Industry is responsible for the control of trade. Zambia lifted controls on foreign exchange in 1994.

Import licenses have been abolished. All importers must register with the Ministry of Commerce, Trade and Industry. Export licenses are required for only a small number of items--corn, fertilizer, firearms, live animals, and wildlife trophies.

Zambia as a member of the Southern African Development Community (SADC), is working with other SADC countries to remove barriers to the free flow of capital, labor, and goods in the region.

Customs authority is carried out by the Controller of Customs and Excise in Lusaka (see contacts listing).

- Most customs duties are ad valorem, c.i.f. based.

- Preferential treatment is extended to imports from the Common Market of Eastern and Southern Africa (COMESA) member states.
- Countertrade/barter is practiced and agricultural products are the preferred commodities used in countertrade/barter arrangements. The Ministry of Commerce is responsible for approving countertrade and barter transactions.

Many foreign companies, including U.S. companies, use local agents or distributors. The U.S. Embassy can assist investors/traders looking for local agents or distributors.

There are no franchising operations in Zambia and the market is not large enough to warrant direct marketing of most products. The Zambian private sector has shown considerable interest in setting up joint ventures, given the shortage of capital, technology, and management expertise. The local investment center and the U.S. Embassy have proposals on file for joint venture projects.

Food/Health/Safety Regulations:

Fruit, seeds, plants, and livestock require special certificates for importation into Zambia. Also, Zambia makes all foodstuffs, animal and plant products, and timber subject to inspection upon arrival in the country. Margarine is subject to special labeling and composition requirements in Zambia.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Lusaka, Livingston, and Ndola were made customs-free zones by Zambia's 1991 Investment Act.

Investment/Trade Assistance:

The Investment Center and the Commercial Section of the U.S. Embassy in Lusaka can provide investment and trade advice and information. Also, the Country Desk Officer for Zambia at the U.S. Department of Commerce can provide information and guidance on Zambia (see contacts listing).

Investment/Trade Barriers:

Quotas and most other non-tariff barriers to trade have been abolished. Tariffs have been lowered and simplified. To invest formally in Zambia, one must apply to the investment board to receive an investment license. The process is fairly simple and timely. Since exchange controls have been lifted, the transfer of funds in and out of the country is relatively easy.

Acquiring land, various licenses, and immigration permits for expatriate personnel continue to be the most trying obstacles for persons or companies wanting to invest in Zambia.

Best U.S. Export/Investment Prospects:

The most attractive areas for investment in Zambia are agriculture and food processing, mining and minerals processing, and tourism.

Within the agricultural sector, opportunities for export and investment include agricultural machinery and equipment, irrigation equipment, systems and services, exporting bulk corn (especially during years of drought), and food processing equipment and machinery.

Zambia's Investment Code provides incentives to rural-based, high domestic content or export-oriented projects. Investment in commercial agriculture projects, that are export-oriented, enjoy foreign exchange and export earnings benefits. Their is a large, untapped investment potential in Zambia's agricultural sector.

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market of Eastern and Southern Africa (COMESA), Economic Commission for Africa (ECA), the Organization of African Unity (OAU), Southern African Development Community (SADC), and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), UN Conference on Trade and Development (UNCTAD), World Customs Organization, World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the

country access code for Zambia is 260.)

Zambia:

Assn. for the Advancement of Women in Africa, PO Box 28083, Kitwe, Zambia

Assn. of Consulting Engineers of Zambia, PO Box 30866, Lusaka, Zambia. Tel: 1-224446; FAX: 1-264381

Bank of Zambia, PO Box 30080, Lusaka, Zambia. Tel: 1-228888; FAX: 1-221118 [Central Bank]

Business and Professional Women - Zambia, PO Box 50802, Lusaka, Zambia. Tel: 1-228684

Citibank, PO Box 30037, Lusaka, Zambia. Tel: 1-229025; FAX: 1-226258

Controller of Customs and Excise, Customs and Excise Dept., PB E.635, Lusaka, Zambia. Tel: 1-222076; FAX: 1-221923; Telex: (0902) 24121

Dairy Produce Board of Zambia, Kwacha House, Cairo House, PO Box 30124, Lusaka, Zambia. Tel: 1-214770

Development Bank of Zambia, corner of Katondo and Chachacha Roads, PO Box 33955, Lusaka, Zambia. Tel: 1-228580; FAX: 1-222426

Equator Advisory Services, PO Box 36759, Lusaka, Zambia. Tel: 1-224873; FAX: 1-225052 [Country market research firm]

Export Board of Zambia, PO Box 30064, Lusaka, Zambia. Tel: 1-228106; FAX: 1-222509

Industrial Development Corp. of Zambia Ltd., Indeco House, Buteko Place, PO Box 31935, Lusaka, Zambia. Tel: 1-228463; FAX: 1-228868

International Red Locust Control Organization for Central and Southern Africa, PO Box 240252, Ndola, Zambia. Tel: 2-614284/612433; FAX: 2-614285

InterAfrica Corporate Services, PO Box 31879, Lusaka, Zambia. Tel: 1-224647; FAX: 1-225391 [Country market research firm]

Investment Center, PO Box 34580, Lusaka, Zambia. Tel: 1-222160; FAX: 1-224368

Lusaka Chamber of Commerce and Industry, PO Box 30844, Lusaka, Zambia. Tel: 1-252369

Ministry of Agriculture, Food and Fisheries, PO Box RW 50291, Lusaka, Zambia. Tel: 1-253933

Ministry of Commerce, Trade and Industry, PO Box 31968, Lusaka, Zambia. Tel: 1-228301

Ministry of Finance, PO Box RW 50062, Lusaka, Zambia. Tel: 1-250544

National Import and Export Corp., National Housing Authority Bldg., PO Box 30283, Lusaka, Zambia. Tel: 1-2288018; FAX: 1-252771

Peat Marwick, PO Box 31014, Lusaka, Zambia. Tel: 1-228874; FAX: 1-225903 [Country market research firm]

Price Waterhouse, PO Box 30942, Lusaka, Zambia. Tel: 1-228809; FAX: 1-220768 [Country market research firm]

SGM Associates, PO Box 34659, Lusaka, Zambia. Tel: 1-245049 [Country market research firm]

Small Industries Development Organization, Sido House, Cairo Rd., Lusaka, Zambia. Tel: 1-219801

Tobacco Board of Zambia, PO Box 31963, Lusaka, Zambia. Tel: 1-288995

United Nations Information Centre (Zambia), PO Box 32905, Provident House, Lusaka, Zambia. Tel: 1-228487

U.S. Embassy, Corner of Independence Ave. and United Nations Ave., PO Box 31617, Lusaka, Zambia. Tel: 1-250955; FAX: 1-252225. Commercial mailing address: Commercial Section, Amembassy Lusaka, Department of State, Washington, DC 20521-2310

Young and Rubicam, PO Box 32497, Lusaka, Zambia. Tel: 1-228489; FAX: 1-225173 [U.S. advertising firm with offices in Zambia]

Zambia Agricultural Development Bank, Society House, Cairo Road, PO Box 30847, Lusaka, Zambia. Tel: 1-219251

Zambia Assn. for Research and Development, PO Box 37836, Lusaka, Zambia. Tel: 1-224507; FAX: 1-222883

Zambia Assn. of Chambers of Commerce and Industry, PO Box 30844, Lusaka, Zambia. Tel: 1-252369; FAX: 1-252483

Zambia Assn. of Manufacturers, PO Box 71564, Ndola, Zambia. Tel: 2-650261; FAX: 2-650260

Zambia Cooperative Federation Ltd., Kwacha House, Cairo Rd., PO Box, 33579, Lusaka, Zambia. Tel: 1-228538; FAX: 1- 222516

Zambia Export and Import Bank Ltd., Society House, Cairo Rd., PO Box 33046, Lusaka, Zambia. Tel: 1-229486; FAX: 1- 222313

Zambia Industrial and Commercial Assn., PO Box 30844, Lusaka, Zambia. Tel: 1-252369; FAX: 1-252483

Zambia Industrial and Mining Corp., Zimco House, Cairo Rd., PO Box 30090, Lusaka, Zambia. Tel: 1-212487

Zambia National Farmers Union, PO Box 30395, Lusaka, Zambia. Tel: 1-223222

Zambia Privatization Agency, PO Box 30080, Lusaka, Zambia. Tel: 1-228888; FAX: 1-221118

Zambia Seed Producers' Assn., PO Box 30013, Lusaka, Zambia. Tel: 1-223249; FAX: 1-222736

U.S.:

Embassy of the Republic of Zambia, 2419 Massachusetts Ave., NW, Washington, DC 20008. Tel: 202-265-9717 through 9719; FAX: 202-332-0826

SGS Government Services, 42 Broadway, New York, NY 10004. Tel: 212-482-8700 [Pre-shipment inspection agent for goods going to Zambia]

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Zambia, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4228

Zambia Desk Officer (AF/S), U.S. Department of State, Washington, DC 20520. Tel: 202-647-9858; Fax: 202-647-5007

Select Publications:

Agribusiness Firms in Zambia's Maize Sector: A Review of Their Characteristics, Constraints, and Innovations. Final Report. Washington, DC: Agency for International Development, 1993, 53 pp. [Available from the National Technical Information Service]

Country Commercial Guide: Zambia. Washington, DC: International Trade Administration, 1994 [Available through the National Trade Data Bank]

Country Profile. Zambia. London: The Economist Intelligence Unit [annual publication] NAL call co.: HC915.A1C682

Country Report. Zambia, Zaire. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC915.A1C66

Critical Issues for American Investors in Zambia. Washington, DC: Agency for International Development, 1992, 123 pp. [Available from the National Technical Information Service]

Good, K. et al. "The Direction of Agricultural Development in Zambia, Zimbabwe and Malawi." *Studies in the Economic History of Southern Africa. Vol.1: The Front Line States*, 1990, pp. 127-158

Hyman, E.L., R. Strauss and R. Crayne. "An Enterprise-Development Strategy for Zambia." *Development in Practice* (UK) 3, no. 2 (1993): 103-115

Kamara, C.S., S.J. Gossage and Freddie Kwesiga. *Agroforestry in Zambia: Summary Proceedings of the First Zambia National Agroforestry Workshop.* Nairobi: International Centre for Research in Agroforestry, 1993, 46 pp. NAL call no.: S494.5.A45Z35

Kanondo, V. et al. "Fish Marketing and Consumption in Zambia," In *Marketing and Consumption of Fish in Eastern and Southern Africa: Selected Country Studies*, FAO Fisheries Technical Paper 332 (1993): 155-170. NAL call no.: SH1.F2

Malambo, L. "Food Security and Agricultural Marketing in Zambia." *Agrekon* 31, no. 4 (1992): 161-165

Moberg, S. "The Research and Seed Project in Zambia." *IRDCurrents* 7 (1994): 22-24. NAL call no.: HN49.C6I72

Sayila, A. "Feed: The Major Problem in Zambia's Poultry Industry." *Misset World Poultry* 10, no. 6 (1994): 28-29, 31. NAL call no.: SF481.M54

Shawa, J.J. "Trade, Price and Market Reform in Zambia: Current Status and Constraints." *Food Policy* 18, no. 4 (1993): 294-299. NAL call no.: HD9000.1.F66

Silwa, A.S. "Phosphate Resources of Zambia and Progress in Their Exploration." *Fertilizer Research* 30 (1991): 203-212. NAL call no.: S631.F422

Stampley, G.L. *Demographic and Expenditure Profiles of Zambian Households: Evidence from the June 1991 Zambian Household Expenditure and Income Survey.* Ames, Iowa: Center for Agricultural and Rural Development, 1993, Staff Report 93-SR63, 101 pp. NAL call no.: HD1401.S75

Tether, J. and N.J. Money. "A Review of Agricultural Minerals in Zambia." *Fertilizer Research* 30 (1991): 193-202. NAL call no.: S631.F422

Valdes, Alberto and Kay Muir-Leresche. *Agricultural Policy Reforms and Regional Market Integration in Malawi, Zambia, and Zimbabwe.* Washington, DC: International Food Policy Research Institute, 1993. [347 pp.] NAL call no.: HD2130.Z8A37 1993

Wijkstrom, U.N. and Karl-Otto Wahlstrom. *Tilapia Culture by Farmers in Luapula Province, Zambia.* Harare, Zimbabwe: Food and Agriculture Organization of the U.N., [1992?], 62 pp. NAL call no.: SH167.T54W54

Williams, L.B. and J.H. Allgood. *Fertilizer Situation and Markets in*

Zambia. Muscle Shoals, Alabama: International Fertilizer Development Center, 1991, P-14, 36 pp.

Wood, A.P., ed. *The Dynamics of Agricultural Policy and Reform in Zambia*. Ames, Iowa: Iowa State University Press, 1990. NAL call no.: HD2131.5.Z8D96

Zambia Private Sector Assessment. Final Report. Washington, DC: Agency for International Development, 1992, 105 pp. [Available from the National Technical Information Service]

Zimbabwe

Economy:

Zimbabwe is a landlocked country of 11 million people, where agriculture, directly or indirectly, employs three-fourths of the population. Agriculture is largely divided between a few thousand large, commercial farms (40% of the land area) and small subsistence holdings on communal lands (about 42% of the land area). Land reform has been, and continues to be, a contentious problem for the Government of Zimbabwe. The major crops grown include: corn (food staple), cotton, tobacco, wheat, coffee, sugarcane, and peanuts. Zimbabwe is one of the world's largest exporters of tobacco. Other agricultural exports include livestock, raw sugar, corn, coffee, cotton, and horticultural products. Agriculture accounts for 20% of the GDP and 40% of export revenues. The agricultural sector is diversified and well-developed and allows Zimbabwe to be self-sufficient in food production (with the exception of wheat production).

Natural resources available in Zimbabwe include: coal, chromium ore, asbestos, gold, nickel, copper, iron ore, vanadium, lithium, tin, and platinum group metals. The manufacturing sector, based on processing agriculture products and mining, produces a variety of goods and accounts for 35% of the GDP. Mining accounts for only 5% of the GDP and employment, but minerals and metals account for about 40% of exports. The major industries include: mining, steel, clothing and footwear, chemicals, foodstuffs, fertilizers, beverages, transportation equipment, and wood products.

Zimbabwe is in the midst of a transition to an open, market-based economy. With a diversified agricultural and industrial base, the economy of Zimbabwe has definite growth potential. Efforts to liberalize the economy by improving the investment climate, establishing the beginnings of market incentives, and starting to privatize state-controlled commodity and trading organizations, could provide the impetus for seeking more investment and trade arrangements with Zimbabwe.

Exports:

Exports consisted of $1.7 billion (f.o.b., 1994 est.). Export commodities include: tobacco, manufactures, gold, ferrochrome, and textiles. Principal markets for exports are the United Kingdom, Germany, South Africa, Japan, and the U.S.

Imports:

Imports consisted of $1.6 billion (c.i.f., 1994 est.). Imports include: machinery and transportation equipment, other manufactures, chemicals, and fuels. Principal sources of imports are: South Africa, the United Kingdom, Germany, the U.S., and Japan.

Economic Aid Assistance:

In March 1995, international donors pledged the equivalent of $792 million in economic and development aid for Zimbabwe. In recent years, Zimbabwe has averaged between $800 million and $1 billion annually in grants and loans from multilateral and bilateral sources. A large part of the aid is targeted to balance of payments support.

International Agreements:

Party to: Endangered Species, Biodiversity, Climate Change, Law of the Sea, Ozone Layer Protection; signed international agreement, but not ratified: Desertification

Port of Entry:

Zimbabwe, a landlocked country, uses the port at Maputo, Mozambique and several South African ports including, Durban and Port Elizabeth, for imports and exports.

U.S. Exports to Zimbabwe:

U.S. exports to Zimbabwe were worth $92.8 million in 1994. Agricultural export products include: wheat, rice, planting seeds, fertilizers, dairy products, and farm equipment; other exports include: computers, construction equipment, chemicals, and plastics and packaging materials.

Zimbabwe Exports to the U.S.:

Zimbabwe's exports to the U.S. were worth $102.4 million in 1994. Export products include: tobacco, coffee, textiles, nickel, ferrochrome, and clothing.

Investment/Trade Activities:

The Reserve Bank of Zimbabwe administers exchange control. Approval for some foreign exchange transactions has been delegated to authorized dealers. Importers can obtain foreign currency directly from interbank markets.

Under a trade liberalization program, Zimbabwe has moved

from licensing imports to a tariff system. Imports now fall under an Open General Import License. Most imports are now free of controls.

Many agricultural products and processed food products continue to require special permits for importation from Zimbabwe's Ministry of Agriculture. State-controlled marketing boards continue to control the import of coffee, corn, sorghum, soybeans, and wheat (marketing boards, however, are moving towards privatization).

Customs authority is carried out by the Director of Customs and Excise, Department of Customs and Excise in Harare (see contacts listing).

- Most customs duties are ad valorem rates assessed under the GATT valuation system of c.i.f.
- Preferential treatment is extended to imports from the Common Market for Eastern and Southern Africa (COMESA).
- Countertrade/barter is practiced by the private sector, however, government control of the arrangements, shipping, and payment continues.

As a member of the Southern African Development Community (SADC), Zimbabwe is working with other member states on greater economic and trade cooperation, and eventual "regional economic integration."

Franchising is only beginning to occur in Zimbabwe and local interest is growing, especially since the foreign exchange system was recently liberalized. Also, joint ventures are popular with the Government of Zimbabwe, especially when they include local black partners.

Food/Health/Safety Regulations:

Zimbabwe requires special permits issued by the Ministry of Agriculture for the importation of agricultural and processed food products. Zimbabwe has regulations and entry requirements on the importation of certain plants and plant products.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Zimbabwe recently approved a bill to establish export processing zones. Contact the U.S. Embassy's Commercial Section for current information on the proposed export processing zones.

Investment/Trade Assistance:

The Zimbabwe Investment Centre (see contacts listing) was opened in 1989 to serve as a "one-stop window" for investment proposals. The Centre can approve investments of up to $10 million (Zimbabwe dollars). In addition, the Centre promotes and monitors investment in Zimbabwe. The Commercial Section of the U.S. Embassy can provide advice and information on investing and trading with Zimbabwe.

Investment/Trade Barriers:

The Government of Zimbabwe does not currently have a defined privatization program. All of Zimbabwe's agricultural marketing boards have been "commercialized", although several of them continue to be majority government-owned.

South Africa has traditionally been Zimbabwe's largest trading partner and is the major competitor for U.S. exporters and investors. Geographic proximity allows South African companies easier and less expensive access to Zimbabwe's markets, than U.S. counterparts.

With the passage of the Investment Centre Act in 1992, the Parliament established the Zimbabwe Investment Centre to "mitigate the bureaucratic maze" for potential investors. Zimbabwe has gradually been liberalizing its investment climate, i.e., making it easier for potential investors.

Best U.S. Export/Investment Prospects:

Zimbabwe is not self-sufficient in wheat and must import up to 400,000 metric tons annually. Rice imports have grown to 12,000 metric tons per year. Both of these commodities offer potential export opportunities for U.S. exporters.

Agricultural equipment, specifically, mechanical cane cutting machines, mechanical cotton pickers, and tractors (Zimbabwean farmers use tractors with less than 140 HP) provides a market potential, albeit a small market, for U.S. suppliers.

In the U.S. Department of Commerce's recent Country Commercial Guide on Zimbabwe, the U.S. Embassy in Harare identified the following industries as offering the best opportunities for export sales: mining equipment, agricultural equipment, transport equipment, power generation and transmission equipment, telecommunications equipment,

franchising (consumer products and services), textile machinery (especially cotton gins and spinning and weaving machinery), food processing and packaging equipment, and engineering services and construction materials and equipment (major infrastructure projects require outside services and equipment).

The Overseas Private Investment Corporation (OPIC) and the U.S. Eximbank both offer programs for potential U.S. investors and exporters.

Membership in:

Regional Organizations

African Development Bank (AFDB), Common Market for Eastern and Southern Africa (COMESA), Economic Commission for Africa (ECA), Organization of African Unity (OAU), Southern African Development Community (SADC); and adheres to the fourth Lomé Convention of the EU.

International Organizations/ Trade Associations

African, Caribbean, and Pacific Countries (ACP), Food and Agriculture Organization (FAO), International Bank for Reconstruction and Development (IBRD), International Development Association (IDA), International Fund for Agricultural Development (IFAD), International Monetary Fund (IMF), Non-Aligned Movement (NAM), UN Conference on Trade and Development (UNCTAD), UN Industrial Development Organization (UNIDO), World Customs Organization (WCO), World Intellectual Property Organization (WIPO), World Trade Organization (WTO).

List of Contacts:

(The international telephone access code is 011, and the country access code for Zimbabwe is 263.)

Zimbabwe:

Africa Community Based Development Initiatives, 16 Boone Ave., Richmond, Glenville, Bulawayo, Zimbabwe. Tel: 9-31009; FAX: 9-31088

African Development Foundation, Vassan Bldg., 109 Chinhoyi St., Harare, Zimbabwe. Tel: 4-793173; FAX: 4-795525

Agricultural Chemicals Industry Assn., PO Box 3794, Harare, Zimbabwe. Tel: 4-739833

Agricultural Finance Corp., Hurudza House, 14-16 Baker Ave., PO Box 369, Harare, Zimbabwe. Tel: 4-795811; FAX: 4-794932

Agricultural Marketing Authority of Zimbabwe, 45 Baker Ave., PO Box CY 517, Causeway, Harare, Zimbabwe. Tel: 4-730944/5; FAX: 4-730948

Agricultural Research Trust, PO Box MP 84, Mount Pleasant, Harare, Zimbabwe. Tel: 4-726063; FAX: 4-726061

Agronomy Inst., PO Box 8100, Causeway, Harare, Zimbabwe. Tel: 4-704531; FAX: 4-22455

Central African Textile Assn., PO Box 3794, Harare, Zimbabwe. Tel: 4-739833

Chamber of Mines, North Wing Stewart House, 4 Central Ave., PO Box 712, Harare, Zimbabwe. Tel: 4-702843/5; FAX: 4-707983

Coffee Growers Assn., PO Box 4382, Harare, Zimbabwe. Tel: 4-700205

Commercial Cotton Growers Assn., PO Box 592, Harare, Zimbabwe. Tel: 4-791881

Commercial Farmers' Union, PO Box 1241, Harare, Zimbabwe. Tel: 4-791881

Commercial Grain Producers Assn., PO Box 592, Harare, Zimbabwe. Tel: 4-791881

Confederation of Zimbabwe Industries, PO Box 3794, Harare, Zimbabwe. Tel: 4-739833; FAX: 4-702873

Commercial Farmers Union, PO Box 1241, Harare, Zimbabwe. Tel: 4-791881; FAX: 4-702481

Cotton Marketing Board, PO Box 2697, Harare, Zimbabwe. Tel: 4-739061

Cotton Promotion Council, PO Box 2673, Harare, Zimbabwe. Tel: 4-702157

Dairy Producers Assn., PO Box 1241, Harare, Zimbabwe. Tel: 4-791881

Dept. of Research and Specialist Services, Agricultural Research Centre, PO Box CY 594, Causeway, Harare, Zimbabwe. Tel: 4-704531; FAX: 4-728317

Director of Customs and Excise, Dept. of Customs and Excise, Private Bag 7715, Causeway, Harare, Zimbabwe. Tel: 4-703153; FAX: 4-790255; Telex: (0907) 22387

Dun & Bradstreet (Zimbabwe) Pvt., Ltd., Michael House, 6th Floor, Baker Ave., Harare, Zimbabwe. Tel: 4-720334/704891; FAX: 4-726189

Food Manufacturers Assn., PO Box 3794, Harare, Zimbabwe. Tel: 4-739833

Horticultural Promotion Council, PO Box 1241, Harare, Zimbabwe. Tel: 4-791881

Hotel and Restaurant Assn. of Zimbabwe, PO Box HG 306, Highlands, Harare, Zimbabwe. Tel: 4-733211

Import/Export Licensing Office, Mukwati Bldg., PO Box 8107, Harare, Zimbabwe. Tel: 4-730633

Intermediate Technology Development Group - Zimbabwe, 156A Samora Machel Ave., PO Box 1744, Harare, Zimbabwe. Tel: 4-796420; FAX: 4-796409

Law Society of Zimbabwe, Throgmorton House, Samora Machel Ave., Harare, Zimbabwe. Tel: 4-726041; FAX: 4-728489

Meat Traders Assn. of Zimbabwe, PO Box 6797, Harare, Zimbabwe. Tel: 4-720819

Ministry of Finance, Munhumutapa Bldg., Ground Floor, Samora Michel Ave., Private Bag 7705, Harare, Zimbabwe. Tel: 4-794571; Telex: 22141

Ministry of Industry and Commerce, Mukwati Bldg., 13th Floor, Fourth St., Private Bag 7708, Causeway, Harare, Zimbabwe. Tel: 4-702731; Telex: 24472

Ministry of Lands, Agriculture and Water Development, 1 Borrowdale Rd., Private Bag 7701, Harare, Zimbabwe. Tel: 4-706081

Ministry of Mines, Zimre Centre, Leopold Takawira St./Union Ave., Private Bag 7709, Harare, Zimbabwe. Tel: 4-732881; FAX: 4-794065

National Federation of Business and Professional Women of Zimbabwe, 1 Mimosa St., Mutare, Zimbabwe. Tel: 20-62429/64224

Organization of Collective Cooperatives in Zimbabwe, PO Box 66102, Kopje, Harare, Zimbabwe. Tel: 4-737663/751193

Organization of Rural Assn. for Progress, PO Box 877, Bulawayo, Zimbabwe. Tel: 9-31009/68588; FAX: 9-310088

Pig Breeders Assn., PO Box CH1, Chisipite, Harare, Zimbabwe. Tel: 4-30721

Reserve Bank of Zimbabwe, PO Box 1283, Harare, Zimbabwe. Tel: 4-790731; FAX: 4-708976 [Central Bank]

Seed Services, PO Box CY550, Causeway, Harare, Zimbabwe. Tel: 4-720370; FAX: 2634791223 [Controls sales of all seed]

Shipping and Forwarding Agents of Zimbabwe, PO Box 1934, Harare, Zimbabwe. Tel: 4-708611

Southern African Co-operative Network Zimbabwe, 87 Livingstone Ave., PO Box 706, Harare, Zimbabwe. Tel: 4-730176; FAX: 4-705121

Standards Assn. of Zimbabwe, PO Box 2259, Harare, Zimbabwe. Tel: 4-66497

Timber Promotion Council, PO Box 3645, Harare, Zimbabwe. Tel: 4-702401

Tobacco Marketing Board, PO Box UA 214, Union Ave., Harare, Zimbabwe. Tel: 4-66311

Tobacco Trade Assn., PO Box ST 180, Southerton, Harare, Zimbabwe. Tel: 4-66485

United Nations Information Centre (Zimbabwe), PO Box 4408, Union Ave, and L. Takawira, Harare, Zimbabwe. Tel: 4-791521/704679; FAX: 4-750476

U.S. Embassy, 172 Herbert Chitepo Ave., PO Box 3340, Harare, Zimbabwe. Tel: 4-794521; FAX: 4-796488

U.S. Foreign Commercial Service, 1st Floor, Century House West, Baker Ave., Harare, Zimbabwe. Tel: 4-758805/6; FAX: 4-758802

Wholesale Fruit and Vegetable Dealers Assn., PO Box 1740, Harare, Zimbabwe

Zimbabwe Agricultural Society, PO Box 442, Harare, Zimbabwe. Tel: 4-705641/705643; FAX: 4-705644

Zimbabwe Assn. of Consulting Engineers, PO Box 3337, Harare, Zimbabwe. Tel: 4-8870222

Zimbabwe Investment Centre, Royal Mutual Bldg., 45 Baker Ave., PO Box 5950, Harare, Zimbabwe. Tel: 4-790991; FAX: 4-708976

Zimbabwe National Chamber of Commerce, Equity House, 6th Floor, Resende St., PO Box 1934, Harare, Zimbabwe. Tel: 4-768611/768614; Telex: 22531 CHACOM ZW

Zimbabwe National Farmers Assn., PO Box 3057, Harare, Zimbabwe. Tel: 4-792730

Zimbabwe National Traditional Healers Assn., PO Box 116, Reliance House, Corner of Takcawira and Speke Ave., Harare, Zimbabwe. Tel: 4-751902

Zimbabwe Poultry Producers Assn., PO Box 1241, Harare, Zimbabwe. Tel: 4-791881

Zimbabwe Seed Traders' Assn., PO Box 1422, Harare, Zimbabwe. Tel: 4-61901

Zimbabwe Trust, Box 4027, 4 Lanark Rd., Belgravia, Harare, Zimbabwe. Tel: 4-730543/722957; FAX: 4-795150 [Promotes rural development]

Zimbabwe Veterinary Assn., PO Box CY 168, Causeway, Harare, Zimbabwe. Tel: 4-47111/44951; FAX: 4-732921

Zimbabwe Women's Resource Centre and Network, PO Box 2192, Harare, Zimbabwe. Tel: 4-792450/737435

ZIMTRADE, Information Services, Kurima House, 4th Floor, 89 Baker Ave., PO Box 2738, Harare, Zimbabwe. Tel: 4-731020; FAX: 4-706930

U.S.:

Embassy of the Republic of Zimbabwe, 1608 New Hampshire Ave., NW, Washington, DC 20009. Tel: 202-332-7100; FAX: 202-483-9326

Permanent Mission of Zimbabwe to the United Nations, 128 East 56th St., New York, NY 10022. Tel: 212-980-9511; FAX: 212-755-4188

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Zimbabwe, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-4824228

Select Publications:

Blackie, Malcolm J. "Realizing Smallholder Agricultural Potential." In *Zimbabwe's Agricultural Revolution*. M. Rukuni and C.K. Eicher, editors. Harare, Zimbabwe: University of Zimbabwe Publications, 1994, p. 335-447. NAL call no.: HD2131.Z8Z46 1994

BoldAds Zimbabwe Business to Business Directory & Buyers' Guide. Harare, Zimbabwe: BoldAds Ltd [annual directory of businesses in Zimbabwe]

Bradley, P.N. and K. McNamara, eds. *Living With Trees: Policies for Forestry Management in Zimbabwe*. World Bank Technical Paper no. 345. Washington, DC: World Bank, 1993. NAL call no.: HC60.W66 no.345

Chimbuya, S. et al. "Fish Marketing and Consumption in Zimbabwe." In *Marketing and Consumption of Fish in Eastern and Southern Africa: Selected Country Studies*, p. 171-186. FAO Fisheries Technical Paper no. 322, 1993. NAL call no.: SH1.F2

Cole, M. "Are We Ready for Superbird [Ostrich meat]?" *Food Manufacture International* 10, no. 3 (1993): 16-17

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Friis-Hansen, Esbern. "Current Marketing, Supply and Demand of Agricultural Seeds in Zimbabwe." *Working Paper* no. 14, Harare, Zimbabwe: Zimbabwe Institute of Devlopment Studies, 1991. NAL call no.: HD9019.S432Z55 1991

Food, Agriculture & Natural Resources: Harare, Republic of Zimbabwe, 27th-29th January 1993. [Harare, Zimbabwe?: Southern African Development Community?, 1993], 1 vol. NAL call no.: S472.A356F66 1993

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Jiriyengwa, S.J. "Grain Market Liberalization and Social Goals: The Grain Marketing Board in Zimbabwe." *Food Policy* 18, no. 4 (Aug 1993): 316-324. NAL call no.: HD9000.1.F66

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Rukuni, Mandivamba and Carl K. Eicher, eds. *Zimbabwe's Agricultural Revolution*. Harare, Zimbabwe: University of Zimbabwe Publications, 1994. NAL call no.: HD2131.Z8Z46 1994

Scott, Earl P. "Home-Based Industries: An Alternative Strategy for Household Security in Rural Zimbabwe." *Journal of Developing Areas* 29, no. 2 (Jan 1995): 183-212. NAL call no.: HC59.7 A1J6

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Swire-Thompson, A.J. "Zimbabwe - Agricultural Commodity Policy, Food Security and Trade." *Agrekon* 31 (1992): 157-160 [Conference issue]

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Tredgold, Margaret H. et al. *Food Plants of Zimbabwe: With Old and News Ways of Preparation*. Gweru, Zimbabwe: Mambo Press, 1986. NAL call no.: QK98.5.R5T7

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Zinyama, L.M. "Local Farmer Organizations and Rural Development in Zimbabwe." In *Development From Within: Survival in Rural Africa*. London: Routledge, 1992, p. 33-57. NAL call no.: HN780.Z9C643 1992

Sub-Saharan African Countries - Second Tier

Burkina Faso
Burundi
Central African Republic
Chad
Congo
Djibouti
Equatorial Guinea
The Gambia
Guinea-Bissau
Liberia
Mauritania
Rwanda
Sao Tomé and Principe
Sierra Leone
Somalia
Sudan
Togo

Introduction

There are a growing number of factors making Africa an attractive market for exporters and investors. Economic and political reforms, privatization of government-controlled companies, and trade liberalization are contributing to the growth potential of Sub-Saharan African countries. Reforms have created a demand for training in new technologies and in business and entrepreneurial skills. The U.S. Department of Agriculture and the U.S. Agency for International Development have worked with small- and medium-sized African companies to teach them a variety of business skills. African businesses, cooperatives, and farmers are becoming familiar with new technologies and newly-developed, appropriate technologies through workshops, networking, and development projects.

Existing technology development programs assist with cultivating, producing, marketing, storing, and/or processing cash crops, food crops and livestock, using a variety of technical components. Micro-enterprise development projects assist in creating, enhancing, or improving small business ventures in a variety of domains. For example, in the Congo assistance is provided in developing simple technology to enhance fish production and, in Sierra Leone, a grassroots organization assists with increasing agricultural production by using inputs, infrastructure, and training.

As the rich agricultural and natural resources of Sub-Saharan Africa become more accessible and local businesses, cooperatives, and farmers look for markets, appropriate technologies, and financial assistance, the opportunities for investing in and trading with many of the Sub-Saharan African countries should only increase.

In Part II of the *Directory*, information on exports and imports, on investment and trade barriers, and on best prospect for U.S. investments and exports is also included.

Burkina Faso

Economy:

Burkina Faso has a predominantly agricultural economy, with more than 60% of the total population dependent upon subsistence farming. Burkina Faso is one of the few Sub-Saharan African countries where economic growth (about 4.5% a year since 1983) has exceeded population growth 3.5%. Agriculture, including forestry and fishing, provided about 44% of the GDP and employed about 83% of the population in 1992. Cash crops include peanuts, shea nuts, sesame, and cotton. Food crops include sorghum, millet, corn, and rice. Burkina Faso is not self-sufficient in food grains.

Industry, including mining, manufacturing, construction and power, contributed about 20% of the GDP in 1992. Natural resources include gold, vanadium, titanium, copper, silver, and nickel deposits. The government of Burkina Faso places special emphasis on development of the mineral sector.

Due to the country's 1991-1993 structural adjustment program (SAP) with the World Bank, Burkina's government has implemented measures abolishing import monopolies, liberalizing prices, and is in the process of revising its investment, fiscal, and labor codes.

Exports:

Consisted of $300 million (f.o.b. 1992). The main export commodities included cotton, gold, and animal products. Principle markets for exports are Belgium-Luxembourg, China (Peoples Republic), the European Union countries, Cote d'Ivoire, Japan, Mali, Nigeria, Switzerland, Taiwan, Thailand, Togo, and Tunisia.

Imports:

Imports consisted of $685 million (f.o.b. 1992). Imports include: machinery, food products, and petroleum. Principle sources of imports are Belgium-Luxembourg, Cameroon, Canada, China (Peoples Republic), Cote d'Ivoire, the European Union countries, Japan, the Netherlands, Nigeria, Senegal, Taiwan, Thailand, Togo, and the United States.

Port of Entry:

None. Burkina Faso is landlocked. Cote d'Ivoire's port of Abidjan is used as a trade center for Burkina Faso.

U.S. Exports to Burkina Faso:

U.S. exports to Burkina Faso were worth $7.3. million in 1994. Major agricultural exports include: cereals, corn, dried milk, and edible oils.

Burkinabe Exports to U.S.:

Burkinabe exports to the U.S. were worth $444,789 in 1994.

Trade Activities:

Exchange control is administered by the Directorate of the Treasury in the Ministry of Finance. Transactions in foreign exchange must be carried out through authorized banks, the Postal Administration, or the West African Central Bank (BCEAO).

With the implementation of its SAP, the government has abolished most import/export monopolies. Importation of a few products (petroleum products, rice, sugar, pharmaceuticals, arms, and ammunition) requires a special authorization (ASI), delivered by the so called Guichet Unique de l'Importateur (One-stop Import Window). A technical import visa is required for plants and plant extracts, seeds and fruits used in medicine or perfumery, plant extracts and juices, tobacco, and fertilizers.

Importation of products with a value in excess of CFA 1.5 million (about USD 3,000) are subject to prior import notification, which must be made at the Guichet Unique de l'Importateur, Centre de Guchets Uniques (see contacts listing).

Customs authority is carried out by the Directeur General des Douanes. For details on Burkinabe customs tariffs, contact the customs authorities at the Direction Generale des Douanes (see contacts listing).

Food/Health/Safety Regulations:

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no foreign trade zones or free ports in Burkina Faso.

Investment/Trade Assistance:

Foreign investment is actively encouraged by the Burkinabe government. The Minister of Industry and Commerce implements provisions of Burkina Faso's investment (foreign) code and approves all investment projects, both local and foreign.

Foreign-owned firms established in Burkina have the same investment opportunities as host country organizations. American firms not registered in Burkina Faso can only compete for contracts on projects financed by the World Bank, USAID, United Nations organizations and/or the African Development Bank.

Trade/Investment Barriers:

Burkina Faso established new investment codes in 1992 which guarantee equal treatment of foreign and domestic investors in like situations. Burkina Faso does maintain a ban on the import of the following items: wheat flour from non-WAEC countries; fishing nets; ivory; oil-carrying tank trucks; used coaches, buses, and moped inner tubes from non-WAEC countries.

Best U.S. Export/Investment Prospects:

Some of the leading trade prospects include: soybean oil; fully refined head rice; nonfat dry milk; agricultural and industrial chemicals; and agricultural equipment.

List of Contacts:

(The international telephone access code is 011, and the country access code for Burkina Faso is 226.)

Burkina Faso:

Chamber of Commerce and Industry, (La Chambre du Commerce et d'Industrie du Burkina Faso), PO Box 502, Ouagadougou, Burkina Faso. Tel: 30-6114/30-6115; FAX: 30-6116

Direction Generale des Douanes, PO Box 506, Ouagadougou 01, Burkina Faso, Tel: 30-6790; FAX: 31-4213

Guichet Unique de l'Importateur, Centre de Guchets Uniques, PO Box 258, Ouagadougou 01, Burkina Faso. Tel/FAX: 30-7305

Office National du Commerce Exterieur (ONAC), ave Keo Frobenius, 01 PO Box 389, Ouagadougou. Tel: 31-1300; FAX: 31-1469

Syndicat des Commercants Importateurs et Exportateurs, 01 PO Box 552, Ouagadougou 01. Tel: 31-1870; FAX: 31-0411 [Union of importers and exporters]

Union des Cooperatives Agricoles et Maraicheres du Burkina, 01 PO Box 277, Ouagadougou 01. Tel: 30-6527; Telex: 5287 [Cooperative unions - production and marketing of fruit and vegetables]

U.S. Embassy, PO Box 35, Ouagadougou 01. Tel: 30-6723/24/25; FAX: 31-2368

U.S.:

Burkina Faso Desk Officer, U.S. Department of Commerce, Room 3317, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Burkina Faso Embassy to the U.S., 2340 Massachusetts Ave., NW, Washington, DC 20008. Tel: 202-332-5577

Select Publications:

Background Notes: Burkina Faso. Washington, DC: U.S. Department of State, Bureau of Public Affairs, 1990. 7pp.

Country Commercial Guide: Burkina Faso Economic Trends and Outlook. Washington, DC: U.S. Department of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Country Commercial Guide: Doing Business in Burkina Faso. Washington, DC: U.S. Department of Commerce, International Trade Administration, 1995

[Available through the
National Trade Data Bank]

Country Profile. Niger, Burkina Faso, 1993-94. London: The Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC1020.A1C682

Englebert, Pierre. "Burkina Faso." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 191-208 [annual publication] NAL call no.: DT30.A37

Burundi

Economy:

Burundi is predominately agricultural with only a few basic industries. Its economy depends on coffee exports and foreign aid. Agriculture, including forestry and fishing, contributed 56% of the GDP in 1992. In mid-1993, an estimated 91% of the labor force were employed in the sector. The principal cash crops are coffee, tea, and hides and skins. The main subsistence crops are cassava and sweet potatoes.

Industry, including mining, manufacturing, construction, and utilities, contributed 10.5% of GDP in 1990. Burundi has important deposits of vanadium, uranium, and nickel. In addition, petroleum deposits have been detected. The manufacturing sector consists largely of the processing of agricultural products. A native textile industry has been developed.

Since 1986, Burundi has worked with the World Bank and the International Monetary Fund (IMF), to restructure its economy. To date, Burundi has implemented several reforms including currency devaluation, tariff reductions, tax simplification, liberalization of import regulations, and increases in the prices of some basic goods. Several state-owned coffee companies were privatized in 1991.

Exports:

Exports consisted of $40.8 million (f.o.b. 1992). The main export commodities include: coffee, tea, cotton, hides and skins, tobacco and manufactures. Principal market for exports are: Belgium-Luxembourg, Germany, Rwanda, and the United States.

Imports:

Imports consisted of $188 million (c.i.f. 1992). Imports include: capital goods, petroleum products, foodstuffs, and consumer goods. Principal sources of imports are Belgium-Luxembourg, China (PR), France, Germany, Iran, Japan, Kenya, the United States, and Zambia.

Port of Entry:

Inland waterways: Lake Tanganyika; inland lake port: Bujumbura, connects to Tanzania's and Zaire's transportation systems.

U.S. Exports to Burundi:

U.S. exports to Burundi were worth $9.6 million in 1994. Major exports include: insecticides and fertilizers.

Burundian Exports to U.S.:

Burundi's exports to U.S. were worth $8.4 million in 1994. Major exports include coffee.

Trade Activities:

The Central Bank has control over foreign exchange transactions and foreign trade. Foreign exchange is made available either at the time of shipment of the goods on the supporting factors of the shipping documents or following importation of the goods.

Imports are liberalized, except for a limited number of goods [the importation of which is restricted for security reasons]. All goods imported into Burundi must be insured by approved Burundi insurers, and premiums must be paid in Burundi francs.

Customs authority is carried out by the Directeur General des Douanes, Ministere des Finances (see contacts listing) in Bujumbura.

- Customs duty in Burundi ranges from 0 to 100%. There are two customs charges: 15 to 35% revenue duty, and 2 to 5% import duty. Almost all items in the tariff have duties levied ad valorem, however, wines, liquors, salt, gasoline, and petroleum products carry specific rates of duty. All imports are subject to a service tax of 4% ad valorem, in addition to applicable customs duties; a 15% transaction tax is levied on all commercial transactions.

- Preferential treatment is extended to imports from the Economic Community of States of Central Africa (ECSCA). Burundi is an adherent to the 20-member Common Market for Eastern and Southern Africa (COMESA), and many Burundian goods can enter Europe duty and quota free through the European Community's Lomé Convention. Some Burundian goods are also eligible to receive preferential duty free entry into the United States under the terms of the U.S. Generalized System of Preferences (GSP).

Food/Health/Safety Regulations:

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant

Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

In August 1992, Burundi established a nation-wide free trade zone.

Investment/Trade Assistance:

Foreign investment is actively encouraged by the Burundian government. The government has instituted revenue enhancing measures through reforms in tax and tariff regulations. Reform and privatization of parastatal enterprises is also underway. Exclusive foreign ownership is a possibility, as are joint venture operations with Burundi private investors or the Burundi government.

Best U.S. Export/Investment Prospects:

Best prospects for U.S. business are in the agriculture and manufacturing sectors. Privatization of the coffee industry and the government's efforts to develop the mining sector offer the best larger-scale prospects. Other investment opportunities include flowers and ornamental plants, fresh and dried fruits and plants, essential oils, jewelry production, toys, and sporting goods.

Burundi is eligible for Eximbank and OPIC programs.

List of Contacts:

(The international telephone access code is 011, and the country access code for Burundi is 257.)

Burundi:

APEE - Agence de Promotion des Echanges Exterieurs, PO Box 3535, 27 rue de la Victoire, Bujumbura. Tel: 22-5497; FAX: 22-2767

Chambre de Commerce, d'Industrie, d'Agriculture et d'Artisanat du Burundi, PO Box 313, ave du 18 Septembre, Bujumbura. Tel: 22-2280; FAX: 22-7895

Directeur General des Douanes, Ministere des Finances, PO Box 495, Bujumbura. Tel and FAX: 22-5931

Fonds de Economique, PO Box 270, Bujumbura. Tel: 22-5562l Telex: 80 [Finance and promote industrial, agricultural, and commercial activities]

Institut des Sciences Agronomiques du Burundi (ISABU), PO Box 795, Bujumbura. Tel: 22-3384 [Scientific development of agriculture and livestock]

Ministere du Commerce et de l'Industrie, Department du Commerce Exterieur, PO Box 492, Bujumbura. Tel: 22-4935; FAX: 22-5595

U.S. Embassy at Bujumbura, PO Box 34, 1720 ave des Etats-Unis. Tel: 22-3454; FAX: 22-2926; AID-Tel: 22-5951; FAX: 22-2986

U.S.:

Burundi, Country Desk Officer, U.S. Department of Commerce, Room 3317, 14th St., and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4228

Burundi Embassy to the U.S., 2233 Wisconsin Ave., NW, Ste 212, Washington, DC 20007. Tel: 202-342-2574; FAX: 202-342-2578

Burundi, Honorary Consulate, 4250 N. Marine Dr., Apt. 1021, Chicago, IL 60613. Tel: 312-929-1012

Burundi, Office of the Permanent Mission to the United Nations, 336 E. 45th St., 12th Floor, New York, NY 10017. Tel: 212-687-1180

Select Publications:

Burundi, Regional Programs-Africa. Washington, DC: U.S. Agency for International Development, 1994 [Available through the National Trade Data Bank]

Country Commercial Guide: Burundi. Washington, DC: U.S. Department of Commerce, International Trade Administration, 1993 [Available through the National Trade Data Bank]

Country Report. Uganda, Rwanda, Burundi. London, The Economist Intelligence Unit, 1995 [quarterly publication] NAL call no.: HC840.A1C68

Ndiaye, Cheikh. *Report on the Agro-Industrial Sector and the Framework of Technology Transfer in Burundi.* New York, NY: United Nations, United Nation Conference on Trade and Development, 1992. 92 pp. NAL call no.: HD9017.B94R47 1992

Reyntjens, Filip. "Burundi." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 209-223. [annual publication] NAL call no.: DT30.A37

Central African Republic

Economy:

The Central African Republic's (CAR) economy is based on subsistence agriculture and forestry. More than 70% of the population live in rural areas and agriculture accounts for about half of GDP. Timber accounts for 26% of export earnings and the diamond industry for 54%. The principal cash crops are cotton, coffee, tobacco, and timber. The principal food crops are cassava, sorghum, manioc, yams, millet, corn, and bananas. The CAR has begun producing palm oil and sugar to replace imports.

Diamonds are the main mineral being mined, but gold is also being exploited. There are uranium deposits at Bakouma, but they have been largely unexploited.

Textiles are the main industry. Most industrial activity is located in Bangui, which includes a car assembly and spare-parts plant, furniture workshops, soap factories, corrugated iron, plywood and prefabricated housing, food and drinks processing plants, and a textiles factory.

Exports:

Exports consisted of $123.5 million (f.o.b. 1992). The main export commodities include: diamonds, timber, cotton, coffee, and tobacco. Principal markets for exports are France, Belgium, Italy, Japan, and the United States.

Imports:

Imports consisted of $165.1 million (f.o.b. 1992). Imports include: food, textiles, petroleum products, machinery, electrical equipment, motor vehicles, chemicals, pharmaceuticals, consumer goods, and industrial products. Principal sources of imports are France, other European Community countries, Japan, and Algeria.

Port of Entry:

The Central African Republic is landlocked. Shipments are usually made to ports in the Congo and Zaire.

U.S. Exports to the Central African Republic:

U.S. exports to the CAR were worth $2.5 million in 1994. Principal commodities exported in 1990 were displacement pumps, corn, flour, and radio and medical equipment.

Central African Republic Exports to U.S.:

CAR's exports to the U.S. were worth $249,152 in 1994. Principal commodities exported to the U.S. in 1990 were tobacco and diamonds.

Trade Activities:

Transactions by the private sector in foreign exchange must be carried out with banks authorized by the Minister of Finance. The Office of Foreign Financial Relations of the Ministry of Finance is responsible for supervising foreign direct investment.

All imports from the United States require import licenses, issued by the Director of Foreign Trade, Ministry of Commerce and Industry.

Customs authority is carried out by the Directeur General des Douanes et Droit Indirects (see contacts listing) in Bangui.

- Ad valorem duties are assessed on the c.i.f. value of goods.
- Preferential treatment is extended to imports from the Central African Customs and Economic Union and the Economic Community of the States of Central Africa.

Food/Health/Safety Regulations:

Sanitary certificates are mandatory for the importation of various plants and plant products (such as banana plants, cacao plants, coffee plants, sugar cane, raw cotton, cottonseeds, and cotton plants), and all containers containing either earth or compost.

Please refer to Part I, other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

None.

Investment/Trade Assistance:

Foreign investment is welcomed by the government. The Investment Code guarantees that all enterprises, whether foreign or domestically owned, receive equal treatment under the law. New enterprises, except those engaged in the resale of goods they didn't produce, are eligible for certain benefits including: income

tax relief, reduced import duties on new and used equipment and spare parts, and exemption from real estate taxes for the first three years of operation.

Trade/Investment Barriers:

The Central African Republic prohibits the importation of all firearms. Importers must obtain special authorization from applicable ministries for the import of the following commodities: firearms (Ministry of the Interior); medicines, vaccines, viruses and toxins, medicinal compounds, and antibiotics (Inspecteur Chef de Pharmacie of the Ministry of Health)

Best U.S. Export/ Investment Prospects:

The investment opportunities are most favorable for projects funded by outside sources.

Some of the leading trade prospects include: dairy and livestock, food processing, and logging and timber-handling machinery. There are opportunities in the energy sector, particularly in hydroelectric generating equipment and solar panels. Some prospects also exist in light manufacturing or assembly equipment.

List of Contacts:

(The international telephone access code is 011, and the country access code for the Central African Republic is 236.)

Central African Republic:

Agence de Developpement de la Zone Cafeiere (ADECAP), BP 1935, Bangui. Tel: 614730 (Coffee producers' Association; assists coffee marketing cooperatives)

Chambre d'Agriculture, d'Elevage, des Eaux, Forets, Chasses, Peches et Tourisme, BP 850, Bangui. Tel: 610933

Chambre de Commerce, d'Industrie, des Mines et de l'Artisanat (CCIMA), BP 813, Bangui. Tel: 614255; Telex: 5261

Directeur General des Douanes et Droits Indirect, BP 425, Bangui. Tel: 614761; FAX: 613561; Telex: 5226

Institut de Recherches du Cafe, du Cacao, et Autres Plantes Stimulantes, Central African Republic (Central African Republic Coffee, Cocoa, and other Stimulant Plants Research Institute), BP 44, M'Baiki, Boukoko

Ministere des Finances, du Commerce, de l'Industrie, des Petites et Moyennes Entreprises, Service du Commerce Exterieur, BP 1988, Bangui. Tel: 614488; Telex: 5215 RC

U.S. Embassy, Commercial Section, Avenue David Dacko, BP 924, Bangui. Tel: 610200, 612578, 614333, or 610210; FAX: 614494; Telex: 5287 RC

U.S.:

Central African Republic Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave. NW, Washington, DC 20230. Tel: 202-482-4228

Central African Republic Embassy to the U.S., 1618 22d St. NW, Washington, DC 20008. Tel: 202-483-7800; FAX: 202-332-9893; Telex: 6731291 AMBCA

Select Publications:

Country Profile. Cameroon, Central African Republic, Chad. London: The Economist Intelligence Unit, 1995 [annual publication] NAL call no.: HC995.A1Q832

Country Report. Cameroon, Central African Republic, Chad. London: The Economist Intelligence Unit [quarterly publication] NAl call no.: HC995.A1Q83

Foreign Economic Trends and Their Implications for the United States: Central African Republic. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1992. NAL call no.: HF1410.F6

Hilling, David, Pierre Englebert, and Diana Hubbard. "The Central African Republic." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 258-272 [annual publication] NAL call no.: DT30.A37

Chad

Economy:

Chad is one of the poorest countries in the world and is highly dependent on foreign aid. The economy rests on agriculture and cattle herding, which account for almost 50% of GDP. Cotton is the principal cash crop and contributes more than 50% of Chad's export earnings. Food crops include sorghum, millet, peanuts, rice, potatoes, and manioc. Livestock includes cattle, sheep, goats, and camels, although herds are greatly reduced due to the effects of the recent drought. Fishing was an important economic activity in the Lake Chad region, but the drought virtually eliminated fishing as a commercial activity.

The only mineral being commercially exploited is natron (sodium carbonate). Deposits of uranium, gold, bauxite, limestone, kaolin, gypsum, tin, and wolfram have been found but haven't been mined. Oil deposits have been discovered, and a consortium of oil companies intends to exploit them.

Agricultural processing is the most common type of industry. Cotton processing is the major activity. Livestock processing, brewing, and manufacturing soap and cigarettes also contribute to the economy. Much of the manufacturing is done in small establishments and craft industries that are part of the informal sector and, therefore, aren't included in official statistics.

Before the civil war, tourism was an important industry because of the national parks, game reserves, and prehistoric rock paintings.

Exports:

Exports consisted of $190 million (f.o.b. 1992). The main export commodities include: cotton, cattle, textiles, and fish. Principal markets for exports are France, Nigeria, and Cameroon.

Imports:

Imports consisted of $261 million (f.o.b. 1992). Imports include: machinery and transportation equipment, industrial goods, petroleum products, and food. Principal sources of imports are the United States, France, Nigeria, and Cameroon.

Port of Entry:

Chad is landlocked. The closest port is Douala, Cameroon, over 1,000 kilometers away.

U.S. Exports to Chad:

U.S. exports to Chad were worth $7.5 million in 1994.

Chad's Exports to U.S.:

Chad's exports to the U.S. were worth $1.8 million in 1994.

Trade Activities:

Transactions by the private sector in foreign exchange must be carried out with banks authorized by the External Finance and Exchange Control Subdirectorate of the Minister of Finance. All significant import transactions relating to foreign countries must be domiciled with an authorized bank. Import licenses authorize importers to purchase the required exchange when the shipping documents are submitted to the authorized bank.

All imports from the United States require import licenses, issued by the Foreign Trade Office of the Ministry of Commerce and Industry.

Customs authority is carried out by the Directeur General des Douanes et des Droits Indirects (see contacts listing) in N'djamena:

- Ad valorem duties are assessed on the c.i.f. value of goods.
- Additional taxes are: Turnover tax, applied to many imported goods; Community Integration Tax, on intermediate goods and consumer goods; Excise Taxes, on products such as beer, wine and spirits, tobacco, perfumes and cosmetics, household electrical products, eggs, and salt.
- Preferential treatment is extended to imports from the Central African Customs and Economic Union and the Economic Community of the States of Central Africa.

Food/Health/Safety Regulations:

Sanitary certificates are mandatory for the importation of various plants and plant products (such as banana plants, cacao plants, coffee plants, sugar cane, raw cotton, cottonseeds, and cotton plants), and all containers containing either earth or compost.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant

Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

None.

Investment/Trade Assistance:

Foreign investment is welcomed by the government. Foreign acquisition of, or merger with, existing companies is allowed without regulatory restraint. While Chad's overall economic policy doesn't discriminate against foreign companies, it does permit the government to designate particular industries as strategic which would allow it to close these sectors to foreign investment. All applications for a business license must be approved by the Ministry of Commerce and the Ministry of Plan and Cooperation.

Trade/Investment Barriers:

All import licenses for sugar and a specified brand of cigarettes have been suspended. There are global quotas for imports from non-EU countries outside the Operations Account Area and a special quota for imports of cotton textiles from countries that they have determined have a special advantage. There are also global quotas for imports of wheat, wheat flour, and sugar from EU countries, countries in the Operations Account Area, and other countries.

Best U.S. Export/ Investment Prospects:

Best opportunities are in donor-financed projects, engineering, construction, public health, or agribusiness.

List of Contacts:

(The international telephone access code is 011, and the country access code for Chad is 235.)

Chad:

Chambre Consulaire, BP 458, N'Djamena. Tel: 515264; Telex: 5248 kd

Directeur des Douanes et des Droits Indirects, BP 427, N'Djamena

Direction du Tourisme, des Parcs Nationaux et Reserves de Faune, BP 86, N'Djamena. Tel: 512303; FAX: 572261; Telex: 5358

Office National de Developpement Rural (ONDR), BP 896, N'Djamena. Tel: 514864

Office National des Cereales (ONC), BP 21, N'Djamena. Tel: 513731 [Production and marketing of cereals]

Societe Nationale de Commercialisation du Tchad (SONACOT), BP 630, N'Djamena. Tel: 3047; Telex: 5227 sonacot kd [76% state-owned; national marketing, distribution and import-export company]

Societe Tchadienne d'Import/ Export, N'Djamena. Telex: 5267 sotimex kd

U.S. Embassy, Avenue Felix Eboue, BP 413, N'Djamena. Tel: 514009, 514759, or 516218; FAX: 513372; Telex: 5203 KD

U.S.:

Chad Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave. NW, Washington, DC 20230. Tel: 202-482-4228

Republic of Chad Embassy to the U.S., 2002 R St. NW, Washington, DC 20009. Tel: 202-462-4009; FAX: 202-265-1937

Select Publications:

Background Notes: Chad. Washington, DC: U.S. Dept. of State, Office of Public Communication, 1992 [Available through the National Trade Data Bank]

Chad: A Country Study, edited by Thomas Collelo [*Area Handbook Series*] 2d ed. Washington, DC: U.S. Department of the Army, 1990. NAL call no.: DT546.A7 1990

Country Profile. Cameroon, Central African Republic, Chad. London: The Economist Intelligence Unit, 1995. [annual publication] NAL call no.: HC995.A1Q832

Country Report. Cameroon, Central African Republic, Chad. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC995.A1Q83

Hilling, David, Bernard Lanne, and Kojo S. Amanor. "Chad." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 273-291 [annual publication] NAL call no.: DT30.A37

Congo

Economy:

In 1990, Congo became Africa's fourth largest oil producer. It has one of the highest per capita incomes in Sub-Saharan Africa. Congo has extensive forests and timber accounts for most of the remaining exports, after oil.

Congo has considerable agricultural potential, but relies on imports to feed its large urban population. Principal cash crops are: coffee, cocoa, sugar, and palm oil. Principal food crops are: cassava (90% of food output), rice, corn, peanuts, yams, potatoes, fruit, and other vegetables. There is little livestock rearing due to the shortage of suitable pasture and the tsetse fly.

Mining is mainly small-scale mining for diamonds and gold. There are also reserves of potash, clay, bituminous sand, phosphates, iron ore, zinc, and lead, but these are largely unexploited.

The manufacturing sector is small. Manufacturing includes oil refining, cement, agricultural/food processing, textiles, and the production of sawn timber, veneer, and plywood. The government requires that timber companies process at least 60% of their production locally.

Exports:

Exports consisted of $1.1 billion (f.o.b. 1993). The main export commodities include: crude oil (83%), lumber, plywood, sugar, cocoa, coffee, and diamonds. Principal markets for exports are: France, Belgium, Italy, Japan, and the United States.

Imports:

Imports consisted of $472 million (c.i.f. 1991). Imports include: intermediate manufactures, capital equipment, construction materials, and food. Principal sources of imports are the United States, Italy, France, Spain, and other EC countries.

Port of Entry:

The major port is Porte-Noire.

U.S. Exports to Congo:

U.S. exports to Congo were worth $38 million in 1994.

Congo's Exports to U.S.:

Congo's exports to the U.S. were worth $403 million in 1994.

Trade Activities:

Transactions by the private sector in foreign exchange must be carried out with banks authorized by the General Directorate of the Minister of Finance and the Budget.

Import licenses are issued by the Foreign Trade Directorate of the Ministry of Commerce.

Customs authority is carried out by the Directeur General des Douanes et Droit Indirects (see contacts listing) in Brazzaville.

- Ad valorem duties are assessed on the wholesale market value of the goods in the country of origin plus all costs and expenses up to the time of the goods' arrival in a Congolese port. For goods on which the duties are chargeable by weight, the duty is levied on the net weight, unless otherwise specified in the tariff.
- Preferential treatment is extended to imports from the Central African Customs and Economic Union and the Economic Community of the States of Central Africa.

Food/Health/Safety Regulations:

Sanitary certificates are mandatory for the importation of various plants and plant products (such as banana plants, cacao plants, coffee plants, sugar cane, raw cotton, cottonseeds, and cotton plants), and all containers containing either earth or compost.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

None.

Investment/Trade Assistance:

The U.S. and Congo have ratified a bilateral investment treaty. This, in combination with a new investment code passed in 1992, offers various tax holidays and incentives for different types of investment and assures that firms from the United States will receive treatment equal to the best terms that are granted to domestic companies.

Trade/Investment Barriers:

Sustained personal contacts are a key to being successful in doing business in Congo. The availability of service after a sale may be essential, especially where equipment is concerned.

The bureaucracy is large and inefficient; the tax system is burdensome, labor is expensive, and local production costs are high. The consumer market is small. In a country of 2.5 million people, only 120,000 are employed in the formal economy.

Best U.S. Export/ Investment Prospects:

The oil industry will continue to provide the most likely trade prospects. The government has attempted to diversify its trade partners and this has resulted in purchases of oil equipment and field services from American companies. Purchases of food are largely dependent on PL-480 financing. If the Congolese forestry industry expands, this may provide opportunities to market forestry equipment. American consumer goods are attractive to Congolese buyers, but the market is small.

List of Contacts:

(The international telephone access code is 011, and the country access code for Congo is 242.)

Congo:

Centre Congolais du Commerce Exterieur (CCCE), BP 127, Brazzaville. Tel: 832966; Telex: 5210 kg

Chamber of Commerce, Agriculture and Industry, BP 92, Brazzaville. Tel: 832115; Telex: 5210

Directeur General des Douanes et Droits Indirects, Direction Generale des Douanes, Ministere de l'Economie, des Finances, et du Plan, BP 75, Brazzaville. Tel: 831353; FAX: 831353; Telex: (0981) 4004

Ministry of Commerce, BP 2098, Brazzaville. Tel: 831979

Ministry of Finance, Economy, and the Budget, BP 2031, Brazzaville. Tel: 834324; Telex: 5210

Ministry of Industry, Craft, Commerce, and Small and Medium Enterprises, Brazzaville. Tel: 831827; Telex: 5210

Office du Cafe et du Cacao (OCC), BP 2488, Brazzaville. Tel: 831903; Telex: 5273

Office National du Commerce, BP 2305, Brazzaville. Tel: 834399; Telex: 5309

Office National de Commercialisation des Produits Agricoles (ONCPA), Brazzaville. Tel: 832401; Telex: 5273

U.S. Embassy, Avenue Amilcar Cabral, BP 1015, Brazzaville. Tel: 832070; FAX: 836338; Telex: 5367 KG

U.S.:

Congo Desk Officer, U.S. Dept. of Commerce, 14th St. and Constitution Ave. NW, Washington, DC 20230. Tel: 202-482-5149; FAX: 202-5198

Congo Embassy to the U.S., 4891 Colorado Ave. NW, Washington, DC 20011. Tel: 202-726-5500; FAX: 202-726-1860

Select Publications:

Country Commercial Guides: Congo: Commercial Overview. Washington: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Country Profile. Congo, Sao Tome and Principe, Guinea-Bissau, Cape Verde. London: The Economist Intelligence Unit, 1995 [annual publication] NAL call no.: HC980.A1Q832

Country Report. Congo, Sao Tome and Principe, Guinea-Bissau, and Cape Verde. London: The Economist Intelligence Unit [quarterly publication] NAl call no.: HC980.A1C69

Diafouka, A. "Medicinal Plants Sold in Brazzaville Markets." *Acta Horticulturae.* v.332 (August 1993): 95-103. NAL call no.: 80.Ac82

Hilling, David, Perre Englebert, and Edith Hodgkinson. "The Congo." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 306-322 [annual publication] NAL call no.: DT30.A37

Djibouti

Economy:

Djibouti's economy is based on service activities related to the country's strategic location and status as a free trade zone in northeast Africa. Djibouti provides services as both a transit port for the region and an international transshipment and refueling center. Two-thirds of Djiboutians live in the city of Djibouti and the unemployment is over 30%. Djibouti is heavily dependent on foreign assistance.

Agriculture is limited because of the arid climate. Fruits and vegetables are grown, and nomadic herders raise goats, sheep, and camels.

There is no mining in Djibouti, although deposits of perlite, limestone, gypsum, salt, and diatomites have been discovered. Energy resources are very limited. Djibouti has to import all petroleum products.

The manufacturing sector is small. Only 13 plants employ more than 10 workers. These plants include a soap and detergent factory, a Coca-Cola plant, a flour mill, and an ice factory.

Exports:

Exports consisted of $184 million (f.o.b. 1994). Most exports are in transit to other countries. Major commodities are hides and skins, and coffee. Major export destinations were Somalia and Yemen.

Imports:

Imports consisted of $384 million (f.o.b. 1994). Major commodities include: foods, beverages, transport equipment, chemicals, and petroleum products. Principal sources of imports are France, the United Kingdom, Saudi Arabia, Bahrain, and South Korea.

Port of Entry:

The major port is the port of Djibouti.

U.S. Exports to Djibouti:

U.S. exports to Djibouti were worth $6.7 million in 1994.

Djiboutian Exports to U.S.:

Djibouti's exports to the U.S. were worth $62,202 million in 1994.

Trade Activities:

There is no exchange control.

Djibouti has a free trade zone in the port of Djibouti.

Customs duties aren't charged on imports, but a general consumption tax of 33% on luxury goods and 20% on all other goods is charged . Some commodites, such as alcoholic beverages, non-carbonated mineral water, petroleum products, khat, and tobacco, are subject to a surtax. Other taxes are charged on imported milk products and fruit juice.

Also, port duties must be paid on all goods being loaded or unloaded or for which other services of the Port of Djibouti are used.

Food/Health/Safety Regulations:

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Even though Djibouti was established as a free trade zone in 1949 and all customs regulations and tariffs were abolished in 1953, the territory as a whole does not constitute a free trade zone, only the free trade zone in the port of Djibouti.

Djibouti has declared the whole country an Export Processing Zone (EPZ). However, a piece of land near the city of Djibouti is being developed for use by interested companies.

Investment/Trade Assistance:

A new investment code was passed in 1984. Companies are eligible for tax relief and other benefits from the government.

Trade/Investment Barriers:

The market is very small. Although the population is estimated to be 421,320 as of July 1994, only 21,640 were in registered employment. The remainder of the labor force was in the informal sector, seasonal employment, unregistered labor or were nomadic. In addition, the unemployment rate is over thirty percent.

Best U.S. Export/Investment Prospects:

Some of the leading trade prospects are: drugs, agricultural and construction equipment and machinery, food (wheat, corn, vegetable oil, soybeans, and soybean oil), textiles, passenger cars, trucks, wrapper tobacco, fertilizers, pesticides, electrical equipment, wood products, food processing and packaging machinery, micro and minicomputers, medical equipment and supplies, generators, and small appliances which can be put together locally.

List of Contacts:

(The international telephone access code is 011, and the country access code for Djibouti is 253.)

Djibouti:

Chambre Internationale de Commerce et d'Industrie de Djibouti, Place Lagarde, BP 84, Djibouti. Tel: 351070; Telex: 5957

Government Council, Djibouti, Tourist Development Office, PO Box 1938, Djibouti

Ministry of Agriculture and Nomadic Development, BP 453, Djibouti. Tel: 351297; Telex: 5871

Ministry of Economy and Commerce, BP 1846, Djibouti. Tel: 351682; Telex: 5871

Office National d'Approvisionnement et de Commercialisation (ONAC), BP 75, Djibouti. Tel: 350327; Telex: 5933

Office National du Tourisme et de l'Artisanat (ONTA), Place du 27 Juin, BP 1938, Djibouti. Tel: 353790; FAX: 356322; Telex: 5938

U.S. Embassy, Commercial Section, Plateau du Serpent Blvd., Marechal Joffre, BP 185, Djibouti. Tel: 353995; FAX: 353940

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave. NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Djibouti Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave. NW, Washington, DC 20230. Tel: 202-482-4564

Djibouti Embassy, 1156 15th St. NW, Ste. 515, Washington, DC 20005. Tel: 202-331-0270; FAX: 202-331-0302

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Background Notes: Djibouti. Washington, DC: Dept. of State, 1995 [Available through the National Trade Data Bank]

Country Profile. Ethiopia, Eritrea, Somalia, Djibouti. London: The Economist Intelligence Unit, 1995 [annual publication] NAL call no.: HC840.A1C685

Country Report. Ethiopia, Eritrea, Somalia, Djibouti. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC840.A1C69

Lewis, I.M. and Miles Smith-Morris. "Djibouti." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 346-356 [annual publication] NAL call no.: DT30.A37

Market Research Reports: Djibouti - Export Processing Zone Overview - IMI950928. Washington, DC: Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Schraeder, Peter J., comp. *Djibouti.* [*World Bibliography Series*, v. 118] ABC-Clio, 1991

United Nations Industrial Development Organization. Regional and Country Studies Branch. *Djibouti: Economic Diversification Through Industrialization.* New York: United Nations, 1989

Equatorial Guinea

Economy:

Equatorial Guinea's economy is based on subsistence agriculture. Agriculture, forestry, and fishing account for about half of GDP and almost all exports. Cash crops are timber, coffee, cocoa, and tobacco. Food crops include rice, yams, cassava, bananas, oil palm nuts, manioc, and livestock. Approximately two-thirds of the labor force is in agriculture.

Deposits of titanium, iron ore, manganese, uranium, and alluvial gold have been discovered, but are currently unexploited. Exports of oil and natural gas are increasing and both industries are being developed.

Most businesses are owned by government officials and their families. Commerce accounts for about 8% of GDP and the construction, public works, and service sectors for about 38%.

Exports:

Exports consisted of $56 million (f.o.b. 1993). The main export commodities include: coffee, timber, cocoa beans, and tobacco. Principal markets for exports are Spain, Nigeria, and Cameroon.

Imports:

Imports consisted of $62 million (c.i.f. 1993). Imports include: petroleum, food, beverages, clothing, and machinery. Principal sources of imports are Cameroon, Spain, France, and the United States.

Port of Entry:

Equatorial Guinea uses the ports of Bata, Luba, and Malabo.

U.S. Exports to Equatorial Guinea:

U.S. exports to Equatorial Guinea were worth $1.9 million in 1994.

Equatorial Guinean Exports to U.S.:

Equatorial Guinea's exports to the U.S. were worth $326,224 in 1994.

Trade Activities:

Transactions by the private sector in foreign exchange must be carried out through banks authorized by the Directorate General of Exchange Control (ONCC) of the Ministry of Finance. All import transactions valued at more than CFAF 50,000 must be domiciled by an authorized bank. Settlements for imports brought in under an import license benefit from the authorization of uninterrupted transfer given to the authorized banks by the Ministry.

Import and export licenses are issued by the Ministry of Commerce and Industry. Licenses are required for all imports valued at more than CFAF 50,000, but licenses are issued freely.

Customs tariffs follow a schedule set by the Economic and Customs Union of Central Africa (UDEAC).

- Ad valorem duries are assessed on the c.i.f. value of the goods at the time they are declared for customs. For some imported items, the duty is fixed by the government. For goods on which the duty is chargeable by weight, the duty is levied on net weight unless otherwise specified in the tariff.
- All imports are charged the following additional taxes: Turnover Tax, levied on many imported goods (10% for most goods, but 5% for most food); Community Integration Tax, levied on intermediate goods and consumer goods entering to be consumed in Equatorial Guinea; Excise taxes, levied on products such as beer, wine and spirits, tobacco, perfumes, and cosmetics, etc.
- Preferential treatment is given imports from the countries of the Economic Community of the Stataes of Central Africa (ECSCA).

Food/Health/Safety Regulations:

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

None.

Investment/Trade Assistance:

An investment law was passed in 1979 that liberalized existing provisions in order to encourage foreign investment. Under this law, there are three categories of foreign investment: investments "of national interest" (primarily in industrial or forestry enterprises engaged in the export trade); investments "of national interest" (primarily enterprises that ease dependency on imports); and nonqualified investments.

In 1984, the U.S. and Equatorial Guinea signed a Overseas Private Investment Corp. agreement.

Trade/Investment Barriers:

Although income from investments may be transferred abroad, it is subject to taxes.

Best U.S. Export/Investment Prospects:

Food, beverages, tobacco, fuels, lubricants, manufactured goods, and chemical products.

List of Contacts:

(The international telephone access code is 011, and the country access code for the Central African Republic is 240.)

Equatorial Guinea:

Camara de Comercio, Agricola y Forestal de Malabo, Apdo 51, Malabo. Tel: 151; Telex: 5405 gbnom eg

Empresa General de Industra y Comercio, Malabo

Ministerio de Economia y Comercio, Malabo. Tel: 2043; Telex: 5405 gbnom eg

Ministry of Foreign Affairs, Malabo. Tel: 3220

Sociedad Anonima de Desarollo del Comercio, Malabo

U.S. Embassy, Commercial Section, Calle de Los Ministros, Apdo 597, Malabo. Tel: 2406; FAX: 2164

U.S.:

Corporate Council on Africa, 1666 Connecticut Ave. NW, Ste. 510, Washington, DC 20009. Tel: 202-667-7330; FAX: 202-667-6111

Embassy of Equatorial Guinea to U.S., 57 Magnolia Ave., Mount Vernon, NY 10553. Tel: 914-667-6913; FAX: 914-667-6838

Equatorial Guinea Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave. NW, Washington, DC 20230. Tel: 202-492-4388

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Country Profile. Gabon, Equatorial Guinea. London: The Economist Intelligence Unit, 1995 [annual publication] NAL call no.: HC975.A1C69

Country Report. Gabon, Equatorial Guinea. London: The Economist Intelligence Unit [quarterly publication] NAI call no.: HC980.A1Qb3

Pelissier, Rene and W.G. Clarence-Smith. "Equatorial Guinea." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 357-366 [annual publication] NAL call no.: DT30.A37

The Gambia

Economy:

The Gambia, with a population of just over one million, is the smallest country on the continent of Africa. About 75% of the population is engaged in crop production and livestock raising, mostly at the subsistence level. Agriculture contributes 30% of Gambia's GDP. The major export crop is peanuts. Other important crops include: rice (a staple food), millet, sorghum, corn, cassava, and palm kernels. Forestry and fishing resources in Gambia are not fully exploited.

The industrial sector includes: peanut processing (the largest industry in the country), construction, brewing, soft drinks, small woodworking and metal working, and clothing production. Gambia has no important mineral or other natural resources. The industrial sector contributes about 10% of Gambia's GDP.

Almost one-third of the economic activity of Gambia is based on re-export trade. Gambia serves as a transshipment point for several neighboring countries.

In recent years, the main growth areas of Gambia's economy have been horticulture, fisheries (especially shrimp), and tourism. For continued development of these underexploited sectors, Gambia will need investment assistance in the coming years.

Exports:

Exports consisted of $164 million (1992 est. f.o.b.). Exports include: peanuts and peanut products, re-export of products to neighboring countries, fish products (shrimp, lobster), cotton lint, and palm kernels. Major trade partners are Japan, Europe (especially the U.K.), other West African countries, and the U.S.

Imports:

Imports consisted of $214 million (1992 est. f.o.b.). Imports include: foodstuffs, raw materials, fuel, machinery and transport equipment, and basic manufactures. Major trade partners: Europe, Asia (especially China), the Commonwealth of Independent States, Eastern Europe, and the U.S.

Port of Entry:

Banjul, the capital of Gambia, is located on Gambia's very narrow coast on the Atlantic Ocean. Banjul is a modern, efficient port with facilities for ocean vessels and for vessels using the Gambia River for commerce.

U.S. Exports to Gambia:

U.S. exports to Gambia were worth $3.9 million in 1994.

Gambian Exports to U.S.:

Gambia's exports to the U.S. were worth $2.4 million in 1994.

Investment/Trade Activities:

Foreign exchange controls were repealed in 1992. There are no exchange controls in The Gambia.

Most imports are freely permitted under open general licenses. Excise taxes are levied on selected items including peanut oil, soap, confectioneries, beer and stout, and soft drinks.

Customs authority is carried out by the Director General of Customs and Excise (see contacts listing) in Banjul.

- Most customs duties are ad valorem, based, for the most part, on c.i.f. value
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).

Food/Health/Safety Regulations:

The Gambia requires rice imports to be accompanied by a certificate of fumigation from the port of shipment. Also, wheat flour imported into The Gambia has specific packaging requirements. The Gambia also has specific requirements for the importation of vegetable seeds.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

The Gambia currently does not have free/foreign trade zones or export processing zones. An industrial estate has been set up near the capital and port of Banjul. Imported manufacturing machinery and equipment and other inputs may be exempted from customs duties.

Investment/Trade Assistance:

For current information on trade and investment opportunities in Gambia contact the U.S. Embassy, the National Investment

Board, and the Gambia Chamber of Commerce and Industry in Banjul (see contacts listing). In addition, the Country Desk Officer for Gambia at the U.S. Department of Commerce can assist potential U.S. traders and investors.

Investment/Trade Barriers:

Besides traditional ties with the United Kingdom and the small size of Gambia's internal market, recent economic sanctions by Western governments limit opportunities for U.S. exporters and investors.

Best U.S. Export/Investment Prospects:

The best prospects for U.S. exporters include: foodstuffs, transport equipment, food processing machinery, textiles, lumber, and medicines.

List of Contacts

(The international telephone access code is 011, and the country access code for Gambia is 220.)

Gambia:

Director General of Customs and Excise Dept, Customs House, Wellington St., Banjul, The Gambia. Tel: 28238; FAX: 28943

Gambia Chamber of Commerce and Industry, 78 Wellington St., PO Box 33, Banjul, The Gambia. Tel: 27765; FAX: 29748

Ministry of Agriculture and Natural Resources, The Quadrangle, Banjul, The Gambia. Tel: 22147; FAX: 229546

Ministry of Trade, Industry and Employment, Trade Division, Central Bank Bldg., Buckle St., Banjul, The Gambia. Tel: 228229. Telex: 2293

The National Investment Board, Independence Dr., Banjul, The Gambia. Tel: 011220/28168; FAX: 011220/29220

National Trading Corp. of The Gambia, Ltd., PO Box 61, 1-3 Wellington St., Banjul, The Gambia. Tel: 28395; Telex: 2252

U.S. Embassy, Commercial Section, Kairaba Ave., PMB 19, Fajara, Banjul, The Gambia. Tel: 392856/391970; FAX: 392475

U.S.:

Gambia, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

The Gambian Embassy, 1155 15th St., NW, Ste. 1000, Washington, DC 20005. Tel: 202-785-1399; FAX: 202-785-1430

Select Publications:

Akinboade, O.A. "Agricultural Policies and Performance in The Gambia." *Journal of Asian and African Studies* 29, no. 1/2 (1994): 36-64

Background Notes, The Gambia. Washington, DC: U.S. Dept. of State, Bureau of Public Affairs, 1992 [Dept. of State Publication #8014]

Church, R.J. Harrison and Arnold Hughes. "The Gambia." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 417-428 [annual publication] NAL call no.: DT30.A37

Country Profile. The Gambia, Mauritania, 1994-95. London: The Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC1030.A1C69

Country Report. Senegal, The Gambia, Mauritania. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC1045.A1C68

Economic Recovery in The Gambia: Lessons for Sub-Saharan Africa. Washington, DC: U.S. Agency for International Development, 1992 [Available from the National Technical Information Service]

Opportunities for Strategic Interventions in Livestock/Meat Production, Processing, and Marketing in The Gambia. Final Report. Washington, DC: U.S. Agency for International Development, 1994 [Available from the National Technical Information Service]

Wiggins, S.L. *Non-Governmental Organisations and Seed Supply in The Gambia.* Reading, UK: University of Reading, Dept. of Agricultural Economics and Management, 1992

Guinea-Bissau

Economy:

Guinea-Bissau is one of the poorest nations in the world. Agriculture and fishing are the major economic activities. Agriculture accounts for about 46% of GDP and employs approximately 80% of the labor force. The main crops are rice, cassava, beans, groundnuts, cashew nuts, palm kernels, potatoes, yams, sugar cane, tropical fruits, and cotton. Livestock raised includes cattle, pigs, sheep, and goats. Guinea-Bissau's coast is rich in fish and shellfish and the government is trying to exploit these resources.

Bauxite and phosphate deposits have been discovered, but they haven't been exploited. Explorations have indicated the possibility of off-shore petroleum, but more investigation is needed.

The industrial sector is very small. The output is mostly consumer goods destined for local consumption. It includes agricultural processing, beer, and soft drinks.

Exports:

Exports consisted of $19 million (f.o.b. 1993). The main export commodities include: cashews, fish and shrimp, peanuts, palm kernels, and timber. Principal markets for exports are Portugal, Spain, Senegal, India, and Nigeria.

Imports:

Imports consisted of $56 million (f.o.b. 1993). Imports include: food, transport equipment, petroleum products, machinery and equipment, and building materials. Principal sources of imports are Portugal, the Netherlands, China, Germany, Senegal, and Thailand.

Port of Entry:

The main port is Bissau. Minor ports are Cacheo and Bolama.

U.S. Exports to Guinea-Bissau:

U.S. exports to Guinea-Bissau were worth $979,703 in 1994.

Guinea-Bissau's Exports to U.S.:

Information not available.

Trade Activities:

Importers may arrange for payment through the banking system using their own foreign exchange or foreign exchange purchased on the parallel market. However, if they use foreign exchange purchased from the Central Bank or administered by the Central Bank, they must get authorization from the Central Bank. This authorization is made on the basis of the priority of the goods being imported and on the basis of foreign exchange.

All imports require a prior import license issued by the Ministry of Commerce and Tourism. Except for a short list of commodities, a license is issued automatically after the invoice prices of the imported goods have been verified.

Guinea-Bissau uses the Customs Co-operation Council Nomenclature/CCCN system of classification.

- Duties are usually applied on an ad valorem basis.
- Tariffs range from 10% to 33%.
- Imports are subject to a customs fee surchage which varies according to the product. Also, a consumption tax is assessed on the c.i.f. value of all imports which varies according to the product.
- Preferential treatment is given to products imported from Portugal and from countries of the Economic Community of West African States.

Food/Health/Safety Regulations:

A sanitary certificate is required for imports of plants, seeds, animals, and animal products.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

None.

Investment/Trade Assistance:

The government of Guinea-Bissau welcomes foreign investment. A new investment code has been drafted which is designed to reduce bureaucratic processing and provide tax and other economic incentives to encourage investment. The government is particularly interested in investments which reduce dependency on imports, diversify

exports, provide value-added goods, increase employment, promote professional development, and/or develop the country's infrastructure. Approval for investment plans rests with the Cabinet for Investment Development within the Ministry of the Economy and Finance.

Trade/Investment Barriers:

Distribution and marketing facilites are not fully developed in Guinea-Bissau. However, opportunities exist for companies who are willing to invest the time and money to develop their own marketing, distribution, and maintenance facilities.

Best U.S. Export/Investment Prospects:

Fuels, transport equipment, rice and other food products, manufactured goods. Also, there is a market for consumer goods such as cosmetics and hair care products, soap, toothpaste, vitamins, aspirin and other over-the-counter medications, radios and cassette tape players (and the batteries to use them), small 220v appliances, clothing (including used clothing), shoes, textiles, and children's toys.

List of Contacts:

(The international telephone access code is 011, and the country access code for Guinea-Bissau is 245.)

Guinea-Bissau:

Associacao Comercial, Industrial e Agricola de Guinea-Bissau, CP 88, Bissau. Tel: 2593

Banco Central da Guine-Vissau, Ave. Amilcar Cabral, CP 38, Bissau. Tel: 212434; FAX: 201305; Telex: 241

Camara do Comercio da Guine-Bissau, Ave. Amilcar Cabral, CP 361, Bissau. Tel: 211

Ministry of Commerce and Tourism, CP 85, Bissau. FAX: 201233

Ministry of Economy and Finance, Ave. Amilcar Cabral, Bissau. Tel: 213431

Ministry of Planning and International Cooperation, Bissau. Tel: 212449

U.S. Embassy, Bairro de Penha, Bissau, CP 297, 1067 Codex, Bissau. Tel: 252273; FAX: 252282; Telex: 240 Publico Bi

U.S.:

Guinea-Bissau Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave. NW, Washington, DC 20230. Tel: 202-482-4388

Guinea-Bissau Embassy, 918 16th St., NW, Mezzanine Level, Washington, DC 20006. Tel: 202-872-4222; FAX: 202-872-4226

U.S.-Africa Business Council, 552 Massachusetts Ave., Cambridge, MA 02139. Tel: 617-661-3501; FAX: 617-661-3502

U.S.-Africa Chamber of Commerce, 170 Broadway, Ste. 1006, New York, NY 10038. Tel: 212-732-6440; FAX: 212-680-0990

Select Publications:

Country Profile. Congo, Sao Tome and Principe, Guinea-Bissau, Cape Verde. London: The Economist Intelligence Unit, 1995 [annual publication] NAL call no.: HC980.A1C69

Country Report. Congo, Sao Tome and Principe, Guinea-Bissau, and Cape Verde. London: The Economist Intelligence Unit [quarterly publication] NAI call no.: HC980.A1Q832

Galli, Rosemary E., comp. *Guinea-Bissau.* [*World Bibliographical Series* v. 121] ABC-Clio, Inc., 1990

Pellisier, Rene and Miles Smith-Morris. "Guinea-Bissau." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 471-484 [annual publication] NAL call no.: DT30.A37

Liberia

Economy:

Liberia, with a population of three million people, is well endowed with mineral and water resources, forests, and a climate favorable to agriculture. Political instability has made full development of Liberia's resources difficult. Subsistence farming continues to dominate the agricultural sector of Liberia's economy. About 70% of the population is engaged in agriculture, including fishing and forestry, which contributes 40% to Liberia's GDP. Major cash crops include rubber, coffee, and cocoa. The principal food/subsistence crops are rice and cassava. With West Africa's largest tropical rain forest, timber has been an important resource, albeit with accompanying deforestation problems.

The main industries of Liberia are rubber processing, food processing, construction materials, furniture production, palm oil processing, and mining (iron ore, diamonds). Much of Liberia's industrial sector will need rehabilitation in the coming years, after several years of disruption by the civil war.

Liberia continues to have great economic potential. Lasting political stability is needed, so economic stability in Liberia can be achieved. With political stability, Liberia can again attract investors and traders interested in assisting in fully developing the country's rich resources.

Exports:

Exports consisted of $505 million (est. f.o.b. 1989). Major exports include: Iron ore, rubber, timber, and coffee. Principal markets for exports are the U.S., countries of the European Union, and the Netherlands

Imports:

Imports consisted of $394 million (est. c.i.f. 1989). Major imports include: Rice, mineral fuels, chemicals, machinery, transportation equipment, and other foodstuffs. Principal sources of imports are the U.S., European Union countries, Japan, China, the Netherlands, and other West African nations.

Port of Entry:

The Free Port of Monrovia is the main port of entry for Liberia. Other ports are located at Buchanan, Greenville, and Cape Palmas.

U.S. Exports to Liberia:

U.S. exports to Liberia were worth $46.4 million in 1994. The major exports include: rice, agricultural inputs (including machinery and equipment), vegetable oils, and consumer goods.

Liberian Exports to U.S.:

Liberia's exports to the U.S. were worth $3.5 million in 1994. Exports include coffee and rubber.

Investment/Trade Activities:

U.S. currency is legal tender in Liberia. It circulates, along with Liberian money, in the economy.

The Ministry of Commerce and Industry administers import licensing regulations. Some items are subject to import licensing and quantitative restrictions. There is, however, no general system of import control.

Customs authority is carried out by the Commissioner of Customs and Excise (see contacts listing) in Monrovia.

- Most customs duties are ad valorem based on c.i.f. values.
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).

Food/Health/Safety Regulations:

Liberia has special requirements for the importation of plants, live animals, pork and pork products, fresh/chilled/frozen meat, and used clothing.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

The Free Port of Monrovia is a free trade zone.

Investment/Trade Assistance:

The Commercial Section of the U.S. Embassy in Monrovia and the Country Desk Officer for Liberia (see contacts listing) at the U.S. Department of Commerce can provide information and advice on the potential for trade and investment in Liberia.

Investment/Trade Barriers:

Ongoing internal civil disturbance remains a barrier to investment in

and trade with Liberia. Liberia's infrastructure has received considerable damage since the outbreak of civil war in December 1989, further impeding investment and trade potential.

Best U.S. Export/Investment Prospects:

Potential opportunities for investment exist in Liberia's agricultural export sector, including rubber, coffee, and cocoa production and processing, and cultivation, processing, and export of tropical fruits (mango, pineapple, papaya, and bananas).

Rice, vegetable oils, other foodstuffs, consumer goods, agricultural equipment, logging equipment, supplies/equipment for infrastructure rehabilitation, and textile fabrics offer possibilities for U.S. exporters.

List of Contacts:

(The international telephone access code is 011, and the country access code for Liberia is 231.)

Liberia:

Commissioner of Customs and Excise, Bureau of Customs and Excise, Ministry of Finance, Monrovia, Liberia. Tel: 222-255; FAX: 735-003; Telex: (0997) 44221

Liberia Chamber of Commerce, Capitol Hill, PO Box 92, Monrovia, Liberia. Tel: 223738/222218

Liberian Industrial Free Zone Authority, Bushrod Island, PO Box 9047, Monrovia, Liberia

Ministry of Agriculture, Tubman Blvd., Sinkor, PO Box 9010, Monrovia, Liberia. Tel: 261-323; Telex: 44306

Ministry of Commerce and Industry, 88 Ashmun St., PO Box 9041, Monrovia, Liberia. Tel: 222-141; Telex: 44331

National Enterprises Corp., PO Box 518, Monrovia, Liberia. Tel: 261-370 [Wholesaler, importer, and distributor of foodstuffs]

National Investment Commission, Former Executive Mansion Bldg., PO Box 9043, Monrovia, Liberia. Tel: 225-163; Telex: 44560

U.S. Embassy, Commercial Section, 111 United Nations Dr., PO Box 10-10098, Mamba Point, APO AE 09813, Monrovia, Liberia. Tel: 222-991 through 4; FAX: 223-710

U.S.:

Embassy of the Republic of Liberia, 5201 16th St., NW, Washington, DC 20011. Tel: 202-723-0437; FAX: 202-726-4913

Liberia, Country Desk Officer, U.S. Dept. of Commerce, Room 3317, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Liberian Government Trade Promotion Office, 150 East 56th St., New York, NY 10022. Tel: 212-517-0891

Select Publications:

Clapham, Christopher. "Liberia." In *Africa South of the Sahara 1995*. London: Europa Publications Ltd., 1994, p. 527-544 [annual publication] NAL call no.: DT30.A37

Country Profile. Guinea, Sierra Leone, Liberia. London: The Economist Intelligence Unit [annual publication] NAL call no.: HC1030.A1Q84

Country Report. Guinea, Sierra Leone, Liberia. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC1030.A1C68

Liberia: Small and Medium Enterprise Assessment. Final Report. Washington, DC: U.S. Agency for International Development, Bureau for Private Enterprise, 1989 [Available from the National Technical Information Service]

Liberia--U.S. Business Contacts--IMI950403. U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Mauritania

Economy:

In this country of 2.3 million people, agriculture, including fishing, accounts for 25% of the GDP and close to 50% of the labor force. Mauritania's agricultural sector is based on subsistence farming and, to a certain extent, on nomadic cattle and sheep herding. The main crops are dates, millet, sorghum, and root crops. In years of drought, Mauritania suffers a large food deficit and must rely on imported foodstuffs. Fish and fish products are major exports for Mauritania, accounting for 50% of export revenues. The coastal waters off Mauritania are among the world's richest fishing areas.

Mauritania's natural resources include iron ore, gypsum, fish, copper, gold, and phosphate. Extensive deposits of iron ore have historically accounted for 50% of total exports. The industrial sector is limited to fish processing, iron ore and gypsum mining, and accounts for 30% of GDP.

Mauritania's economic reform program, supported by the World Bank and the International Monetary Fund, has started the process of liberalizing the economy. To fully develop its natural resources and agriculture, Mauritania will need continued multilateral, bilateral, and private investment.

Exports:

Exports consisted of $419 million in 1994. Main exports include: iron ore, fish, and fish products. Main export markets are Japan (29%), France (14%), Italy (14%), Spain (10%), Belgium (7%), and Switzerland (5.2%).

Imports:

Imports consisted of $378 million (1994). Main imports include: foodstuffs, equipment and supplies, construction materials, tools, and clothing. Main import sources are France (33%), U.S. (10%), Spain (9%), Germany (6%), Algeria (6%), and Belgium (5%).

Port of Entry:

Mauritania has a deep water port at the capital of Nouakchott. Other ports include Bogue, Kaedi, Nouadhibou, and Rosso

U.S. Exports to Mauritania:

U.S. exports to Mauritania were worth $14 million in 1994. The major exports include: machinery, equipment and supplies, and cigarettes.

Mauritanian Exports to U.S.:

Mauritania's exports to the U.S. were worth $3.5 million in 1994. The major export was concentrated iron ore.

Investment/Trade Activities:

Foreign exchange is available from exchange offices and commercial banks. All imports require exchange control authorization from the Central Bank.

Import transactions are limited to only holders of importer-exporter cards or holders of special authorizations from Mauritania's Ministry of Commerce.

Customs authority is carried out by the Commissioner of Customs (see contacts listing) in Nouakchott:

- Most customs duties are ad valorem.
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).

Food/Health/Safety Regulations:

Mauritania requires governmental authorization for the importation of live plants and animals, seeds, and some plant and animal products.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Mauritania does not currently have any foreign/free trade zones or export processing zones.

Investment/Trade Assistance:

For further information on investing and trading in Mauritania, the Commercial Section of the U.S. Embassy in Nouakchott and the Country Desk Officer for Mauritania at the U.S. Department of Commerce can provide guidance and advice.

Investment/Trade Barriers:

As a former French colony, Mauritania continues to have strong commercial and economic ties with France. Through export credits, loans and economic assistance, France maintains a strong commercial presence in Mauritania.

Mauritania's limited infrastructure and lack of water in many parts of the country continue to be obstacles to outside investors and traders. Several ongoing and projected development projects are designed to improve Mauritania's infrastructure.

Best U.S. Export/Investment Prospects:

According to the U.S. Department of Commerce's recent *Country Commercial Guide* on Mauritania, the following products offer the best opportunities for U.S. exporters: mining equipment, parts, accessories, tools, agricultural machinery and equipment, water resources equipment, building equipment and materials, grain and food products, miscellaneous cosmetic products and toiletries, medical equipment, refrigeration equipment, fishing vessels and fish processing equipment, well-drilling and irrigation equipment, office equipment and supplies, and computer hardware and software.

List of Contacts:

(The international telephone access code is 011, and the country access code for Mauritania is 222.)

Mauritania:

Chambre de Commerce, d'Agriculture, d'Elevage, et des Mines de Mauritanie, PO Box 215, Nouakchott, Mauritania. Tel: 2-52214/53895; Telex: 581

Directeur General des Douanes, Direction Generale des Douanes, BP 198, Nouakchott, Mauritania. Tel: 2-51404; FAX: 2-55615 [Customs authority]

Ministry of Fisheries and Marine Economy, BP 137, Nouakchott, Mauritania. Tel: 2-52476; FAX: 2-53146

Ministry of Mines and Industry, BP 199, Nouakchott, Mauritania. Tel: 2-53225/51318

Ministry of Trade and Tourism, BP 182, Nouakchott, Mauritania. Tel: 2-53572/57671

U.S. Embassy, Commercial Section, BP 222, Nouakchott, Mauritania. Tel: 2-52660/63; FAX: 2-51592; Telex: AMEMB 5558 MTN

U.S.:

Embassy of the Islamic Republic of Mauritania to the U.S., 2129 LeRoy Place, NW, Washington, DC 20008. Tel: 202-232-5700; FAX: 202-319-2623

Mauritania, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Select Publications:

Background Notes, Mauritania. Washington, DC: U.S. Dept. of State, Office of Public Communication, 1992. [Dept. of State Publication #8169]

Country Commercial Guide: Mauritania. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Country Profile. The Gambia, Mauritania. London: The Economist Intelligence Unit. [annual publication] NAL call no.: HC1070.A1C69

Country Report. Senegal, The Gambia, Mauritania. London: The Economist Intelligence Unit. [quarterly publication] NAL call no.: HC1045.A1C68

Handloff, Robert E., ed. *Mauritania, A Country Study.* Washington, DC: U.S. Government Printing Office [Prepared by the Federal Research Division, Library of Congress], 1990

Hilling, David, Pierre Englebert, and Edith Hodgkinson. "Mauritania." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 598-614 [annual publication] NAL call no.: DT30.A37

Tuttle, Robin and Jane Buchmiller. "Mauritania's Marine Fisheries Offer Untapped Commercial Opportunities for U.S. Business." *Business America* 109, no. 10 (May 9, 1988): 39-40. NAL call no.: HF105.C62

Rwanda

Economy:

This landlocked country of nine million people is the most densely populated country in Africa. Almost 90% of the working population is engaged in agriculture, mostly at the subsistence level. Close to 50% of Rwanda's GDP comes from the agricultural sector. The two main cash crops are coffee and tea, which in recent years have accounted for 80-90% of total export revenues. The main food crops in order of importance are: bananas, sweet potatoes, potatoes, cassava, beans, sorghum, rice, corn, and peas. With a shortage of fertile land, Rwanda has started to have serious soil erosion and deforestation problems.

The industrial sector in Rwanda is small, contributing only 17% to GDP. Most manufacturing is limited to processing of agricultural products: processing coffee and tea, refining sugar, a brewery, and a cigarette factory. The tin-bearing ore, cassiterite, is Rwanda's main mineral resource, followed by wolframite, small deposits of colombo-tantalite and gold, and undeveloped deposits of natural gas.

The Rwandan economy remains dependent on exports of coffee and foreign aid. To move from these twin dependencies, Rwanda will need to achieve political and social stability over the next few years.

Exports:

Exports consisted of $68 million in 1992. Exports included: coffee, tea, tin ores, and pyrethrum. Major export partners are Germany, Belgium, Italy, Uganda, the U.K., France, and the U.S.

Imports:

Imports consisted of $288 million in 1992. Imports included: consumer goods (especially foodstuffs), mineral fuels and lubricants, transport equipment, machinery and tools, and construction materials. Major sources of imports are the U.S., Belgium, Germany, Kenya, and Japan

Port of Entry:

Rwanda is a landlocked country. Imports to Rwanda usually come through the ports of Mombasa, Kenya and Dar es Salaam, Tanzania.

U.S. Exports to Rwanda:

U.S. exports to Rwanda were worth $34.8 million in 1994. Exports include: agricultural exports which were almost 90% of the total (vegetable oils, vegetables, rice, coarse grains), and used clothing.

Rwandan Exports to U.S.:

Rwanda's exports to the U.S. were worth $1.6 million in 1994. Recent exports have included: coffee, tea, and pyrethrum.

Investment/Trade Activities:

The Rwanda franc is freely exchangeable for hard currencies at exchange bureaus and banks.

The import of goods has been permitted under an open general license (OGL) system since 1992. The Central Bank grants global import licenses (valid for three months; six months for vehicle parts) for some essential commodities.

Customs authority is carried out by the Directeur General des Douanes (see contacts listing) in Kigali:

- Rwanda's two customs charges, customs duties and revenue duties, are ad valorem based.
- Preferential treatment is extended to imports from fellow-member states of the Common Market for East and Southern Africa (COMESA) and from the Economic Community of the States of Central Africa (ECSCA).

Food/Health/Safety Regulations:

The importation of human or veterinary medicines, insecticides, fungicides, herbicides, and other toxic or potentially toxic chemicals requires the approval of Rwanda's Ministry of Health. Check contract specifications and/or importer's instructions for guidance on Rwanda's food, safety, and health requirements.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are currently no foreign trade zones or export processing zones in Rwanda.

Investment/Trade Assistance:

The U.S Embassy in Kigali, Rwanda resumed consular services on July 26, 1995. In addition to the Commercial Officer/ Office at the U.S. Embassy, the Country Desk Officer for Rwanda at the U.S. Department of Commerce (see contacts listing) can provide information and advice on investing in or trading with Rwanda.

Investment/Trade Barriers:

Rwanda's infrastructure and services, including telecommunications, roads, water, and electricity, are slowly recovering from years of internal strife that culminated in a civil war in 1994.

Rwanda's estimated per capita annual income in 1993 was U.S. $800. The market for consumer goods in Rwanda is very small.

Best U.S. Export/Investment Prospects:

The Rwanda government encourages foreign investment. Potential investment areas include export-oriented industries that use and process local raw materials. The agro-industry sector of Rwanda's economy is an area that Rwanda officials are looking for U.S. investors to consider.

Small, niche markets in basic foodstuffs (rice, wheat flour, vegetable oil, and milk powder), used clothing, and computer equipment could provide U.S. exporters with opportunities.

List of Contacts:

(The international telephone access code is 011, and the country access code for Rwanda is 250.)

Rwanda:

Chambre de Commerce et d'Industrie du Rwanda, BP 319, Kigali, Rwanda. FAX: 75465; Telex: (0967) 22662

Directeur General des Douanes, Ministere des Finances, BP 718, Kigali, Rwanda. Tel: 76194; FAX: 76194; Telex: (0909) 22687 [Customs authority]

Ministry of Agriculture and Livestock, BP 621, Kigali, Rwanda. Tel: 75324

Ministry of Commerce, Industry and Artisan's Affairs, BP 476, Kigali, Rwanda. Tel: 73875

Office des Cultures Industrielles du Rwanda-Cafe (OCIR-Cafe), BP 104, Kigali, Rwanda. Tel: 75004; FAX: 73992 [Coffee production, development, and processing]

U.S. Embassy, Blvd. de la Revolution, BP 28, Kigali, Rwanda. Tel: 75601/2/3; FAX: 72128 and U.S. Agency for International Development, Tel: 74719; FAX: 74735

U.S.:

Embassy of Rwanda to the U.S., 1714 New Hampshire Ave., NW, Washington, DC 20009. Tel: 202-232-2882; FAX: 202-232-4544

Rwanda, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Select Publications:

Adler, Tina. "Sowing Hope: Saving the Seeds of Rwanda." *Science News* 147 (Jan 7 1995): 12-13. NAL call no.: 470 Sci24 [Seeds of Hope program produces seeds for Rwandan food crops]

Country Profile. Rwanda, Burundi. London: The Economist Intelligence Unit [annual publication] NAL call no.: HC875.A1C68

Country Report. Uganda, Rwanda, Burundi. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC840.A1C68

Loveridge, S. "Marketing in Rwanda: Imports and Infrastructure." *Food Policy* 16, no. 2 (1991): 95-104. NAL call no.: HD9000.1 F66

Puyvelde, L. van. "Research, Development and Production of Drugs Starting from Traditional Medicine and Medicinal Plants in Developing Countries: Example of Rwanda." *Acta Horticulturae* 331 (Sept. 1993): 229-235. NAL call no.: 80 Ac82

Vlietinck, A.J. et al. "Screening of Hundred Rwandese Medicinal Plants for Antimicrobial and Antiviral Properties." *Journal of Ethnopharmacology* 46, no. 1 (1995): 31-47. NAL call no.: RS160.J6

Sao Tomé & Principe

Economy:

This small, multi-island nation of about 140,000 people, located in the Gulf of Guinea, has been dependent on the production of cocoa since it gained independence from Portugal in 1975. The emphasis on cocoa production, to the exclusion of food crops, has meant Sao Tomé has had to import nearly 90% of its food needs. About 70% of the work force is engaged in agriculture (including fishing), which contributes 25% of the GDP. Other crops include: copra, palm kernels, and coffee. Food products include: bananas, papaya, beans, poultry, and fish. Sao Tomé is not self-sufficient in food grains or meat.

The industries of Sao Tomé include: light construction, shirt-making, soap, beer, fisheries, and shrimp processing. Industrial production accounts for 7% of the GDP. Sao Tomé has to import all its fuels and most manufactured goods.

The islands of Sao Tomé and Principe, with their tropical climate, spectacular volcanic mountains, beautiful beaches, and rare bird and wildlife species, have a tourism potential. One of the objectives of the recently passed foreign investment code is to develop a sustainable tourist industry with outside investment assistance.

Sao Tomé and Principe will continue to be dependent on outside assistance in the immediate future. Diversification of the agricultural sector (away from dependence on cocoa), expanded fishing and fish processing capabilities, and development of facilities for the nascent tourist industry, could provide the means for Sao Tomé and Principe to achieve economic growth and a stable political climate.

Exports:

Exports consisted of $5.5 million (f.o.b., 1993 est.). Exports include: cocoa, copra, coffee, and palm oil. Export trade partners include: The Netherlands, Germany, China, and Portugal

Imports:

Imports consisted of $31.5 million (f.o.b., 1993 est.). Imports include: machinery and electrical equipment, food products, and petroleum. Sources of imports include: Portugal, Japan, the U.K., Spain, France, and Angola

Port of Entry:

Sao Tomé, Santo Antonio, and Neves are the main ports of entry. Fuel imports and the fishing industry are based at Neves.

U.S. Exports to Sao Tomé & Principe:

U.S. exports to Sao Tomé & Principe were worth $13 million in 1994. Exports have included: food products and communications equipment.

Sao Tomé's Exports to U.S.:

Sao Tomé's exports to the U.S. were worth $114,334 in 1994. The major export has been cocoa.

Investment/Trade Activities:

The International Bank and three foreign exchange bureaus conduct all foreign exchange transactions, according to guidance and instruction from the Central Bank.

Import licenses are granted and recorded by the Directorate of External Commerce for statistical purposes. The import license specifies the quantity and value of the item to be imported. Importers are required to be registered to engage in import activities.

For information on customs duties and regulations contact the Ministry of Commerce, Industry, Fisheries, and Tourism (see contacts listing) in Sao Tomé:

- Preferential treatment is extended to imports from the Economic Community of the States of Central Africa (ECSCA).

Food/Health/Safety Regulations:

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no free trade zones or export processing zones in Sao Tomé and Principe.

Investment/Trade Assistance:

The Commercial Section of the U.S. Embassy in Gabon can provide information on Sao Tome

and Principe. In addition, the Country Desk Officer (see contacts listing) at the U.S. Department of Commerce is a source for investment and trade assistance on Sao Tomé and Principe.

Investment/Trade Barriers:

The geographic isolation, smallness of the internal market, and use of Portuguese (the official language) all contribute to the difficulty of setting up investments in and trading with Sao Tomé and Principe.

Best U.S. Export/Investment Prospects:

Since Sao Tomé and Principe is dependent for most of its food supply, manufactured goods, fuels, and many consumer goods from outside sources, some small niche opportunities for U.S. exporters exist. The best export prospects include communication equipment, food products, beverages, fuels, lubricants, and vehicles.

List of Contacts:

(The international telephone access code is 011, and the country access code for Sao Tomé & Principe is 239.)

Sao Tomé & Principe:

Camara de Comercio, Industria et Artesanto, CP 368, Sao Tomé. Tel: 21400; FAX: 21784 [Chamber of Commerce]

Ministry of Agriculture and Rural Development, Sao Tomé. Tel: 22714

Ministry of Commerce, Industry, Fisheries and Tourism, Sao Tomé

Ministry of Economy and Finance, CP 168, Sao Tomé. Tel: 22142; Telex: 225

Ministry of Foreign Affairs and Cooperation, CP 201, Sao Tomé. Tel: 21714; FAX: 22597

U.S. Embassy, Commercial Section, Boulevard de la Mer, BP 4000, Libreville, Gabon. Tel: 241-762003/4; FAX: 241-745507 [The U.S. Ambassador to Gabon is accredited to Sao Tomé and Principe on a non-resident basis.]

U.S.:

Honorary Consulate of Sao Tomé and Principe, Mr. William Stevens, 2125 Biscayne Blvd., Ste. 350, Miami, Florida 33137. Tel: 305-576-5049

Office of the Permanent Mission of Sao Tomé and Principe to the U.N., 122 East 42nd St., Room 1604, New York, NY 10168. Tel: 212-697-4211; FAX: 212-687-8389

Sao Tomé and Principe, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Select Publications:

Background Notes, Sao Tomé and Principe. Washington, DC: U.S. Dept. of State, Office of Public Communication, 1991 [Dept. of State Publication #8871]

Costa, H.P. da. "Towards An Alternative Development Policy for Sao Tomé and Principe." In *The Political Economy of Small Tropical Islands: The Importance of Being Small*. Exeter, UK: Exeter University Press, 1992, p. 112-122

Pelissier, Rene and W.G. Clarence-Smith. "Sao Tomé and Principe." In *Africa South of the Sahara 1995*. London: Europa Publications Ltd., 1994, p. 760-769 [annual publication]. NAL call no.: DT30.A37

Pontes, S.S. "The Forest Resource and Its Importance in Sao Tomé and Principe." *World Bank Environment Paper* no. 1, 1992. NAL call no.: SD414.A35C66 1992

Sequeira, V. "Medicinal Plants and Conservation in Sao Tomé." *Biodiversity and Conservation* 3, no. 9 (1994): 910-926. NAL call no.: QH75.A1B562

Torp, Jens Erik. *Mozambique, Sao Tomé and Principe: Economics, Politics and Society*. New York: Columbia University Press, 1989

Sierra Leone

Economy:

Sierra Leone, a country of 4.8 million people, is well-endowed with agricultural, mineral, and fishery resources. Agriculture employs about two-thirds of the working population and contributes 40% to the GDP. Subsistence farming dominates the agricultural sector. Major cash crops include coffee, cocoa, and palm kernels. Rice is a food staple of the diet in Sierra Leone. Rice production meets about 80% of domestic needs. Other food and subsistence crops include cassava, bananas, vegetables, sweet potatoes, ginger, peanuts, and citrus. Annual fish catch averages over 50,000 metric tons.

Major industries in Sierra Leone include mining (rutile, bauxite, and diamonds), small-scale manufacturing (beverages, cigarettes, footwear, and processing agricultural products), petroleum refining, tourism, and forestry. Sierra Leone is the world's second largest producer of rutile, a vital ingredient of paint pigments. Sierra Rutile, is the largest, non-petroleum U.S.-owned investment in West Africa.

Sierra Leone has the natural resources to be an attractive area for trade and investment. The Government of Sierra Leone is trying to increase outside investment in agriculture, mining, and fishing. The economic and social infrastructure is in need of extensive rehabilitation. With an International Monetary Fund-mandated austerity program in place, Sierra Leone will continue to need outside developmental and economic aid if it hopes to increase private investment in its substantial natural resource base.

Exports:

Exports consisted of $149 million (f.o.b., 1993). Main exports include: rutile (48%), bauxite (25%), diamonds (16%), coffee, cocoa, and fish. Main export partners are the U.S., U.K., Belgium, Germany, and other Western European countries.

Imports:

Imports consisted of $149 million (c.i.f., 1993). Main imports include: foodstuffs (48%), machinery and equipment (32%), and fuels (9%). Main sources of imports are the U.S., EU countries, Japan, China, and Nigeria.

Port of Entry:

The main port of entry is the capital, Freetown, other ports are located at Bonthe and Pepel.

U.S. Exports to Sierra Leone:

U.S. exports to Sierra Leone were worth $24.2 million in 1994. The major exports include: processed foods, agricultural inputs, and rice.

Sierra Leone's Exports to U.S.:

Sierra Leone's exports to the U.S. were worth $51.2 million in 1994. Major exports include: rutile, bauxite, diamonds, coffee, and cocoa beans

Investment/Trade Activities:

Transactions in foreign exchange have been delegated to authorized commerical banks. Exchange policy is formulated by the Ministry of Finance, in consultation with the Central Bank.

Customs authority is carried out by the Comptroller of Customs and Excise in Freetown (see contacts listing).

- Most customs duties are ad valorem, based on assessed c.i.f. value of imports.
- Most imported processed food items, raw materials, and spare parts are charged 10-30% ad valorem duties. Items that enter duty free include: cereals, vegetable oils, milk, fresh vegetables, margarine, and agricultural machinery.
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).

Food/Health/Safety Regulations:

Sierra Leone requires sanitary certificates for the importation of animals, animal products, plants, and seeds. To import plants, seeds, or soil, a written application to obtain a permit must be sent to the Chief Agriculturist in the Department of Agriculture in Freetown.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no free trade areas in Sierra Leone.

Investment/Trade Assistance:

The Economic/Commercial Section of the U.S. Embassy and the Chamber of Commerce in Freetown, can assist potential investors and traders with information and guidance on the investment/ trade opportunites in Sierra Leone.

Investment/Trade Barriers:

Many sectors in Sierra Leone's economy continue to be state-controlled or state-owned (like the Sierra Leone Produce Marketing Board-the sole exporter of the country's crops). However, the government of Sierra Leone announced in 1994 that public sector enterprises will start to be privatized, divested or liquidated.

Sierra Leone has substantial mineral, agricultural, and fishery resources, but its economic and social infrastructure is not well-developed. The physical infrastructure has suffered from lack of maintenance and funding and war-related disruptions.

Best U.S. Export/Investment Prospects:

The best opportunities for U.S. exporters include: processed foods, consumer goods, equipment for mining, fishing, and agriculture, textiles, transport equipment, and vehicles.

With the divestiture and privatization of several public sector enterprises, investment opportunities exist in several areas of the economy. Contact the Perdic Secretariat (see contacts listing) for more information on the privatization process.

List of Contacts:

(The international telephone access code is 011, and the country access code for Sierra Leone is 232.)

Sierra Leone:

Comptroller of Customs and Excise, Customs and Excise Dept., Customs House, Freetown, Sierra Leone. Tel: 22-50025

Minstry of Agriculture and Forestry, Youyi Bldg., Freetown, Sierra Leone. Telex: 3418

Ministry of Trade and Industry, Ministerial Bldg., George St., Freetown, Sierra Leone. Tel: 22-25211; Telex: 3218

The Perdic Secretariat, PO Box 1025, 11 Rawdon St., Freetown, Sierra Leone. Tel: 22-228883; FAX: 22-229677 [Contact agency for information on the privatization of state-controlled/ owned organizations]

Sierra Leone Chamber of Commerce, Industry, and Agriculture, 5th Floor, Guma Bldg., Lamina Sankoh St., PO Box 502, Freetown, Sierra Leone. Tel: 22-226305; FAX: 22-228005

U.S. Embassy, Corner of Walpole and Siaka Stevens Sts., Freetown, Sierra Leone. Tel: 22-226-481 through 485; FAX: 22-225471

U.S.:

Embassy of Sierra Leone to the U.S., 1701 19th St., NW, Washington, DC 20009. Tel: 202-939-9261; FAX: 202-483-1793

Sierra Leone, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4388

Select Publications:

Background Notes, Sierra Leone. Washington, DC: U.S. Dept. of State, Bureau of Public Affairs, 1994. NAL call no.: D16.25.B3 [Dept. of State Publication #8069]

Country Profile. Guinea, Sierra Leone, Liberia, 1994-95. London: The Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC1030.A1Q84

Country Report. Guinea, Sierra Leone, Liberia. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC1030.A1C68

Mitchell, Peter K., Christopher Clapham, and Soule M. Funna. "Sierra Leone." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 803-819 [annual publication] NAL call no.: DT30.A37

Sierra Leone--Fishing Industry Profile--IMI950328. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Somalia

Economy:

Somalia, with a population of close to 7.5 million people, is one of the world's poorest and least developed countries. There are few natural resources available to Somalia. Agriculture is the most important sector of the economy, with the livestock sector accounting for 40% of the GDP and about 65% of export (mostly live animals and hides and skins) revenues. Nomads or semi-nomads make up close to 70% of the population and, to a large extent, are dependent on livestock for their livelihood. Crop production generates only 10% of GDP and employs about 20% of the work force. Bananas are the main export crop. Sugar, sorghum, and corn are grown for the domestic market. During the 1980s, Somalia was the world's largest producer of incense.

Somalia's small industrial sector is based on the processing of agricultural products (meat and fish processing, textiles and leather goods) and accounts for less than 10% of the GDP. Natural resources include: uranium, and largely unexploited reserves of iron ore, tin, gypsum (has some of the world's largest deposits), bauxite, copper, and salt.

Somalia's ongoing civil unrest has continued to affect its agricultural base adversely. With no official governmental representation, Somalia continues to survive on humanitarian and emergency assistance and subsistence agriculture based on nomadic livestock herding.

Exports:

Exports consisted of $58 million (f.o.b.) in 1990. Main exports include: livestock, bananas, fish, hides and skins, and myrrh. Main export markets are Saudi Arabia, United Arab Emirates, Yemen, Italy, and Germany.

Imports:

Imports consisted of $249 million (c.i.f 1990). Main imports include: petroleum products, foodstuffs, and construction materials. Main sources of imports are the U.S., Italy, Germany, Kenya, Djibouti (transshipment), and the U.K.

Port of Entry:

Mogadishu, Berbera, Merca, and Kismayu are the main ports of Somalia.

U.S. Exports to Somalia:

U.S. exports to Somalia were worth $30 million in 1994. The major exports include foodstuffs and medicines

Somalia's Exports to U.S.:

Somalia's exports to the U.S. were worth $117,574 in 1994.

Investment/Trade Activities:

The Central Bank administers exchange controls. Letters of credit must be used for all payments for private imports.

Most goods may be imported freely. Some items which require prior approval to be imported include alcohol, tobacco and tobacco products, medical and pharmaceutical products, crude oil, precious metals and jewelry, and minerals.

Customs authority is carried out by the Director General of Customs, Ministry of the Treasury, (see contacts listing) in Mogadishu.

Most customs duties are ad valorem and range from zero to 100%.

Food/Health/Safety Regulations:

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

There are no free trade zones or export processing zones in Somalia.

Investment/Trade Assistance:

The Country Desk Officer for Somalia at the U.S. Department of Commerce (see contacts listing) can provide information on investment and trade opportunities in Somalia. Also, the recently reopened U.S. Liaison Office (see contacts listing) in Mogadishu can provide consular services and advise prospective investors and traders on the current economic situation in Somalia.

Investment/Trade Barriers:

Somalia continues to suffer civil unrest, to experience an absence of organized and representative government, and to have its economic and physical infrastructure continue to deteriorate.

Best U.S. Export/Investment Prospects:

Opportunities for U.S. investors and traders include agro-industry products, pharmaceuticals, medicines, and fishing equipment.

If political and economic stability returns to Somalia, U.S. investors and exporters may have opportunities in the rehabilitation of Somalia's economic and physical infrastructure.

List of Contacts:

(Direct telephone service from the U.S. to Somalia is currently not available. Operator assistance is required.)

Somalia:

Agricultural Development Corp., PO Box 930, Mogadishu, Somalia. Telex: 713 [State-controlled organization that supplies farmers with inputs]

Chamber of Commerce, Industry and Agriculture, PO Box 27, Via Asha, Mogadishu, Somalia

Director General of Customs, Ministry of the Treasury, PO Box 2594, Mogadishu, Somalia

Ministry of Agriculture, Mogadishu, Somalia. Tel: 1-23025

Ministry of Commerce, Mogadishu, Somalia. Tel: 1-33089

National Agency of Foreign Trade, PO Box, 602, Mogadishu, Somalia

U.S. Liaison Office, USLO Unit 64105, APO AE 09831-4105; [Via Afgoi, Km 5, PO Box 574, Mogadishu, Somalia]. Tel: 1-39971; Telex: 789

U.S.:

Combined Consulate General and Somali Mission to the U.N., 425 61st St., Ste. 703, New York, NY 10021. Tel: 212-688-9410

Somalia, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4564

Select Publications:

Country Profile. Ethiopia, Eritrea, Somalia, Djibouti. London: The Economist Intelligence Unit [annual publication] NAL call no.: HC840.A1C682

Country Report. Ethiopia, Eritrea, Somalia, Djibouti. London: The Economist Intelligence Unit [quarterly publication] NAL call no.: HC840.A1C69

Farah, A.Y. *The Milk of Boswellia Forest: Frankincense Production Among the Pastoral Somali.* Uppsala, Sweden: Environmental Policy and Society, 1994 [Production, trade, uses of frankincense produced in Northeast Somalia]

Lewis, I.E., Patrick Gilkes, and Miles Smith-Morris. "Somalia." In *Africa South of the Sahara 1995.* London: Europa Publications Ltd., 1994, p. 820-838 [annual publication] NAL call no.: DT30.A37

Metz, Helen Chapin. *Somalia, A Country Study.* 4th ed. Washington, DC: Headquarters, Dept. of the Army, [For sale by the Supt, of Docs., U.S. Government Printing Office], 1993. NAL call no.: DT401.A7 1993 [Available through the National Trade Data Bank]

Samatar, Ahmed I. *The Somali Challenge: From Catastrophe to Renewal?* [Boulder, Colorado]: Lynne Rienner, 1994

Samuelsson, G. et al. "Inventory of Plants Used in Traditional Medicine in Somalia. I. Plants of the Families Acanthaceae-Chenopodiaeae." *Journal of Ethnopharmacology* 35, no. 1 (Oct 1991): 25-63. NAL call no.: RS160.J6 [Each inventory includes medicinal use, preparation, dosage for each plant, as well as, botanical name and local name]

Samuelsson, G. et al. "Inventory of Plants Used in Traditional Medicine in Somalia. II. Plants of the Families Combretaceae to Labiatae." *Journal of Ethnopharmacology* 37, no. 1 (Aug 1993): 47-70. NAL call no.: RS160.J6

Samuelsson, G. et al. "Inventory of Plants Used in Traditional Medicine in Somalia. III. Plants of the Families Lauraceae-Papilionaceae." *Journal of Ethnopharmacology* 37, no. 2 (Sept 1992): 93-122. NAL call no.: RS160.J6

Samuelsson, G. et al. "Inventory of Plants Used in Traditional Medicine in Somalia. IV. Plants of the Families Passifloraceae-Zygophyllaceae." *Journal of Ethnopharmacology* 38, no. 1 (Jan 1993): 1-29. NAL call no.: RS160.J6

Sudan

Economy:

With an area just over one-fourth the size of the U.S., the Sudan is the largest country in Africa. The population of 30 million people, depends, to large extent, on agriculture. About 80% of the work force is engaged in agriculture, mostly subsistence farming. Major products include: cotton, oilseeds, sorghum, millet, wheat, gum arabic, and sheep. The main earners of export revenues include: cotton, gum arabic (world's largest producer), sesame, livestock, sorghum, hides and skins, and peanuts. Agricultural products account for over 90% of Sudan's exports.

The Sudan industrial sector is concentrated in agricultural processing and food production and employs about 10% of the labor force. Cotton ginning, textiles, cement, edible oils, sugar processing, soap, footwear, and petroleum refining are the major industries in the Sudan.

Sudan's natural resources include petroleum, iron ore, copper, chromium, zinc, tungsten, mica, silver, diamonds, uranium, and gold.

Sudan has great agricultural and mineral potential. The improvement of Sudan's physical and economic infrastructure remains the key to any long-term potential for economic and political stability and development.

Exports:

Exports consisted of $419 million (f.o.b. FY93/94). Export commodities include: gum arabic (29%), livestock/meat (24%), cotton (13%), sesame, and peanuts. Major export markets are Western Europe, Saudi Arabia, Eastern Europe, Japan, and the U.S.

Imports:

Imports consisted of $1.7 billion (c.i.f. FY93/94). Imports include: foodstuffs, petroleum products, manufactured goods, machinery and equipment, medicines and chemicals, and textiles. Major sources for imports are Western Europe, Africa and Asia, the U.S., and Eastern Europe.

Port of Entry:

Port Sudan, on the Red Sea, is the Sudan's major port of entry.

U.S. Exports to Sudan:

U.S. exports to Sudan were worth $54.5 million in 1994. The major exports include: foodstuffs (wheat), chemicals, and manufactured goods

Sudan's Exports to U.S.:

Sudan's exports to the U.S. were worth $35.1 million in 1994. Major exports include: gum arabic, oilseeds and oilseed products, and spices

Investment/Trade Activities:

Foreign exchange control is administered by the Bank of Sudan. Authorized banks are allowed to act as exchange houses.

It is a requirement for all importers and exporters to register with the Ministry of Trade. Import licenses, for the most part, are not required.

Customs authority is carried out by the General Administration Manager of Police Customs (see contacts listing) in Khartoum.

- Specific and ad valorem rates are both used in the Sudanese tariff. Ad valorem duties range from free to 1,000 percent.
- The tariff schedule used in Sudan is based on the Harmonized System Convention.

Food/Health/Safety Regulations:

Sudan has special license requirements for the importation of live plants, cotton seed, seeded cotton, and most textile/apparel products. Fresh fruits and vegetables do not require an import permit, provided they are presented to the proper customs officer and are certified by a quarantine officer. Quarantine regulations apply to the importation of live animals, plants, and seeds.

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

According to the Sudan Public Investment Corporation, free trade zones will be established in Port Sudan (Sudan's main shipping port of entry), Junaynah, and Melut.

Investment/Trade Assistance:

Investors and exporters interested in the Sudan should contact the Commercial Section of the U.S. Embassy in Khartoum. The Sudan-U.S. Business Council and the Sudan Chamber of Commerce (see contacts listing) in Khartoum are also sources of information on Sudanese trade and investment regulations and opportunities.

Investment/Trade Barriers:

The key barrier to investment and trade development in the Sudan continues to be the lack of an adequate physical infrastructure, needed to take full advantage of Sudan's extensive natural resources.

Best U.S. Export/Investment Prospects:

The export of agricultural products for emergency and humanitarian relief, offers some opportunities for U.S. exporters of unmilled wheat, coarse grains, vegetables, vegetable oils, animal fats and oils, and feed grains.

Opportunities for the export of agricultural equipment, machinery, and inputs, could be enhanced if Sudan's agricultural sector continues to recover.

List of Contacts:

(Direct telephone from the U.S. to the Sudan is not currently available. International operator assistance is required.)

Sudan:

Director Customs, Department of Customs, PO Box 323, Khartoum, Sudan. [Provide information on customs classification of import goods]

General Administration Manager of Police Customs, Police Customs Headquarters, PO Box 323, Khartoum, Sudan. Tel: 249-11-772525; FAX: 249-11-79895; Telex: (0984) 23103

Ministry of Agriculture, Food and Natural Resources, Attention: Under Secretary, PO Box 285, Khartoum, Sudan. Tel: 11-72300

Ministry of Commerce, Cooperation and Supply, Trade Information Centre, Gamaa St., PO Box 194, Khartoum, Sudan. Tel: 11-72540; FAX: 11-72540

State Trading Corp., PO Box 211, Khartoum, Sudan. 11-78555; Telex: 22355

Sudan Chamber of Commerce, Attention: Secretary/General, PO Box 81, Khartoum, Sudan. Tel: 11-72345

Sudan-U.S. Business Council, Attention: Fath-Al Rahman Al-Beshir, Chairman, c/o Sharaf Group of Companies, PO Box 1828, Khartoum, Sudan

U.S. Embassy, Commercial Section, Sharia Ali Abdul Latif, PO Box 699, APO AE 09829, Khartoum, Sudan. Tel: 11-74700/ 74611; Telex: 22619 AMEM SD

U.S.:

Embassy of Sudan to the U.S., 2210 Massachusetts Ave., NW, Washington, DC 20008. Tel: 202-338-8565; Office of the Information Attache'--Tel: 202-466-6281; FAX: 202-745-2615

Sudan, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-4564

Select Publications:

Allen, J.A., Miles Smith-Morris, and Dede-Esi Amanor. "Sudan." In *Africa South of the Sahara 1995*. London: Europa Publications Ltd., 1994, p. 877-909 [annual publication] NAL call no.: DT30.A37

Background Notes, Sudan. Washington, DC: U.S. Dept. of State, Bureau of Public Affairs, 1991. [Dept. of State Publication #8022] [Available through the National Trade Data Bank]

Bebawi, F.F. and L. Neugebohrn. *A Review of Plants of Northern Sudan: With Special Reference to Their Uses*. Eschborn, Germany: GTZ, 1991. NAL call no.: QK404.B43 1991

Craig, G.M. *The Agriculture of the Sudan*. Oxford: Oxford University Press, 1991. NAL call no.: S473.S7A49

Metz, Helen Chapin. *Sudan, A Country Study*. 4th ed. Washington, DC: Headquarters, Dept. of the Army [Prepared by the Library of Congress, Federal Research Division], 1992. NAL call no.: DT154.6.S93 1992

Togo

Economy:

Togo, with a population of 4.4 million people, is dependent on subsistence agriculture. Over three-fourths of the labor force is employed in agriculture, which, along with fishing, contributes close to 50% of the country's GDP. Togo's main cash crops and major earners of foreign exchange are coffee, cocoa, and cotton. Food crops include yams, cassava, corn, beans, rice, millet, and sorghum. Livestock production is not significant.

The industrial sector includes phosphate mining (the most important activity), agricultural processing (palm oil extraction, coffee roasting, cassava flour milling, and cotton ginning), cement production, handicrafts, and textile and beverage production. Togo's phosphate deposits are the richest in the world.

Commerce has traditionally played a leading role in Togo's economy. Togo has a history of serving as a regional trade center. It has been an important transshipment center for goods going to Nigeria, Ghana, Burkina Faso, Mali, and Niger. Togo's infrastructure, including the port of Lomé, airport, roads, and telecommunications system and its liberal trade policy will continue to provide an advantageous trade and investment climate.

Exports:

Exports consisted of $253.6 million (f.o.b. 1994). Major exports include: phosphates, cotton, cocoa, and coffee. Major trade partners are European Union countries (especially France), regional African countries, the U.S., and Japan.

Imports:

Imports consisted of $238 million (c.i.f. 1994). Major imports include: machinery and equipment, consumer goods, food, and chemical products. Major trade partners include: France, other European Union countries, regional African countries, the U.S., and Japan.

Port of Entry:

The capital city of Lomé has one of the best ports in Western Africa.

U.S. Exports to Togo:

U.S. exports to Togo were worth $12.4 million in 1994. The major exports include: processed food products, machinery, and equipment.

Togo's Exports to U.S.:

Togo's exports to the U.S. were worth $4.1 million in 1994. Major exports include: phosphates, coffee, and cocoa

Investment/Trade Activities:

The control of foreign exchange is administered by the Minister of Economy and Finance.

Import licenses are not required for the most part. Some exceptions which require licenses or special permission include: cement, wheat flour, used cars, used tires, sugar, rice, alcoholic beverages, tobacco, and cigarettes.

Customs authority is carried out by the Director General des Douanes (see contacts listing) in Lomé:

- Most customs duties are ad valorem c.i.f. based. Tariffs range from 5% to 25% of c.i.f. value.
- Preferential treatment is extended to imports from the Economic Community of West African States (ECOWAS).

Food/Health/Safety Regulations:

Togo requires special approval from the Ministry of Commerce and Transport for the importation of sugar, rice, wheat flour, alcoholic beverages, tobacco, and cigarettes. The importation of various plants, seeds, and animals requires permission from the Ministry of Agriculture or the Ministry Public Health. Raw agricultural materials require safety certificates

Please refer to Part I, Other Contacts for information on the following: Food Safety and Inspection Service, Export Coordination Division; Foreign Agricultural Service, Office of Food Safety and Technical Services; or Animal and Plant Health Inspection Service (APHIS).

Free/Foreign Trade Zones/Export Processing Zones:

Togo has a free trade zone at Lomé, where goods can be stored, moved, processed, or replaced without the payment of customs duties. In addition, in 1989 the government of Togo approved an export processing zone (EPZ) law. Companies/investors setting up businesses under the EPZ law enjoy customs duties benefits and several tax breaks.

Investment/Trade Assistance:

The Commercial Section of the U.S. Embassy in Lomé and the Country Desk Officer for Togo at the U.S. Department of Commerce (see contacts listing) can provide information and guidance on investment and trade with Togo.

Investment/Trade Barriers:

Although English is widely spoken in Togo, French is the language of commerce and the country's official language. The Togolese market is dominated by French goods, although U.S. goods are viewed favorably and generally compete successfully with French and other products.

Since late 1990, Togo has experienced some political difficulties, including an eight-month general strike in 1992 and 1993. The political difficulties have had a dampening effect on Togo's economy.

Best U.S. Export/Investment Prospects:

The U.S. Department of Commerce's recent Country Commercial Guide on Togo identified the following lead sectors for U.S. exports and investment: agricultural products--wheat and wheat flour [Togo has one flour mill that imports much of the wheat it mills], and turkey tails [prior to a since-repealed ban on imported frozen meat, turkey tails were very popular with local consumers]; non-agricultural goods and services--telecommunications equipment, pharmaceuticals (especially generics), cosmetics/toiletries, and used clothing/used shoes.

List of Contacts:

(The international telephone access code is 011, and the country access code for Togo is 228.)

Togo:

CEREKEM Exotic Togo, BP 2082, Lomé, Togo [Company that specializes in the cultivation and processing of aromatic plants]

Chamber of Commerce, Agriculture and Industry, BP 360, Angle Ave. de la Presidence, Lomé, Togo. Tel: 21-70-65; FAX: 21-47-30; Telex: 5023 CHAMCOM-TG

Directeur General des Douanes, Administration de l'Economie et des Finances, BP 353, Lomé, Togo. Tel: 21-26-57/59; FAX: 21-85-81

Institut de Recherches du Cafe, du Cacao et Autres Plantes Stimulantes (Research Insitute for Coffee, Cocoa and Other Stimulant Plants), BP 90, Kpalime, Togo. Tel: 41-00-34

Ministry of Industry and State-Owned Companies, BP 2748, Lomé, Togo. Tel: 21-07-44; Telex: 5396

Ministry of Trade and Transport, Ave. du 24 Janvier, Lomé, Togo. Tel: 21-09-09
U.S. Embassy, Commercial Section, Rue Pelletier Caventou and Rue Vauban, BP 852, Lomé, Togo. Tel: 21-77-17/21-29-91; FAX: 21-79-52

U.S.:

Embassy of Togo to the U.S., 2208 Massachusetts Ave., NW, Washington, DC 20008. Tel: 202-234-4212; FAX: 202-232-3190

Togo, Country Desk Officer, U.S. Dept. of Commerce, Room 2037, 14th St. and Constitution Ave., NW, Washington, DC 20230. Tel: 202-482-5149

Togo Information Service, 1706 R St., NW, Washington, DC 20009. Tel: 202-667-8181; FAX: 202-265-5663

Select Publications:

Church, R. J. Harrison, Pierre Engelbert, and Edith Hodgkinson. "Togo." In *Africa South of the Sahara 1995*. London: Europa Publications Ltd., 1994, p. 947-965 [annual publication] NAL call no.: DT30.A37

Country Commercial Guide. Togo. Washington, DC: U.S. Dept. of Commerce, International Trade Administration, 1995 [Available through the National Trade Data Bank]

Country Profile. Togo, Benin, 1994-95. London: The Economist Intelligence Unit, 1994 [annual publication] NAL call no.: HC1015.A1Q832

Country Report. Togo, Niger, Benin, Burkina Faso. London: The Economist Intelligence Unit, 1994 [quarterly publication] NAL call no.: HC1015.A1Q83