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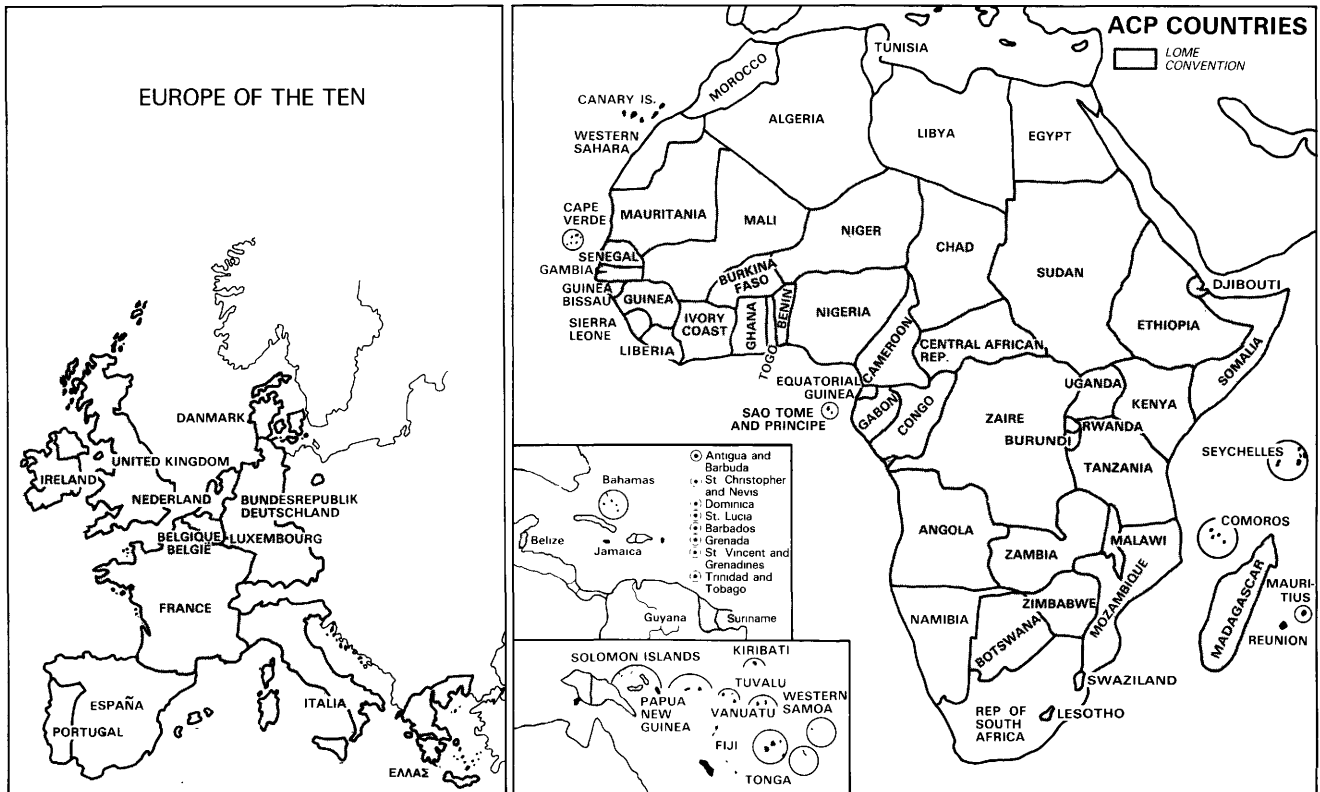
**EXOTIC TROPICAL
FRUITS**

THE EUROPEAN COMMUNITY

BELGIUM
DENMARK
FRANCE
GERMANY
(Federal Rep.)
GREECE
IRELAND
ITALY
LUXEMBOURG
NETHERLANDS
UNITED KINGDOM

THE 66 ACP STATES

ANGOLA	GHANA	ST. VINCENT & GRENADINES
ANTIGUA & BARBUDA	GRENADA	SAO TOME & PRINCIPE
BAHAMAS	GUINEA	SENEGAL
BARBADOS	GUINEA BISSAU	SEYCHELLES
BELIZE	GUYANA	SIERRA LEONE
BENIN	IVORY COAST	SOLOMON ISLANDS
BOTSWANA	JAMAICA	SOMALIA
BURKINA FASO	KENYA	SUDAN
BURUNDI	KIRIBATI	SURINAME
CAMEROON	LESOTHO	SWAZILAND
CAPE VERDE	LIBERIA	TANZANIA
CENTRAL AFRICAN REPUBLIC	MADAGASCAR	TOGO
CHAD	MALAWI	TONGA
COMOROS	MALI	TRINIDAD & TOBAGO
CONGO	MAURITANIA	TUVALU
DJIBOUTI	MAURITIUS	UGANDA
DOMINICA	MOZAMBIQUE	WESTERN SAMOA
EQUATORIAL GUINEA	NIGER	VANUATU
ETHIOPIA	NIGERIA	ZAIRE
FIJI	PAPUA NEW GUINEA	ZAMBIA
GABON	RWANDA	ZIMBABWE
GAMBIA	ST. CHRISTOPHER & NEVIS	
	ST. LUCIA	



FRANCE

(Overseas departments)

Guadeloupe
Guiana
Martinique
Reunion
St Pierre and Miquelon

(Overseas territories)

Mayotte
New Caledonia and dependencies
French Polynesia
French Southern and Antarctic Territories
Wallis and Futuna Islands

NETHERLANDS

(Overseas countries)

Netherlands Antilles
(Aruba, Bonaire, Curaçao, St Martin, Saba, St Eustatius)

DENMARK

(Overseas territory)

Greenland

UNITED KINGDOM

(Overseas countries and territories)

Anguilla
British Antarctic Territory
British Indian Ocean Territory
British Virgin Islands
Cayman Islands
Falkland Islands and dependencies
Montserrat
Pitcairn Island
St Helena and dependencies
Turks and Caicos Islands

This list does not prejudice the status of these countries and territories now or in the future.

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ACP-EEC: Council of Ministers

The 10th session of the ACP-EEC Council of Ministers was held in Luxembourg on 21 June. Main points discussed: enlargement of the EEC, Stabex, Southern Africa, drought, famine and desertification and examination of issues relevant to the implementation of Lomé III which comes into force, in principle, in January 1986. Pages 2 to 5

COUNTRY REPORTS: Niger



Niger, a huge country, two-thirds of which is desert, has suffered for years from a relentless drought. Last year it led to extremely serious food deficits at a time when world demand for uranium, the country's main export, remained depressed.

However, Nigériens have not given up the struggle. They know they must intensify the fight against desertification while exploiting to the full all the potential sources of water in their country. Pages 12 to 27

Fiji

As the only Pacific state where two major cultures, Indian and Fijian, coexist, Fiji has found the secret of stability in diversity. In the early '80s, Fiji has had to cope not only with a number of damaging hurricanes, but also with a depression of its economy. A major and efficient sugar producer, it suffered the effects of the slump in the world sugar market. Fiji is now unbending after this economic storm, as Ratu David Toganivalu, acting Prime Minister, explains. Pages 28 to 46



EUROPE: Interview with President Delors



President of the Commission of the European Communities since January 1985, Jacques Delors, 59 years old, is determined to achieve real progress for the people of Europe and for the European cause. He replied to questions put to him by The Courier. Pages 52 to 53

DOSSIER: Exotic Tropical Fruits

Exotic tropical fruits — a high-risk, high-value trade, whose prospects for growth are excellent but where strong competition for the European market comes from non-ACP States. Will the ACP countries face the challenge and reap the considerable rewards? The machinery is in position, the expertise exists, and there are signs that ACP-EEC commercial cooperation could benefit from increased interest in this sector. Pages 56 to 97



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ACP-EEC Council of Ministers in Luxembourg

Putting co-operation on a better footing

Every conference of the ACP-EEC Council of Ministers has its own significance and the 10th session held in Luxembourg on 21 June was no exception. Gathering for the first time since December last year when the third Convention was signed in Lomé, the session, presided over by the Gabonese Minister of Planning, Mr Pascal Nze, was designed to tie up the

tant issue and one that is likely to be the subject of a special EEC-Frontline States' Foreign Ministers' conference (see page 4).

The process of the enlargement of the European Community, ordinarily, should not be an issue of disagreement as the EEC has kept its promise by keeping the ACP States informed on progress of negotiations in order to

ports from four countries: Ivory Coast, Malawi, Swaziland and Zimbabwe. The ACPs believe that the information procedure during the accession negotiations was such that they were unable to argue their case.

In response, the President of the EEC Council of Ministers, Mr Mario Fioret, pointed out the complexity of this type of negotiation, but assured the ACPs that their interests were taken into consideration. European Commission Vice-President and Commissioner in charge of development, Mr Lorenzo Natali, said that the concessions referred to by the ACPs to Latin American countries on cocoa and coffee represent a modest percentage of the present imports into Spain and Portugal. He said that the ACPs should examine speedily the documents relating to the conclusion of negotiations so that exploratory talks on the results of the negotiations, including their effects on the products concerned, could usefully take place in July. Negotiation of the protocol of accession, as foreseen under Article 284 of Lomé III, could then be organized in the autumn with a view to finishing by the end of this year. The ACPs agreed to study the documents in question when they are sent to them.



Photo Council EEC

The President of ACP Council of Ministers during the meeting in Luxembourg. On his left is co-Secretary Edwin Carrington

loose ends currently discernible in the management of the Convention and examine issues relevant to the implementation of Lomé III which, in principle, comes into force in January 1986. It was a session free of long speeches and serious contentions and was marked by a high degree of give and take in areas where disagreement eventually emerged, enabling the Council to go through its 20-point agenda in just one day of deliberations. The issues include, not surprisingly, the enlargement of the European Community (as Spain and Portugal join the EEC in January), trade, Stabex, agricultural and industrial co-operation as well as drought, desertification, famine and food security in the ACP States, and the situation in Southern Africa which was a very impor-

avoid what the ACPs deplored as lack of consultations during negotiations that led to Greece's admission into the European Community. However, the ACP States have expressed concern on three fronts; one with regard to the problem of sovereignty that will arise from an amendment to Article 227 of the Treaty of Rome for some Indian Ocean ACP countries. The others concern ACP exports of coffee and cocoa following what they see as concessions to Spain on Latin American producers and what they consider as the very low quota of 75 000 tons of sugar imports allocated to Portugal despite Portugal's request for a larger quota of 300 000 tons and its agreement with Fiji, less than a year ago, to import 28 000 t from the latter. Portugal's 75 000 tons allocation concern im-

Trade co-operation

Discussions on trade centred on the Community's Generalized Scheme of Preferences (GSP), on cocoa products, on aflatoxin in groundnuts and on fresh beans imported into the EEC.

The ACP States want the Community to enter into "timely consultations" with them before taking decisions on its GSP to avoid measures that could be detrimental to ACP/EEC trade. This means letting its proposals be known to the ACP States so that they can make their observations and consult with the Community well in advance. The Council of Ministers agreed that an efficient and rapid system of consultation was in the interests of both sides. The Community, for its part, confirmed that its proposals for the 1986 GSP will be sent to the ACP States as soon as they are ready in July but urged the ACPs to send in their observations as early as possible. This the ACPs agreed to do.

The problem of cocoa relates to a proposed EEC directive to the original six members of the Community on the use of vegetable oils and fats other than cocoa butter in the manufacture of chocolate. The directive would authorize them to conform their legisla-

tions with those in force in the United Kingdom, Ireland and Denmark, which could mean a 5% reduction in the cocoa content of chocolate since legislation allows a maximum of 5% of the weight of chocolate in vegetable fats rather than cocoa butter. This, the ACP States calculate, would have devastating effects on their cocoa exports to the EEC to the benefit of third countries which export vegetable fats to the Community. Twenty-four ACP countries provide, at the moment, 85% of EEC cocoa imports. In view of the role this product plays in their economies any limitation to this volume would have serious effects on them.

The ACPs are also concerned about proposed Community directive on lower levels of aflatoxin in animal feed which threaten to reduce ACP groundnuts exports to the EEC. They describe the level as "arbitrarily too low" and contend there is no conclusive scientific evidence of the harmfulness of aflatoxin at that level.

The discontent over fresh beans, once a bilateral issue between Kenya and France, relates to the imposition of a ban on Kenyan beans by France. The ACP States have requested the Community to take up the matter claiming that there has been a breach of the Convention.

The Community says that it is conscious of the importance of cocoa to the ACP States. It has agreed to consult the ACP-EEC sub-committee on trade co-operation as soon as the results of a meeting of Commission and ACP experts on the matter are known, and before any decision on a new directive is made. Both sides have also agreed to hold consultations within the sub-committee on trade on the question of fresh bean and aflatoxin, although the EEC Council has not yet begun to examine, technically, the proposal of the Commission on the latter. The Community has, meanwhile, emphasized the sensitivity of the European public to the question of health which it says has to be taken into account in this matter.

Stabex

Stabex, an issue that evokes considerable interest and was the cornerstone of Lomé II, and the crisis area in its implementation, was again a star item on the agenda. This time the question was not one of inadequacy of funds, even though funds are still considered insufficient, but one of replenishment of certain resources transferred under



Photo Council EEC

In the hemicycle, on the side of the EEC. In the foreground is the co-President of the Council, M. Fioret (centre); on his left, Daniel Vignes, co-Secretary (EEC) of the Council and Dieter Frisch, Director-General for Development at the Commission; on his right, Ambassador P. Calamia, Italy's permanent representative at the EEC

Lomé I, of the report of an ACP-EEC panel of experts on the implementation of Article 166 of Lomé III, of the use of unused Stabex balances of Lomé II and of products which could give rise to Stabex transfers under the exports to all destination principle of Article 150 (3) of the Convention.

The first point concerns Congo and Gabon which are required to refund Stabex transfers of ECU 7.4 million and ECU 6.7 million respectively under Lomé I at the rate of one-fifth per year (Gabon, from 1986 and Congo from 1989). The ACP States want to ensure that the conditions necessary for replenishment are fulfilled. In Luxembourg, the Council noted that contacts were still taking place between the countries concerned and the Commission and that the Committee of Ambassadors was still examining the question. It left the issue at that. The Council, however, approved the report of the joint experts on the implementation of Article 166. The report contains proposals aimed at improving the operation of the Stabex system and promoting the exchange of information and statistics between the ACP States and the Commission. On unused Stabex balances of Lomé II, which has been put at around ECU 100 million, the Council accepted that it be used to compensate shortfalls in transfers during the 1980 and '81 application years, and that these should be calculated on a pro-rata basis. The European Community rejected ACP proposal to reserve part of the balances to compensate some ACP States which suffered losses as a

result of the method used in calculating the transfers, but agreed to the suggestion that the particular interests of the least developed countries (LDCs) be taken into account. The Council, meanwhile, delegated powers to the Committee of Ambassadors to pursue the matter. And with regard to the application of 12 ACP countries for all-destination products to become subjects of Stabex transfers, the European Community rejected seven but agreed that derogation should be applied to the remaining five. The Committee of Ambassadors has received powers to make decisions.

The Zambian delegation was forthright in deploring, earlier in Brussels at the ACP Council of Ministers, what it saw as discrimination against Sysmin compared to Stabex and called for immediate start of discussion on rationalizing the procedure for claims in order to avoid the kind of delays that had occurred under Lomé II. In its view, the provision that the "Community shall make available to the ACP States, not later than six months from the entry into force of the Convention, a simplified information sheet to be submitted for examination of the application for aid" means that it could be towards the second half of next year before any realistic move on Sysmin could be made and eventual transfers probably in 1987 or '88. Immediate start of talks will contribute to avoiding that. This was put across to the European Community in Luxembourg with a further request that whatever was left in Sysmin under Lomé II should be used for transfers

used for transfers under Lomé III. The Council took note of these requests.

Sugar

A nagging problem in ACP-EEC relations, the question of sugar reallocation and prices, surfaced in the discussions. The ACPs, while agreeing that the Commission has the power to reallocate quotas, believe that it is within the competence of the Council of Ministers, the supreme body of the Convention, to review Commission's decisions and are proposing that differences in interpretation between the

Community and the ACP States of the provisions of the Lomé Convention on reallocations of undelivered quantities be examined by legal experts from both sides.

The European Commission maintained that it acted in conformity with Article 7 (4) of the Sugar Protocol, that it did consult the ACP States on reallocations and that it took its decisions with full knowledge of the concerns of the ACPs and also with responsibility.

The Council, however, took note of the wish of the ACP States to increase the global quantity of sugar allocated

to them, following the accession of Portugal to the Community and their opinion as far as guaranteed prices for 1985/86 are concerned as well as their express wish that the EEC Council of Ministers should give the Commission another mandate to continue negotiations on the latter.

Agricultural co-operation

Because of the groundwork that had been done at the level of the Committee of Ambassadors, the Council approved the recommendations made with regard to the Technical Centre

Southern Africa: ACPs call for action

There was no mistaking the anger and frustration in the tone of ACP ministers as they spoke, in both Brussels and Luxembourg, of the situation in Southern Africa—an issue that has become permanent in ACP-EEC relations now that it has found its way into Lomé III. There was a feeling that Europe was unwittingly giving succour to South Africa and that the time has come for the EEC to get tough and take practical measures against the apartheid regime.

A serious atmosphere

Three events in recent weeks guaranteed that ministers would see it as a matter of top priority: the installation of an illegal transitional government in Namibia by South Africa, the raid on the Angolan province of Cabinda by South African saboteurs and the brutal attack on Gaborone, the capital of Botswana on 14 June by armed commandos of the apartheid regime in which 12 defenceless refugees and innocent civilians, including women and children, were slaughtered in their sleep. The presence, for the first time, of the Angolan Minister of External Trade, Ismael Martino and the absence of one of ACP's best known personalities, Botswana's Foreign Affairs Minister, Dr Gaositwe Chiepe, who was called away to the United Nations for the debate on the raid, created a more serious atmosphere about the matter.

Briefing first the ACP Council and then the ACP-EEC session in Luxembourg on the raid, Botswana's ambassador to the EEC, Dr M.J. Melamu revealed that in addition to the 12 murdered, "it is feared that some people may have been kidnapped by the South African soldiers". He denied that Botswana has any ANC (African National Congress, the main movement fighting against racism in South Africa) bases as the apartheid regime claims, saying that this was a pretext to force Botswana to abandon its policies of granting refuge to victims of the inhuman system of apartheid, a policy his country will not alter. He called upon all peace-loving peoples to stand firm with Botswana at this crucial moment in the struggle for human dignity. The Ambassador reminded the ACP-EEC Council of the United States' gesture in recalling its Ambassador from Pretoria over the raid. Such a gesture from Europe would have been appreciated.

ACP ministers unanimously called on the European Community to take concrete action against South Africa,

for example, by preventing European companies and multinationals from investing in that country as the United States is trying to do. The apartheid regime was acting against its neighbours with impunity because it is comforted by the knowledge that no external action will be taken against it. It was no use, the Ministers pointed out, Europe helping the Southern African countries to overcome some of their economic problems only to see those efforts negated by South Africa's actions. They called for a meeting of ACP-EEC Foreign Ministers and lent strong support to similar proposal made earlier by President Julius Nyerere of Tanzania for a meeting, to be held as soon as possible, between the EEC and Frontline States' Foreign Ministers on the situation in Southern Africa.

A Foreign Ministers' conference?

The President of the EEC Council of Ministers, Italy's Under-Secretary for Foreign Affairs, Mr Mario Fioret, referred to the declarations of the EEC Foreign Ministers on political co-operation, especially that of 29 April in which it strongly condemned apartheid and stated its preference for peaceful solutions, security and economic and social progress of all the countries in Southern Africa. He talked of the "code of conduct" which all European firms with subsidiaries in South Africa must apply with regard to racial discrimination in workplaces and the condition of work of their black employees. He said that the EEC considers the South African-backed transitional government in Namibia as null and void. He condemned South Africa's recent military actions against Botswana and Angola and said that the European Community will use its weight in the most effective way as possible, both collectively and individually, to bring an end to apartheid. The ten, he said, was examining in a positive spirit Tanzania's suggestion for a meeting between the EEC and Frontline States' Foreign Ministers.

EEC Vice-President and Commissioner for Development, Mr Lorenzo Natali, outlined the European Community's commitment to regional development efforts within the framework of SADCC which amounted to ECU 70 million under Lomé II and which could exceed ECU 200 million under Lomé III but noted, with regret, that all was being endangered by South Africa's policy of attacks on its neighbours. o

A.O.

for Agricultural and Rural Cooperation (CTA) and the issue of ACP access to available agricultural products and refunds concerning exports of wheat and butter from the EEC to the ACP States. On the CTA, whose budget for 1985 has been approved, the ACP-EEC sub-committee on agricultural and rural development is to examine matters concerning it, while, on available agricultural products, an EEC-ACP group of experts, made up of six members from each side, is to be set up as soon as possible to look into the issues raised. The group's terms of reference will be Article 34 of the Convention and it should complete its work next year.

Industrial cooperation

On industrial co-operation, the Council expressed satisfaction over arrangements already made for the implementation of the provisions of the new Convention, notably the appointment of Dr Isaac Akinrele as director and Mr Jens Mosgard as deputy-director of the Centre for the Development of Industry (CDI). It settled the question of the CDI's Governing Board which had been an area of disagreement. The ACP States had wanted the Board's chairmanship to rotate between an EEC national and an ACP national on a yearly basis but settled for two and half years in Luxembourg. As for CDI's financial regulations, condition of employment of staff and rules of procedure, the Council has delegated powers to the Committee of Ambassadors to adopt the relevant texts in the Convention, notably Article 73 (6).

Drought, famine and desertification

In contrast to the preceding issues which were more or less agreed between the ACP States and the EEC at lower levels and simply needed the endorsement of the Council of Ministers, the question of drought and famine was given particular attention, in view of the dramatic outbreak of famine in several parts of Africa. The European Community's concern and prompt response to the current situation are well known and for these, the President of the ACP Council of Ministers, Mr Pascal Nze, expressed gratitude. He, however, warned that measures so far taken have fallen far short of requirements. There was a need for a redoubling of efforts on emergency aid while concrete steps are taken to solve, once and for all, the problem of food production in the ACP States.

Emphasis should be on support for regional food security backed by national food strategies. He called for a strengthening and extension to all ACP States of early warning systems, for example, remote sensing, to control drought and famine.

EEC Development Commissioner, Mr Lorenzo Natali, brought the Council up to date on Community relief operations since the Dublin EEC Council meeting where a decision to provide, within a year, 1.2 million tons of grain (with the total cost of operation of ECU 442 million) to famine victims was taken. Sixty-five per cent of this commitment, he said, had already been carried out but there were difficulties. There were problems with ports and storage facilities, and also with transport since most of the countries seriously affected by the drought and famine have transport

networks that are qualitatively and quantitatively inadequate. "These difficulties," he said, "explain why there are, at the moment, huge amounts of grain blocked in African ports, in spite of the 500 or so lorries, the technical assistance and spare parts that EEC Member States have together supplied". Mr Natali revealed that his department is now studying procedures which will enable officials to react more quickly to emergency situations. He welcomed ACP early-warning and remote-sensing ideas and emphasized that steps to improve food production require full co-ordination between beneficiaries and donors. "But", he warned, "we should also bear in mind that none of these will be meaningful if we fail to deal with the fundamental problem of Africa, which is, desertification—a complex issue as it is the result of both climatic and human factors", problems that require convergent actions in many areas. Inevitably famine and desertification will feature in many programming exercises of Lomé III.

The Council has, meanwhile, delegated powers to the Committee of Ambassadors to adopt necessary measures under Article 137 (3) (d) of Lomé II if the special appropriation for emergency aid is exhausted.

Other issues

Among other topics dealt with were: the report of the Article 108 Committee and the situation of ACP students and migrant workers in the European Community. The Article 108 Committee is the watchdog body set up under Lomé II to identify problems and find ways of solving them in the implementation of the financial and technical provisions of the Convention. The Committee has outlined three areas it is dealing with: evaluating Community-financed projects, highlighting typical, special and general cases of difficulties and preparing the implementation of the financial and technical provisions of Lomé III. The Council took note of these and invited the Committee to finish its work before the end of this year.

On the situation of students and migrant workers, the ACP States drew the attention of the EEC to the fact that, in spite of the adoption of a common declaration in the final Act of Lomé III, their conditions have hardly improved. The Council, as a result, agreed that the Committee of Ambassadors should continue to examine the problem. ○

AUGUSTINE OYOWE

ACP Council

Earlier in the week (17-19 June), the 38th session of the ACP Council of Ministers had met in Brussels to prepare the ground for Luxembourg and iron out a number of internal issues.

Like in Lomé, the Secretary-General of the ACP Group could not be appointed as none of the candidates satisfied the requirements of election by a consensus agreement or by a two-thirds majority of votes cast. The matter has been postponed to the extraordinary session to be held in Harare (Zimbabwe) in October. The Council appear to have settled for the proposal put forward by the Bureau, chaired by the President, Mr Nze of Gabon, that a system of rotation of the post of Secretary-General between the six regions of the ACP Group (4 African, Caribbean and Pacific) be established and that the Committee of Ambassadors should work out how best this can be done. Edwin Carrington carries on as interim Secretary-General.

The Council approved Angola's accession to the Georgetown Agreement and its admission to the ACP Group, and discussed intra-ACP co-operation, especially the air transport meeting which will take place in Paramaribo, Suriname, from 2-6 September and the second extraordinary session of the ACP Council of Ministers in Harare in October. ○ A.O.

Talking business in Thessalonika

EEC/ACP trade operators meet in Greece

The excitement was justified on all grounds: An EEC/ACP conference of economic operators, the fourth of its kind and the first major event being hosted by Greece within the framework of the Lomé Convention since joining the European Communities in January 1981. Venue: Thessalonika, famous in the Byzantine empire and in ancient Greece as a political and commercial centre and in the Bible for the travels and letters of St Paul, celebrating its 2300th anniversary this year. Agenda: The inter-related themes of trade, industry and maritime transport which offer fairly new grounds for exploration between the ACP States and a country that has no traditional economic links with them, was the first maritime nation and is one of the biggest shipping countries in the world. Furthermore, Lomé III, which for the first time gives prominence to co-operation in shipping services, comes into force in January 1986 precisely when the transitional arrangements of Greece's accession to the European Communities will come to an end. Those arrangements prevent at least 22 ACP products from gaining free entry into the Hellenic market. The conference was, no doubt, timely and, not surprisingly, well-attended with nearly 300 delegates.

Funded by the European Commission from the regional fund for trade promotion, the three-day conference (8-10 May) was held under the auspices of the Union of Greek Chambers of Commerce and Industry. Praise for the Greeks in organizing the conference came, notably, from the Director-General for Development in the European Commission, Mr Dieter Frisch and from Mr Francis Macharia, chairman of ACP Chambers of Commerce and other economic operators, who pointed out that the fact that it is less than five years since Greece joined the Community and the Union of Greek Chambers of Commerce has been able to organize the conference showed Greece's determination to establish firm contacts with ACP trade operators.

The deputy-mayor of Thessalonika, Mr Nicolas Digas-Hardalias, welcoming participants, expressed the hope that the meeting would enable the ACPs and Greeks to know each other. In his opinion, knowledge of a country and its people was indispensable to better understanding, mutual help and trade.

Greece, it should be noted, is often perceived as having a great understanding of the problems of developing countries probably because of its geographical location — in the Mediterranean and the most southerly in the European Community, a fact which was to crop up again and again in discussions and which perhaps explains why, from the outset, participants on both sides, hoped for a meeting of minds.

The early session of the conference was devoted to pointing out the possibilities that Lomé III offers in the areas of trade, industry and maritime transport. The Greek under-secretary of National Economy, Mr Dimosthenis Dimosthenopoulos, Italy's ambassador in Greece, Mr Marco Pisa (speaking in Italy's capacity as President of the EEC Council of Ministers), Director-General Frisch, Mr Francis Macharia and Ambassador Harold Sahadeo of Guyana, Chairman of the ACP Committee of Ambassadors, all stressed the importance of the Lomé

Convention for both the ACP States and the EEC, particularly the complementarity of their advantages: natural resources, on the one hand, and capital and technology on the other, to be associated for the mutual benefit of both sides. Placing it within the context of the present state of North-South relations, Ambassador Sahadeo said that the collapse of the concept of North-South dialogue reinforced the need for ACP/EEC relations to provide the framework for achieving the objectives of a new international economic order. He referred to the natural disasters (drought, cyclones, etc.) which have affected the economies of the developing countries in recent years and the shortcomings of the trade provisions of Lomé II which have been improved under III, especially with regard to rum, rice and beef. He regretted the unsatisfactory (as far as the ACPs are concerned) solution of the sugar problem, especially the non-negotiability of prices, but admitted that the problem was compounded by the fact that the EEC has turned from being a major sugar importer to an exporter.

Director-General Frisch agreed with Ambassador Sahadeo on the significance of the Lomé Convention in the absence of a global North-South dialogue. He described the Convention as the most elaborate model in the world and one that is perfectible. He said that, to the outsider, the EEC appears to be preoccupied with its internal problems, but it has devised a development policy that is constantly at work, the dimension of which is an essential element in the construction of Europe. As for the development of



The opening session of the conference

trade between the ACP States and Greece, delegates agreed that there was scope for expansion.

Compared with other Member States of the Community, Greece's trade with the ACP States is, at the moment, composed of a narrow range of products: fish, cocoa, wood, cotton, zinc, salt, cereals and animal and vegetable fats. According to figures compiled by the ACP Secretariat, ACP/Greek trade has fluctuated in recent years. Between 1979 and 1983, ACP exports to Greece rose from ECU 56 million in 1980 to 221 million in 1981 and fell to 125 m in 1983, while imports from Greece, which stood at ECU 240 million in 1979, dropped to 98 m and 94 m in 1982 and '83 respectively. So, overall, trade has been in ACPs favour, but the volume is very low. This, of course, is largely due to Greece's lack of a colonial past. The little trade that has developed can be attributed mainly to Greek communities that have established themselves in the ACP States over the years, as Greek under-secretary of Foreign Affairs, Mr Theodoros Pangalos explained. The Lomé Convention now provides Greece with an institutional framework to build on that relationship.

Trade and industry

The conference, at the initial stages, looked like becoming a kind of commodity market as most businessmen dwelt at length in their interventions on what they had to offer — provoking a wave of quizzical looks on the faces of many participants. However, like its predecessor, it went on to discuss what mattered most: examining the constraints on co-operation and on how to overcome them.

It identified, amongst the handicaps to the development of trade between ACP States and Greece, lack of communication, information and dialogue, the non-existence of commercial attachés on both sides who could facilitate contacts between operators, difficulties in the system of banking and financing of operations and insufficient mechanisms and techniques used in trade promotion. The conference therefore considered "that frequent contacts between Greece and the ACP States could contribute substantially to overcoming most of the difficulties... The present level of Greece's techno-



The rostrum: in the middle, is Mr Vassilios Petridis, vice-president of the Union of Greek Chambers of Commerce and Industry, who chaired the conference. On his left, is Ambassador Harold Sahadeo of Guyana, Chairman of ACP Committee of Ambassadors

logical development as reflected in her standard of living could assure the possibility of a real and equitable collaboration."

On industry, Mr Nicolas Kioleidis, a member of the Council of Administration of the Union of Hellenic Industries and the Arab-Hellenic Chambers of Commerce and Industry, praised the role of the Centre for the Development of Industry (CDI) whose (then) director-general, Mr Jens Mosgard, was present and who, along with his assistants, was on hand to explain to businessmen how the CDI could help them. Echoing Mr Dimosthenopoulos, the under-secretary of National Economy, Mr Kioleidis pointed out that, given its geographical location, the size and structure of its economy, Greece is very close to the ACP States whether on economic or socio-cultural grounds. He enumerated areas in which Greek industries specialize: food, fertilizer, textile, metallurgy, plastic, transportation vehicles, farming tools, pharmaceutical products and materials for construction and public works. Co-operation in these areas, he said, would be beneficial to both sides. Mr Kioleidis did not say what form this co-operation should take.

Ambassador André Mangongo-Nzambi of Gabon, Chairman of the sub-committee on industrial co-operation, gave a lucid analysis of the problems of industrialization of the ACP States which, he said, is a major objective of the Convention — the objective of ending the present status of the ACPs as providers of raw materials. While agreeing with the OECD that

the climate of investment, political stability and possibilities of making profits were crucial in attracting foreign investment, he believes that the smallness of national market, lack of personnel and other resources come into play with regard to the ACP States. No effort, however, should be spared in attracting the necessary foreign investment. He noted that, with the exception of Greece and Ireland, all Member States of the EEC have one system or another of guaranteeing investment and export credit to the ACP States and other developing countries — a system designed to ensure the transfer of capital to these countries. He suggested, in accordance with the intention expressed in the Convention on industrial co-operation, a Community system which will involve allocating a part of the EDF resources meant for the ACP States to finance insurance premium of EEC private investment in the ACP States. He estimated, for example, that the allocation of ECU 100 million from EDF resources for this purpose would cover the transfer of ECU 1 200 million of investment during the five-year period of the Convention. Greece and Ireland could benefit from such a system. The conference agreed and adopted the suggestion, in the belief, no doubt, that this can promote the setting up of joint industrial ventures between the ACP States and Greece.

Shipping

Co-operation in maritime transport proved, as expected, to be a complicated and difficult subject to tackle be-



Ambassador André Mangongo-Nzambi of Gabon, Chairman of the sub-committee on industrial co-operation



Mr Theodoros Pangalos, Greek under-secretary in the Ministry of Foreign Affairs



Mr Nicolaos Hassiotis, captain in Greece's Ministry of Merchant Navy, who chaired the working group on maritime transport

cause of the divergent points of view of the developed and developing countries on the issue in international forums. The importance of shipping for the promotion of trade and development cannot be underestimated. ACPs had hoped (and still hope) that, with its expertise in this area, Greece would be a source of capital and technology in the development of their shipping services.

Much time was spent on discussing issues of general import to international shipping — the UN Code of Conduct for Liner Conferences, shipping law and legal framework and the development of a mercantile marine in “a fairly competitive environment”, a subject dear to the hearts of the Greeks.

Mr N. Vernicos, a member of the Executive Committee of the Hellenic Chamber of Shipping, spoke of the need for states of the Liner Conference to whom the UNCTAD code is limited, to apply it in “conformity with its scope and provisions”. One speaker who was involved in drawing up the Code pointed out that the Liner Conferences Code has been overtaken by events and will continue to be overtaken by events whether or not it is reviewed, as is being called for in many quarters. He pleaded for the code to be used as a forum for discussions to bring about gradual changes.

For his part, Mr C. Katsigeras, a legal expert on International Maritime Law underlined the “importance of maintaining a free competitive envi-

ronment in international shipping, as this guarantees the development of competitive, economic and efficient fleets.” He stressed the negative effects of the introduction of protectionist measures.

While Mr Katsigeras and others spoke of freedom, some ACP speakers talked of fairness. It fell to Mr Lorimer MacKenzie, head of the trade promotion division in the European Commission to bring order to what was almost becoming a dialogue of the deaf. He referred to Title V of Lomé III Convention, which he described as a “masterpiece”, aimed at meeting the aspirations of both Community Member States and the ACPs in shipping. Nowhere, he said, does the Title talk of “free” or “fair” competition. The conference, nevertheless, recognized that “the concern of the ACP States is motivated by the existence of an imbalance of the market forces at the two ends of the trade, especially as it relates to Article 87”.

As to co-operation between Greece and the ACPs, on which acting ACP Secretary-General Edwin Carrington said the conference ought to concentrate more, Mr Vernicos pointed out that, in Greece, the shipping sector is in private hands, and has no links with the government. Notwithstanding the State's bilateral or multilateral arrangements, the Greek Chamber of Commerce, he said, was ready to help in arranging contacts for ACP partners. He suggested that ACP delegations visit Greece for this purpose. The conference agreed and recommended the

setting up of joint ventures as the best way of strengthening co-operation.

On training, the Conference referred again to Title V of Lomé III, especially “regarding the specific fields of vocational training, port management and terms of financing for shipbuilding”, and took note of the Greek promise “to examine any concrete proposal that will be submitted by the ACP States and to respond positively within its possibilities”.

Expressing ACP's view on the outcome as the conference wound up, Ambassador Joshua Iroha of Nigeria said that there had been “brilliant expositions on trade, industry and maritime transport” from which a lot has been learnt. The conference was only a beginning along the road of co-operation between the ACP States and Greece, but he urged a more concrete approach with practical suggestions for conferences of this nature in future. “There is a tremendous amount of goodwill on both sides”, he said, “but the applicability of this goodwill has been less demonstrative in the conference room. Let us hope that it was quite obvious and effusive in the ‘contact room’ outside the conference halls.” Ambassador Iroha was referring to a special room reserved for meetings between ACP and Greek businessmen. A spokeswoman for the Union of Greek Chambers of Commerce told The Courier that results were good at the end of the Conference. Businessmen, it seems, talk less but deal a lot. ○

A.O.



10th ANNIVERSARY OF THE GEORGETOWN AGREEMENT

Greater cohesion and cooperation in a stronger ACP Group



Photo MAPEZ

Celebrating the 10th anniversary of the Georgetown Agreement—a way of strengthening solidarity and cooperation among ACP States

On 6 June, ACP representatives celebrated the 10th anniversary of the Georgetown (Guyana) Agreement which set up the Group of African, Caribbean and Pacific countries. One of the aims of the Agreement, which the 46 States belonging to the first Lomé Convention (28 February 1975) signed in Georgetown on 6 June 1975, was to coordinate the activities and determine the common positions of the ACP States in their relations with the EEC under the Lomé Convention and any other cooperation agreements that would follow it. As Harold Sahadeo, Ambassador of Guyana and Chairman of the ACP Committee of Ambassadors, underlined in his speech, the Group formally established by the Agreement was the result of the EEC-initiated Convention, but the 46 countries in the Agreement still saw it as a means of going beyond their relations with the Community and promoting and strengthening their own solidarity and further fostering their economic, commercial and cultural relations and effective regional and inter-regional cooperation". These were "noble" aims and achievement

of them could have brought considerable changes to the pattern of relations between the industrialized nations and the raw materials producing countries. This was and still is the ambition of the Georgetown signatories—but is it being achieved?

Seydina Oumar Sy, who was at Georgetown back in 1975 and is still the Senegalese Ambassador to Brussels, said that, although the results were not entirely satisfactory, the ACP Group was still an example of what developing countries can do in the South-South context and in North-South relations between the ACPs and the European Community. There had been a period of "euphoria" after the signing of Lomé I and there was an economic crisis that could have consequences "as severe as those following the great depression of 1929" to be coped with now, added Mr Sahadeo. The analysis of the history of development ought, he felt, to lead the ACPs to "recognize the fact that any substantial gain from our experience of Lomé derives primarily from the re-

sult of the unity and solidarity of the Group. For none of our countries, not even the biggest in terms of size or populations or natural resources, could achieve the same quantum of benefits if it had opted for bilateral cooperation with the Community". So it seems reasonable to say that, as things stand, "multilateralism in the Group provides a key to the road for development".

But the ACP Group cannot be content with signing a third Convention with the Community as a sign of the even partial success of the aims it had set in 1975. In the view of Harold Sahadeo, the promises and prospects of ACP development provided in the Lomé Convention can only be realized if "we ACPs are organized efficiently and in a position to take advantage of the many opportunities provided in a rational and independent manner". The interdependence that is typical of ACP-EEC relations and economies means, Mr Sahadeo said, that the development of the ACP countries only matters to the developed world to the



Photo MAPEZ

Currently in the chair of the various organs of the Group: centre, 2nd and 3rd from the left, are Pascal Nze (Gabon), President of the Council of Ministers and Harold Sahadeo (Guyana), Chairman of the Committee of Ambassadors; extreme left, Edwin Carrington (Trinidad & Tobago), interim Secretary-General; right, Seydina Oumar Sy (Senegal), the only Ambassador still in Brussels who participated in the signing of the Agreement in Georgetown, and J.W. Nyagah (Kenya), Chairman of the Sub-Committee on Intra-ACP cooperation



Guests and members of ACP staff at the reception on 6 June at ACP House

Photo MAPEZ

boosting of cohesion in the Group emerged as the decisive elements for the future of the ACP unit. This was also clear from the high praise from Dieter Frisch, the EEC Development Director-General, who was extremely pleased at the way the ACP Group had developed over the past 10 years and, in particular, at the determined united front which the ACPs had formed during the very difficult negotiations for Lomé III. The ACP representatives then heard a message from Jacques Delors, the President of the Commission, stressing the considerable importance he attached to economic integration within the Group, to closer relations between the ACP countries and to fruitful cooperation between the ACP Group and the Community.

The general insistence on the vital importance of strengthening the ACP

extent that the areas involved affect their own progress. As a result, their "limited interest in our development is a consequence of their centripetal dynamics rather than any ill intent". However, he went on, the Member States of the Community are of great importance to the ACPs because of the considerable financial and technological resources at their disposal and the substantial trade between the two groups.

Mr Pascal Nze, Gabon's Minister for Planning and Regional Development, who is the present President of the ACP Council of Ministers, reiterated the "key idea of 1975, when Lomé I was signed, of establishing new and profitable relations between the ACP countries and the Community", and stressed that now, 10 years later, reality had far outstripped the original intentions because "solidly based relations have been established between the ACP countries themselves". Mr Nze was also pleased to see the positive trend in the ACPs' situation on the world scene, where, he said, they no longer come cap in hand, as they are fully involved in the quest for and the shaping of a new international economic order that is fairer and better balanced. He then went on once more to express his complete confidence in the ACPs' political desire to strengthen this cooperation and their solidarity—which was reflected in the Georgetown Agreement 10th



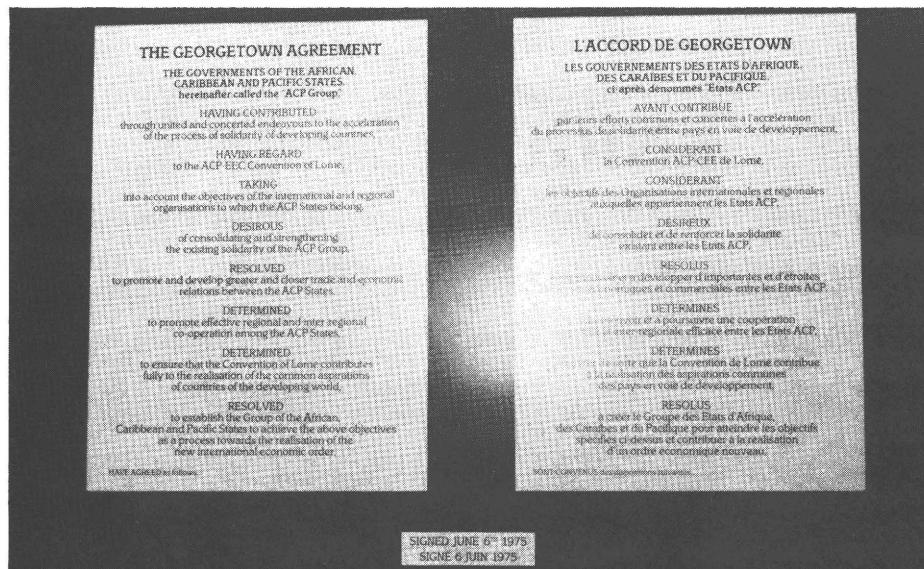
Photo MAPEZ

Pascal Nze and Dieter Frisch, Director-General for Development at the EEC Commission, wished long life to the Group and to ACP-EEC cooperation; on the right are Edwin Carrington and A. Mangongo-Nzambi, Ambassador of Gabon

anniversary celebrations which, as Peter Onu, interim Secretary-General of the OAU, said in his message, "was an example of fully-fledged South-South cooperation". This message, which was read out by Mr Libere Buzingo, the Head of the OAU Permanent Bureau in Brussels, insisted on the need for solidarity between the two groups of nations when it came to the major problems of the countries in the OAU and the ACP Group.

So the development of ACP economic and cultural relations and the

Group is undeniable proof that the Group was emancipated the day the Georgetown Agreement was signed and that there is no reason to subordinate its survival and internal evolution to any cooperation agreements between the Group and the Community. The ACPs want to speed up the strengthening and the cohesion of their Group. They have already come up with some large-scale economic, commercial, cultural, technical and (in particular) transport cooperation projects and there are two special minis-



Tenth anniversary commemorative tablet of the Georgetown Agreement at ACP House

terial meetings in September (Paramaribo) and October (Harare) to finalize the political side so the second phase of inter-ACP relations, which will be more practical than analytical, can begin.

The other, by no means small, thing, that shows the autonomy of the Group as such, is the ever-increasing importance which the ACP representatives attach to the apartheid issue and the liberation of Namibia, Africa's last colony, in their relations with the European Community. Harold Sahadeo forcefully reminded the meeting that, as it indeed says in Lomé III and as he pointed out in Thessalonika (see page 6), the South African question had to be a priority in ACP-EEC relations. This was also emphasized in

Peter Onu's message to the ACP Group on its 10th anniversary. Mr Sahadeo added that: "We, in the newly independent States of the ACP Group, cannot live in peace and equanimity and we feel that our independence is threatened as long as racialism, apartheid and colonialism survive in South Africa and Namibia".

Harold Sahadeo also paid tribute to the anti-apartheid movements, that are getting stronger, and expressed his satisfaction at the European public's increasing interest in the campaign against racialism in South Africa.

The 10th anniversary celebrations wound up with the unveiling of a plaque at ACP House commemorating the founding of the Group. There was joy and hope for the future, but the



A view of the meeting of ACP Ambassadors during the celebration of the 10th anniversary of the founding of the Group

institutional crisis (in the Secretariat-General and its staff, in particular) was ever in the background. The acting Secretary-General, Edwin Carrington, pointed out how important these institutions were in getting ACP-EEC cooperation implemented and he made a short speech underlining the serious nature of the present difficulties. Of course, there is also the fact that the Group has grown from 46 to 66 members, which can increase the likelihood of divergence, although a more optimistic and happier approach would be to say that greater numbers mean greater strength as a Group and a potential market of something like 350 million consumers—this is a real asset for the ACPs, who have to cope with considerable economic problems and all kinds of other threats.

So, Mr Sahadeo said, "only through continued united, sustained action the progress and welfare of our peoples could be assured". ◊

LUCIEN PAGNI

ACTIVITIES SCHEDULED

Below is the summary of the main activities planned for the celebration of the 10th anniversary of the Georgetown Agreement. The celebration, which started on 6 June with a special session of the Committee of Ambassadors, a press conference and a cocktail party at ACP House, will be pursued throughout 1985. Activities planned:

- Publication of an ACP brochure
- Quiz to be organized for school-children
- Seminar for journalists
- Issue of stamps by ACP postal authorities
- Press actions directed at ACP and European capitals
- Preparation of a video on the ACP Group.

In addition, the Air Transport Services Meeting to be held in Suriname, and the Special Ministerial Session on Intra-ACP Cooperation to be held in Harare, will also form part of the anniversary celebrations.

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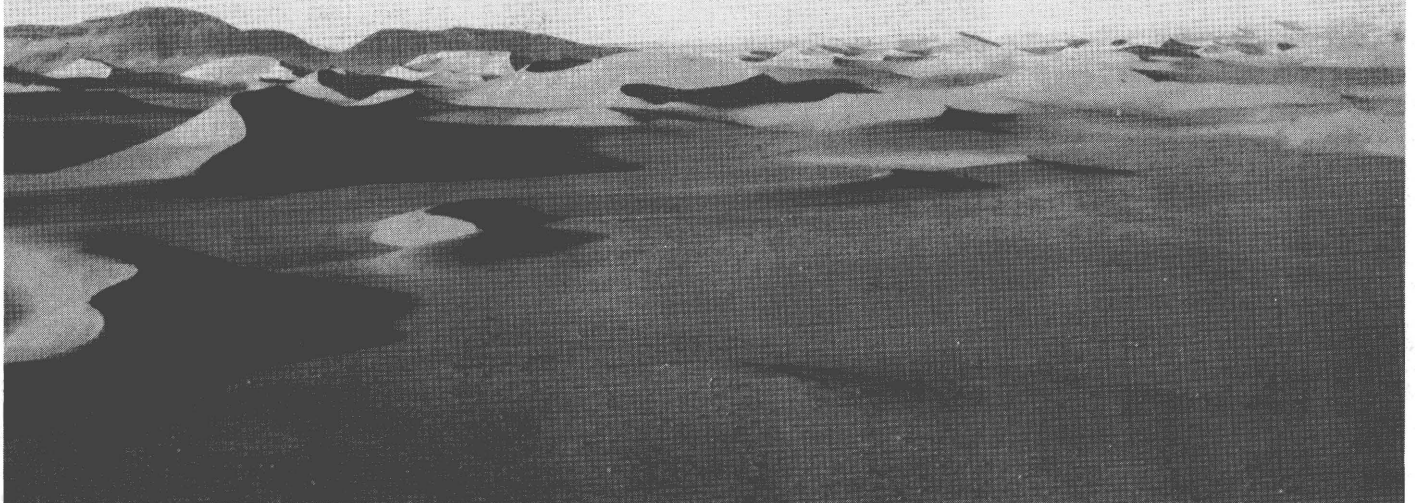


Photo Office of Tourism of Niger

Waiting for the rains

Niamey had never seen the like of it before. A dust storm raged over the capital and much of southern Niger in the night of 12-13 May. It was a filthy fog, a multitude of tiny sandy particles, and it swept through everything on its path, filtering into the houses, even through closed windows, and covering everything with a thick brown dust. And then it settled above the town, motionless and oppressive, its acrid taste and foetid smell burning throats and lungs. Cars needed headlights throughout the day. One driver, blasé through having had to cope with the same kind of conditions on the edge of the Sahara between Agadez and Zinder the day before, told me worriedly that this was the first time this type of storm, which is usually confined to the desert regions of the north, had hit the capital. It was a clear sign of the encroaching desert, he felt, and Gagara Mayaou, Secretary-General at the Ministry for Water Resources and the Environment, was soon to confirm this. "The desert is attacking us on all fronts, from the north, of course, and from the south and southwest too", he said, explaining that the dust-laden wind had come to Niamey from Bamako, the capital of Mali, where it had blown the previous day.

At Agrymeth, the Agricultural Meteorology Centre, people are less categorical about where the dust storms come from and what they do, although they are being monitored constantly. One French researcher pointed out that this storm was like the one that

caused the plane crash that killed the Mauritanian Prime Minister at Dakar airport in 1979, that a similar phenomenon, lasting 200 days this time, had caused an epidemic of nervous disorders amongst the expatriate population in Mauritania in 1983 and

another had grounded all planes in Cape Verde for a week last year.

This sand storm phenomenon is getting more intense all over the Sahel, probably (there is no certainty about it yet, the researchers say) because of the advancing desert, which has gained another 150 km in 20 years, turning 600 000 km² of land to dust.

Will the Niger cease to flow?

Yet people in Niger thought they understood the desert. Is not two thirds of this vast 1 267 000 km² country of theirs in the Sahara, the biggest desert in the world? And have not some of them lived since time immemorial on the fringe of such desolate places as Ténéré, the desert within a desert whose arid beauty is brought to the world by cameramen on the Paris-Dakar Rally ⁽¹⁾ every year?

We have long known from paintings and the many prehistoric remains that the Sahara was once green with plant

(1) There are now some doubts over the future of the rally.

life and full of animals and that today we are seeing a continuation of the drying process that began in 2500 BC and that man himself is encouraging it.

Desertification has, it seems, speeded up since the end of the '60s. Dry years have outnumbered years with average rainfall and throughout the country the water table has dropped. This is how Dr K.A. Mariko described last year in the National Development Council magazine: "Throughout our country, deforestation and desertification have brought the Sahara to the gates of our cities. It has crossed the Niger in the west and, with the death of the brushlands and the progress of the sand dunes, it is threatening our fields, our roads, our rivers, our villages and even our towns".

Nothing is spared by the relentless march of the desert. Herds, which had managed to recover after the cycle of drought of the early '70s, have been annihilated once again and their masters—those who did not have time to take their beasts to seasonal pastures outside the Niger area—are completely ruined and stunned and are flocking to the towns and land where off-season crops grow.

In only a few years, once-fertile land has been irretrievably lost. The Dammargou region north of Zinder, once



Photo The Courier

Prime Minister Hamid Algabid
"Off-season crops give the drought victims new responsibilities and some hope for the future"

the country's granary, has been affected in its turn, as last year, it had only 41 mm of rain in comparison with the 160 mm of 1982. Even the River Niger itself, that 500 km green belt through the western part of the territory, is under threat and, this year, for the first time, there were fears that it would cease to flow in Niamey. Not since 1922, when records started, has the level been so low. The maximum flow this year has been only 1050 m³ instead of the 1850 m³ of average

years and this was in November, more than a month earlier than usual. There will have been two and a half times less water than average in the Niger at Niamey overall this year. During the month of May its flow—8 m³/sec—was already below the danger level of 10 m³/sec; and the government, in order to avert a water shortage, barred the course of the river with an earth dyke forming a reservoir of 3 million m³ of water. And some of the supplies to the capital are already coming from wells and boreholes.

Eucalyptus forests

The extent of the disaster triggered a national debate on the anti-desertification campaign in Maradi on 21-28 May 1984. Its conclusions mark Niger's dropping of its time-honoured idea that there should be a green belt from the Mali to the Chad frontier, cutting the country in two and protecting the "useful" areas of the national territory, as, at the present rate of progress, Gagara Mayaou suggests, it would take 3000 years to get this belt established. The new strategy is to plant trees and fix sand dunes wherever people are living, to get the population involved in this and to start in those places where things are worst. The target, says the Secretary-General, is to "save everything that can be saved".

A few days after the Maradi meeting, the Government took a series of decisions to speed up tree planting operations, in accordance with the proclamation that 1984 would be national reforestation year. Every year, the authorities will have to plant, keep up and protect 5 ha of woodland in each of the 23 administrative districts, 10 ha in each of the 35 divisions and 15 ha in each of the seven departments. Each village will also have a plantation created by the Samariyas, Niger's basic communities. The same thing goes for the water-engineering facilities and various water points across the country.

And in the towns, the people will be invited to bring greenery back to their yards, their streets, their mosques and all their public places. Heavy punishment awaits anyone who cuts a tree down.

The Government is preparing to give this operation a boost by intro-



Photo FAO/Banouni/Caracolo

The river Niger at Niamey
The danger level was passed in May

NIGER

ducing a two-year stretch of national civic service for all the country's youngsters—who will thus provide the manpower required to combat desertification.

It is clearly too early to say how effective all these measures will be. They are in any case bound to be insufficient, since according to Gagara Mayaou 80 000 hectares of woodland disappear each year, of which 60 000 go to satisfy the demand for firewood, while average plantings do not reach more than 2200 hectares. But one thing is clear. Even in a hostile environment, vegetation can create a micro-climate that is propitious for human life and farming. What are oases in the desert after all? Eucalyptus forests have already sprung up by the side of the oldest irrigated cropland. But reforestation means water, and plenty of it, and the permanent water resources of this vast country amount to no more than the River Niger in the south west and Lake Chad in the south east. Fortunately, however, sub-surface water is another story, as there is the Tafassasset, a real fossil river which rises in Algeria, crosses the Ténéré from one side to the other and flows into Lake Chad. Most of Niger's soil is sedimentary, so it retains water, which can be found as far down as 800 m, particularly well. But boreholes are expensive—something like CFAF 145 million (including connexions to the water supply system) and there are currently about 10 000 water points in



One of the country's 10 000 water points
Niger has a lot of sub-surface water

Department of Information

Niger, although requirements in 1980 were 22 000.

The race against rain

With such a hostile climate as this, self-sufficiency in food is, of course, a doubtful target, regardless of the considerable progress already notched up. Millet and sorghum production has in fact doubled in 25 years, but this bare-

ly covers demographic growth (2.8% p.a.) and these are very fragile results, as last year's agricultural deficit, estimated by the Government to be 477 000 t (total requirements are 1 575 000 t) underline. Hence the headache of relief organization. Arranging delivery of such large amounts (350 000 t international food aid and 100 000 t grain imported by Niger's businessmen) to a landlocked country more than 1000 km from the nearest coast is a real challenge—particularly since the neighbouring countries, the equally landlocked and drought-ridden Burkina Faso, Mali and Chad, are all fighting for access to the main ports and railways for their own relief.

Niger has four main supply routes—through Togo, Benin, Ivory Coast and Nigeria. The Minister of Trade and Transport Amadou Nouhou told us that “the Benin route is the cheapest, as it is shorter, as the OCBN (the Benin-Niger Common Organization) uses goods wagons to Parakou and rail is cheaper than road. If we look at the Nigeria route from the point of view of eastern Niger, distances are perhaps shorter between northern Nigeria and southern Niger, but this year we are using the port of Calabar, which is a very long way away, and the trucks are taking five days to get to us”. And

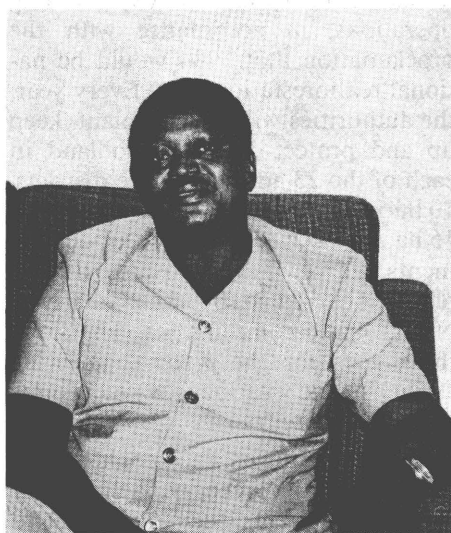


Photo The Courier

Gagara Mayaou, Secretary General at the Ministry for Water Resources and the Environment

“We must save everything that can be saved”

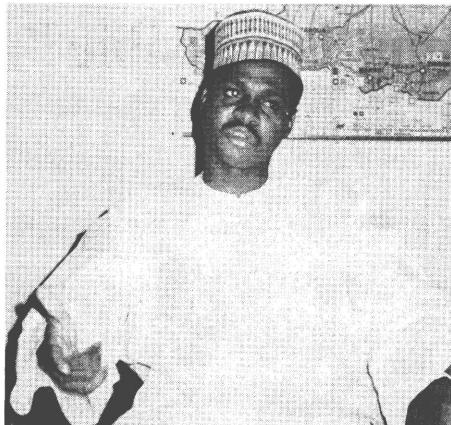


Photo The Courier

Amadou Nouhou, Minister of Trade and Transport

“The aid is slow in coming”

Photo: The Courier



Salha Haladou, Under-Secretary for Rural Development

Multi-disciplinary teams are already working on the next agricultural year

they have to gain time, as the rainy season is approaching and stocks of food have to be put by before it starts and seriously complicates the distribution of relief.

Amadou Nouhou is not optimistic. "We want to do the essential before the rains come, but the aid, alas, is slow in coming." What he fears is the ports silting up, "as the donors are not

sticking to the original time-table. We told the ports of Lomé and Cotonou that consignments would start arriving in November, but nothing turned up until February... And if the private sector hadn't gone to Ghana and the Ivory Coast and Togo and Nigeria to get enough to tide us over, the situation would have been catastrophic".

Making the victims shoulder responsibility

But in its distress, Niger has in fact discovered a vocation—for a particular type of market gardening. The decision to use any area where there was any water to grow cassava and fruit and vegetables was taken hastily under pressure of events, particularly the unprecedented food shortage and a massive population exodus, but it could well bring a lasting change to the face of Niger. This is the famous policy of off-season crops destined to make an appreciable additional contribution to the food supplies and keep the people where they are.

Hamid Algabid, Niger's Prime Minister, explains this policy as arising from the need to give hope to the victims of the drought. "Instead of concentrating them in camps around the towns as some countries do, we preferred to settle them in places where they could work. And although we still have to feed them, we at least have the impression that they are working and that, after a while, they will be producing things. On a human level, this gives them new responsibilities and some hope for the future." In order to ensure that people who have never farmed get on with agriculture, relief is only distributed to those who grow off-season crops. It was not easy. The country was particularly

short of seed and there were many problems, as Salha Haladou, the Under-Secretary for Rural Development said, and "we do not know how the water table is replenished. Some lakes have dried up quicker than anticipated and we hadn't thought about that. And there have been plant health problems too. Some plants have been attacked, perhaps because they were the wrong varieties or perhaps because the weather conditions were not ideal for production. And we have had technical problems—some people didn't know how these crops should be grown—and problems of preservation and processing and with changing people's eating habits".

But in spite of all this, Niger is determined to proceed. Multi-disciplinary teams are already working on the next agricultural year, a seed programme is being produced and the people are going to be taught how to cook these vegetables. What is more important, is that the country seems to have gone in for this type of small project which does not call for lengthy studies or vast means and can be easily introduced by the basic communities and run with their full involvement. This is the vital thing as far as the Government is concerned, as, the Prime Minister said, "in the developing society which we are building, population involvement is the thing".

And, of course, micro-projects, which require only minimal back-up, are an additional advantage in a country which, in spite of its solid reputation abroad, is not exactly a model of good management, as the people are ready to admit. Indeed, Bulletin No 4 of the National Development Council (April 1984) says that, "in most cases, good civil servants with a professional conscience and a proper sense of duty have yet to be found".

But the micro-project programme's most salutary effect will have been a psychological one. Fate has not treated the people of Niger well, yet, instead of giving up, they have decided to cope until the heavens are kinder and they at last get the rainy seasons that will bring a radical transformation of the country's food and agricultural situation.

But, in any event, the lessons of off-season crops will surely not be forgotten. ○ **AMADOU TRAORÉ**

Photo: Volontaires du Progrès



Market gardening on the river bank

Projects like this one require only minimal back-up

“As long as we have water, everything is possible”

An Interview with President Seyni Kountché

Sincerity and simplicity are the two words that spring to mind after a talk with President Seyni Kountché. After more than 10 years in power, this Head of State still has — and it is rare enough to be worth underlining — an honest, straightforward way of speaking that means he can go right to the heart of his country's problems in any discussion and does not have to hesitate, if the need arises, to admit he is wrong.

There are no taboos for this unassuming soldier (he is a brigadier), who will candidly discuss even matters as delicate as his country's chances of survival or unemployment among the cadres. Where anyone else might have launched into the theory of growth and job creation possibilities, he calmly announces that the State has reached saturation point and that you can turn someone with a doctorate into a good farmer.

Farmers are at the heart of his every concern and his harshest words are for those who try to exploit them. A pragmatic man, he has no hesitation in taking good ideas where he finds them, including in the colonial history of his country, which is why the current policy of off-season crops was inspired by the Governor of Niger's 1920 decision to force people to grow cassava to combat the famine in the second great drought of the century.

President Kountché obviously likes his job. “It is thrilling work”, he said and it seems clear that retirement for this 54 year-old is still a long way off.

It was in Niamey on his return from the Geneva Conference on emergency aid for Africa, that Seyni Kountché, a fervent Moslem who told his beads while he talked, answered *The Courier's* questions.

► *This year, Mr President, your country has had an unprecedented food shortfall. Will the promised food aid and the Government's efforts be enough to cope with the situation properly?*

— This interview is a timely one, as the UN has just backed a meeting in Geneva to discuss emergency aid for Africa. After taking stock of the situation in November, we alerted international opinion, as the countries of the Sahel had a combined deficit of almost 1.7 million tonnes and Niger alone needed about 350 000 t of food aid. The international community did indeed sit up and take notice and commitments of 1.2 million tons were made for the Sahel as a whole and in Niger's case for an amount equal to its needs. But where we feel the pinch, if you don't mind me saying so, is with the time it takes between agreeing to send help and that help actually getting to the needy populations.

There were two targets in Geneva — to add to the existing commitments and to speed up the delivery process which is currently being held back by a number of things.

In Niger's case, the European Development Fund was the first to provide us with food, bought direct from our country and neighbouring countries, and France and the US followed suit. But we didn't wait for the international community to help. Back in August we wondered whether we might not be able to use our own potential, particularly where the water table is near the surface, and so we called on countries such as France and organizations such as the EDF to supply wheat, maize and potato seed and seeds for vegetables too. We think that, with what we have been able to do on our own, if the international aid can be delivered regularly, particularly now we are entering the rainy season, Niger can easily get through this year, which is, after all, one of the worst in the short life of our young State.

Where should we plant trees and where shouldn't we?

► *Niger has decided to increase its self-sufficiency in food by capitalizing on all its farming possibilities. Is it possible to say what the operation has achieved yet?*



Photo: The Courier

President Seyni Kountché
“Fate has struck Niger three blows this year”

— There are three things to be learnt from it. First, it has revealed hitherto unsuspected potential that could mean that Niger can do something even if it doesn't rain — which we hope it does. Second, on a human level, it has enabled us to solve the problem of the people in greatest need, the nomads, for example, whom we have converted to agriculture. This, I think, is particularly important in that it is the beginning of a solution to the thorny problems facing all the countries of Africa where there are nomads, and particularly the Sahel. And lastly, the third thing we have learnt is that even our partners, starting with the European Development Fund, agree that with off-season crops, which demand a deliberate commitment on the part of the people and the authorities, we may have found the beginnings of a solution to all action in the rural world. As I said in Rome and as I said again in Geneva, we shall never get farming going properly until the farmer gets the respect he deserves.

► *In Niger, Mr President, as in all the countries of the Sahel, the desert is advancing. How are you fighting desertification and what are the results so far?*

— As things stand, our means of action can be summed up in two words — intelligence and imagination; initiative I was even going to say. The desert has advanced to such an extent that, if you take the case of Niger, we have to ask where we should plant trees and where we shouldn't. This is why even our initial idea of a green belt between the encroaching desert and the useful land has been dropped and we have gone in for a multi-dimensional operation consisting of planting trees, creating food crops and protecting certain areas that have not yet been affected.

► In 1974, at the constitutive meeting of CILSS, Kurt Waldheim, the then Secretary-General of the United Nations, said that if nothing was done, then in 50 years' time, three major countries of the Sahel could well have disappeared. Do you think this is still true?

— That was 11 years ago. There is a long way to go before the 50 years are up and we can see whether Kurt Waldheim was right or wrong. As I see it, the three countries under threat are Chad, Niger and Mali... and then Burkina, because desertification is such that if nothing is done it won't take 50 years for more countries to join the first three.

► What about Mauritania?

— I had forgotten Mauritania, although it is right out front — not an honourable position or one to be accepted. If nothing is done, if no-one tries to do anything about it, I think some countries and maybe others of the South are likely to be hit by desertification.

Tapping the water resources

► Isn't it perhaps a little bit risky for a country like Niger to look upon

agriculture as the driving force of development?

— Oh I don't think so. None of Europe's industrial revolutions were based on anything other than agriculture. And as long as we have water, everything's possible. Deserts in some parts of the world have been transformed into green zones simply because people had the resources. As I said in Rome and in Geneva more recently, if you want to help the countries of Africa, and particularly the Sahel, solve their food problems, then you have to help them tap their water resources, be they rainwater or rivers or subsurface water. That is the sole condition for all development in Africa, particularly in Niger.

► Uranium was behind a remarkable spurt of growth in the latter half of the '70s, but it seems unable to keep it up. What will its place be in the national economy in the coming years?

— Even today, uranium is still worth a little, in spite of the fact that its contribution to the economy is no longer what it was a few years ago at the height of Niger's expansion. But we still think of uranium as making a rather substantial contribution, pending more favourable machinery at international level that will enable the price of this and all the raw materials we produce to be improved.

► What can Niger do to make more capital out of this resource?

— At the moment, all Niger does is sell it. We have our traditional customers who have shares in our uranium companies and from time to time we have requests for extra consignments. It goes without saying that, once we have trained proper cadres in nuclear technology, there will be no reason for Niger not to use atomic power to solve its energy problems, just as other countries do.

► How did the closing of Nigeria's frontiers affect your economy? And can we expect them to be opened again in the near future?

— Shall we say that fate has struck Niger three blows this year and that shows you how firm we can stand in spite of everything. The first thing was the economic crisis—it affects every country in the world—and the second was the drought. And the third is the



An oasis near In-Gall

"As long as we have water, everything is possible"

disadvantages attached to living in this particular area. Niger and Nigeria were traditional trading partners even before they were colonized. They belonged to the same empires, which were artificially split up and divided. The closing of the Nigerian frontier deprives us both of basic necessities like food. Nigeria is an agricultural country which, we hear, has had very substantial harvests this year when her two neighbours, Niger and Chad, have been in difficulty. Trade was out of the question and there were two consequences. Dearer food and a shortage or indeed a total absence of food products when, if the frontiers had been open in the usual way, as we asked the Nigerian authorities, Niger would not be short of food as it could get supplies from Nigeria on terms that the Federal Government itself could fix. And don't forget that we have lost a fair amount of tax income already this year and that is not the end of it, as the 1985 budget will be affected too.

► *And you hope to get the frontiers opened again in the foreseeable future?*

— It's a question of sovereignty. We want to see the frontiers reopened, particularly since we both belong to ECOWAS, but since it is a question of sovereignty, we are waiting.

The crisis has shown us our mistakes

► *One of the things on the economic recovery programme is the reorganization of your State companies. How will your Government be tackling this and what will be the cost to society?*

— I shall be very clear about this. A wise African Head of State said that the crisis has taught us to count. I should add that the effect of the crisis has been to show us where our mistakes lie. The structural adjustment programme and the programme we have with the IMF are helping us re-think our economies to guarantee an economic and social future. In Niger, we did not wait for missions from the IMF or the World Bank to start putting our house in order. We made mistakes, of course, we have to admit that, with our State companies and our plethora of civil servants and State companies and our lack of stringency in planning. You can't make an omel-

ette without breaking eggs and you can't rationalize or reform without some people losing their jobs.

► *A few months ago, you said the State could not guarantee a job to everyone who had been educated. But has it catered for them at all?*

— That brings us to a very complex field. Educational philosophy in Africa dates back, I think, to a resolution the Heads of State of the OAU took in the late '60s when Africa and its newly independent countries had to do something about illiteracy. We got off to a quick start. No-one took any account of our economic situation. We had mass schooling and, after a bit, we realized that this type of education didn't go with our economic possibilities either private or public. So—it's not yet the case in Niger, but it may be one day— you get people with higher secondary diplomas on the dole queue and in some countries you even get graduates with BAs and Master's degrees out of work because neither the

“In Niger, the first profession is farming”

State nor the private sector can use them. This is why we began to sound the alarm. The system we have cannot go on unless there is an economic miracle. So people have to change their outlooks too, for you can make a good farmer out of someone with a master's degree or even a doctorate — contrary to what some people, who believe that being a graduate means working in an air-conditioned office, think. There is, of course, a semi-state sector outside the state sector, but there are all the professions as well and, in Niger, the first profession is farming. In Niger and in Africa in general, he who has his store-house filled is a happy man, as even those whose houses are full of banknotes are forced to come knocking at his door. So I urge all our people, whether they have been to school or whether they haven't, but particularly if they have, to work on the land. Our country has reached the stage where the State is past saturation point when it comes to absorbing those who have been formally educated.

► *The help the IMF is giving Niger with its recovery programme will no doubt continue for several years. You get the impression that this institution, which used to be blamed for the severity of its measures, is being increasingly well accepted.*

— When you fall sick, the essential thing is to have a doctor to make you well again. It doesn't matter what medicine he uses. This is the case of the IMF and the IBRD whose programmes indeed are painful. You sometimes have to take unpopular measures, even if these institutions are not involved, and I think it is better to take them than not to take them and court disaster. These programmes with the IMF could well last as long as countries like Niger are in a difficult ecological situation. In our countries, you only need one good agricultural year for the economic parameters to change, so we shall continue with the IMF until things start looking up.

One good thing is that Europe wants to help

► *The 6th EDF programming missions will be starting soon. Has Niger already identified the sectors on which it would like to see Community aid concentrated?*

— While I was in Geneva, I had a talk with the new Development Commissioner, Lorenzo Natali, and we discussed the Lomé III innovations on programming and implementing development aid, particularly the idea of taking a particular theme and basing a policy on it. In Niger, rural development is the top priority. And, as I told Mr Natali, who seemed to agree with me, you cannot produce food unless you solve the problems of training, of public health, of moving out the products, of transport, that is, and so on. Prospection missions will be going out to Niger very soon, but the real programming mission will be in the second half of 1985 and we shall make all the arrangements with the Delegate and the missions which come out, with the Ministry of Planning and with the other ministries concerned so that the EEC's policy of development aid for our countries really can be improved. I told Mr Pisani at the time and I repeated to Mr Natali that we all have to recognize the fact that mistakes have been made but that is no

Country Profile

Area: 1 267 000 km².

Population: 6.3 million.

Capital: Niamey (400 000 inhabitants).

Main cities: Zinder, Maradi, Tahoua, Agadès.

Head of State: General Seyni Kountché.

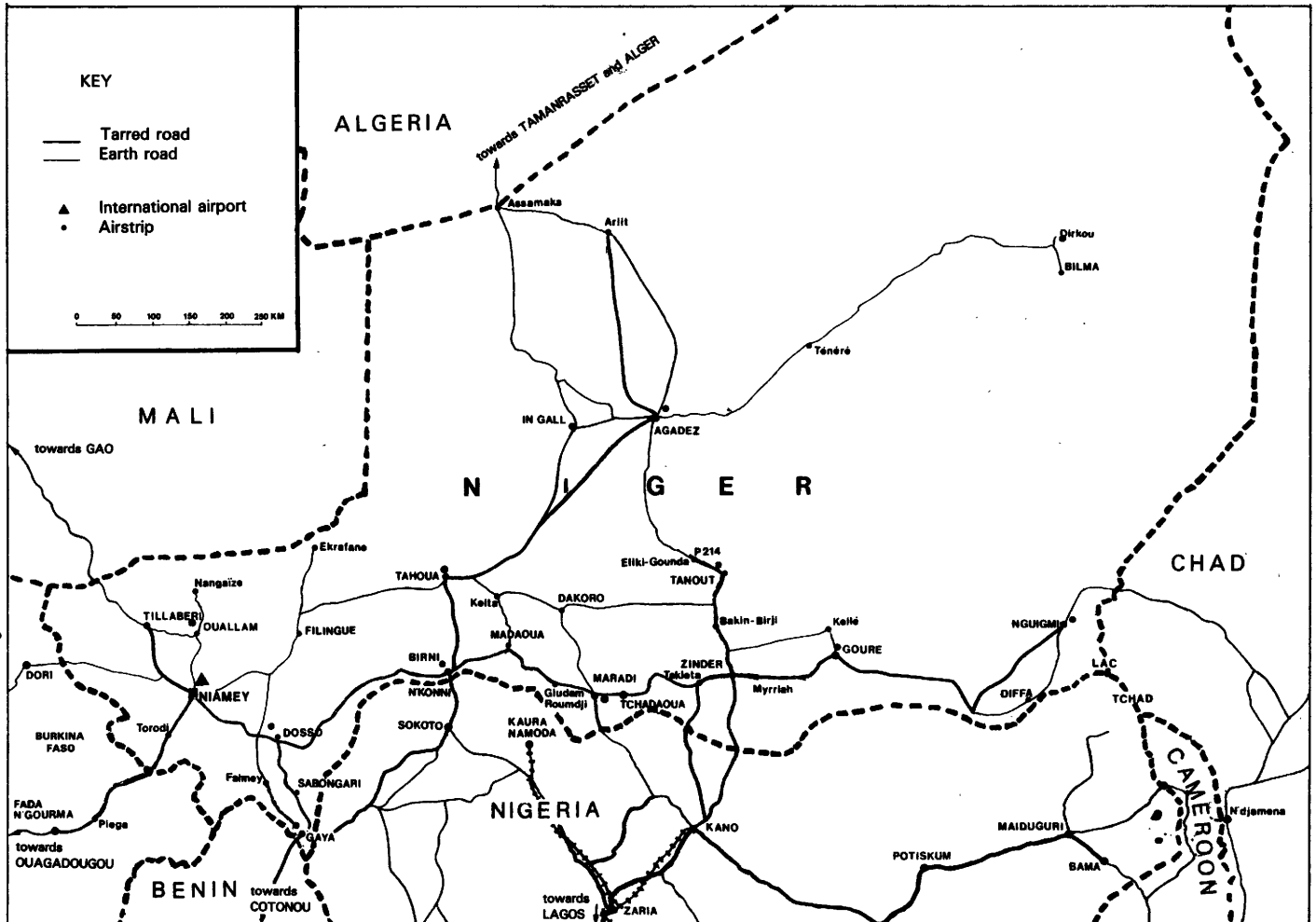
Currency: CFA Francs (100 CFAF = 2 FF).

Principal commodities: Millet and sorghum 1 685 000 t (1983), uranium 3404 t (1983).

Livestock (1983): Cattle 3 539 000; sheep: 3 348 000; goats: 7 478 000; camels: 485 000.

GDP/per capita: 325 US\$ (1982).

External debt: 805.5 million SDR (end of 1983).



reason for losing our energies or our potential.

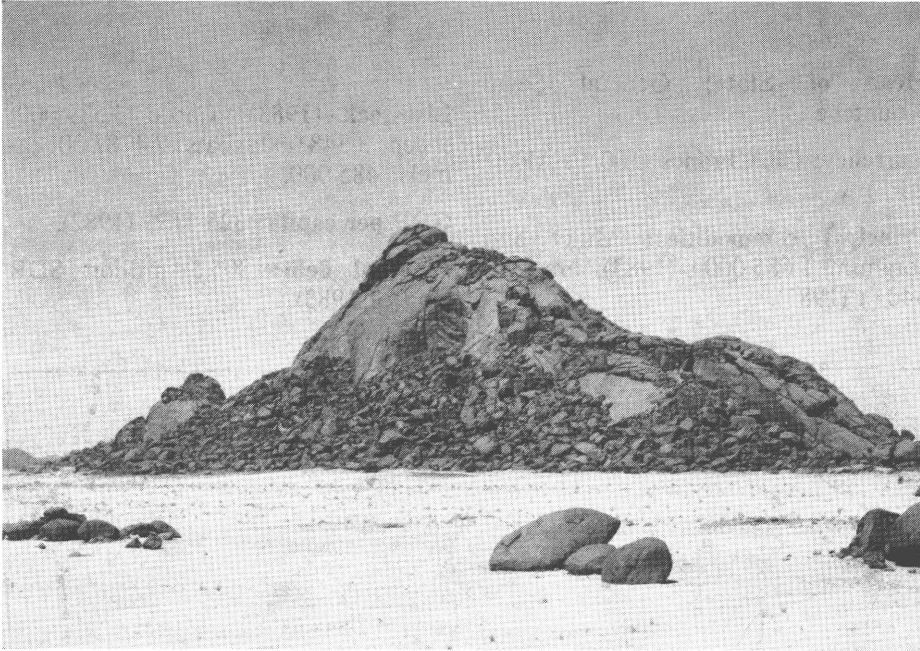
► *Mr President, you said that your ambition was to give every citizen of Niger food, clothing, housing and care. What percentage of the population has already got all this and when do you think your target will be reached?*

— You know, I would say that the population we are concerned with hasn't even started to have these needs satisfied yet. My ambition, like that of every African leader, is to achieve these objectives fully. But there are

bottlenecks along the way. They may be natural ones, like the drought, and they may be things attendant on what man has done. And sometimes they are due to economic machinery going wrong. And it would be wrong to forget or not be brave enough to admit that our country consumes more than it produces, which is why we have to review our demographic growth, otherwise whatever is done at national level or with the help of the international community will be a failure or it will at least fail to reach the desired aims properly. The European Eco-

nomie Community, to which we are linked through the Lomé Convention, has contradictions and problems of its own. And we have ours. But the one positive thing is Europe's desire to help the countries with which it is associated. The Africans must, in view of certain unfortunate experiences, start working along different lines and saying that, until they put the accent on developing the rural sector, their efforts and the efforts of the European Community will be pointless. ◊

Interview by
A.T.



Office of Tourism of Niger

Coexisting with a hostile environment

All day long, dromedaries, heavily laden, amble their slow and imperceptible way through the streets of Niamey, across the Kennedy Bridge to the left bank, round Kennedy Square, leaving the Gaweye, the capital's impressive five-star hotel, and the resolutely modern Palais des Congrès behind them as they pass in front of the elegant ONAREM building and go off to the market. Niger always brings to mind this striking and maybe hackneyed contrast between the dromedary, symbol of an unwavering tradition coming down from the caravans that crossed the Sahara, and this avant-garde architecture that is modernism incarnate. But the beasts of burden and the buildings are more than the difference between past and present. They are two facets of a highly vulnerable economy—a traditional sector based on subsistence farming and nomadic herding and the golden age of uranium which made this lightning metamorphosis of the capital possible.

Vulnerability and precariousness are the two words that best describe the economic realities of Niger. Agriculture is vulnerable to climate in any case, so how could it fail to be here, where so much of the land is in the Sahara, the world's greatest desert? For although Niger was self-sufficient

in food in 1983, to the point where it had begun to sell some of its buffer stocks (traditional aid from the EEC had been replaced that year by cash to improve the storage infrastructure), it had the biggest shortfall in its history in 1984 when a merciless drought brutally highlighted the precarious nature of the praiseworthy progress achieved

in farming... and livestock, for the herdsmen, who had more than built up their stock after the vast losses of 1970-1973, were struck yet again. The whole country has tales to tell, each one more dramatic than the last, about animals which the lack of water and pastureland has taken from these proud nomads, for whom herding is not just a profession but a way of life. Although the exact figures are not yet available, there is no doubt that they are very high.

Uranium has also proved vulnerable to international demand, and the hopes the country's planners had for this sector seem somewhat fragile today. Uranium was discovered at Arlit in 1951 and Niger began to exploit it in 1971. There are reserves of an estimated 300 000 tonnes, the fifth largest in the world, and Niger is the fifth biggest producer too, with uranium representing 80% of its export trade, a veritable backbone of the economy, providing, during the golden era, as much as 40% of the state budget. The boom years were 1973-1978, when the developed countries, reeling from the first oil shock, had to diversify their sources of energy and were gripped by a real nuclear frenzy. Their very high demand, which far outstripped supply, increased prices sixfold. And the amount exported increased too. In 1980, Niger sold 3864 t of uranium,

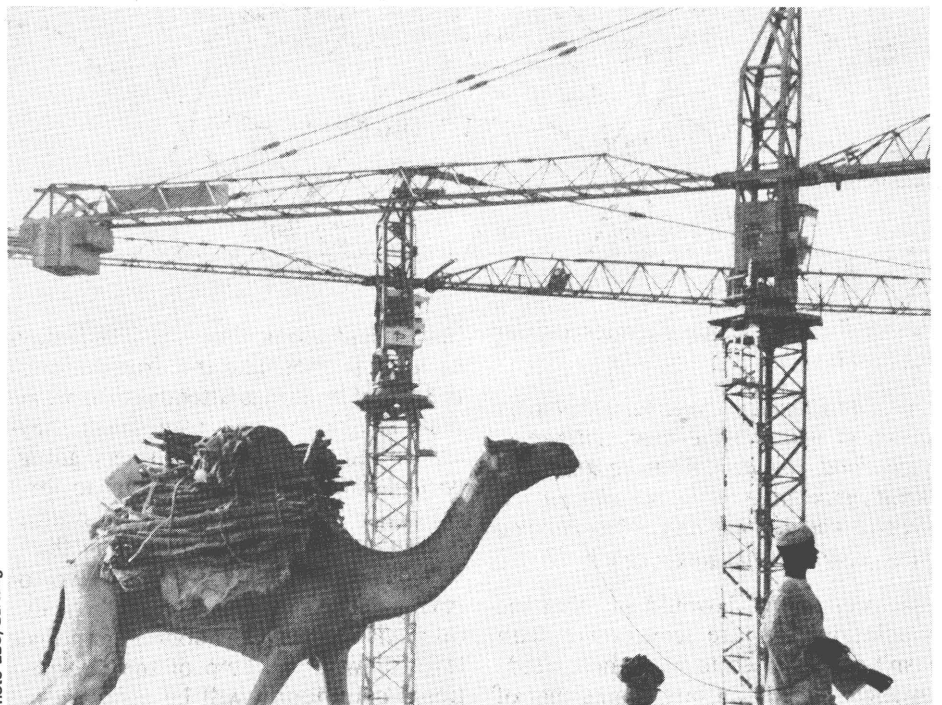


Photo EEC/Gartung

The dromedary, the Nigériens favourite pack animal, seems to adapt happily to modern life.

earning CFAF 94.7 billion, as against the 1114 t which brought in CFAF 5.7 billion in 1974.

But it was short-lived. In 1980, trends on the world market began to change and supply became regularly greater than demand as the nuclear power station building programmes slowed down. The volume of exports, which had increased considerably when a second mine was opened in 1978, dropped by 23% in 1982. The outlook was bleak and the opening of a third mine at Tassa N'Taghalgué, originally scheduled for 1985, was postponed until things looked up, although CFAF 20 billion had already been spent on it. The State, associated with French and Japanese interests in the uranium-exploiting firms—SOMAIR (the Air Mining Company) and COMINAK (the Akouta Mining Company)—is finding it more and more difficult to sell its share of the ore. It is thought that the developed countries' build-up of stocks will cover their requirements until 1988 and the experts do not anticipate any change in the situation before then.

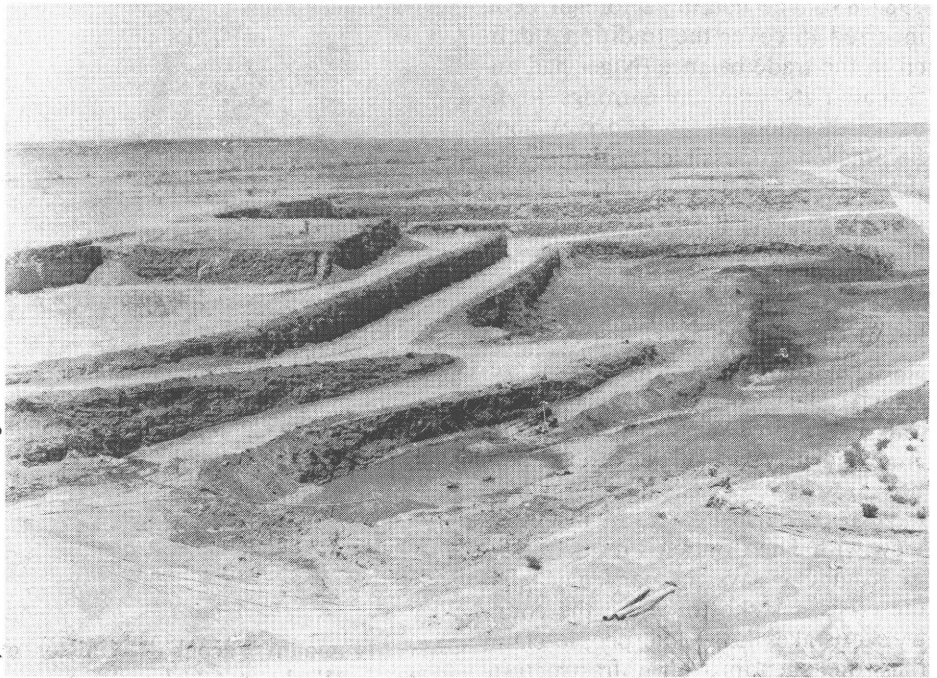
Bitter blows

It never rains but it pours, they say, and Niger's third problem, after the drought and the uranium crisis, is a geo-political one which derives from being a neighbour of gigantic Nigeria, the focus for the development of the whole region, which decided to close all its borders on 27 April last year



Mr Almoustapha Soumaïla, Minister of Planning in the Prime Minister's office

"We must plough more resources into agriculture"



Open-cast uranium mine

Since 1980, the uranium market has been affected by the slowdown in nuclear power station programmes

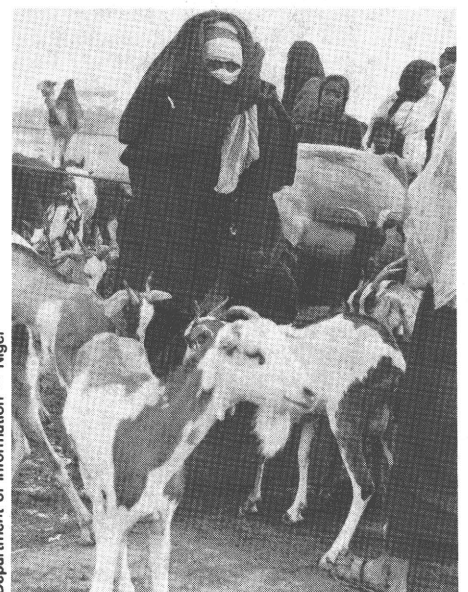
because it was changing its bank notes to reduce what was thought to be an excessive money supply. Many of Niger's tradesmen, traditional dealers with Nigeria and therefore holders of large amounts of Nairas, the Nigerian currency, were the first victims. And once the operation was complete, the borders were not opened again either, so a whole sector of trade was hit. Here again, the losses are difficult to assess, Amadou Nouhou, the Trade and Transport Minister, told me. "The Zinder and Diffa areas used to get their supplies from Nigeria, but now they have to pay transport costs from Cotonou for the same goods. Nigeria has also put a brake on the sale of cattle on the hoof because it wants it to be done through regular channels, i.e. with import licences and payment through the bank, although what we have here is traditional trading between border people."

Unofficial estimates at the beginning of the year put losses from the closing of the frontier at CFAF 6 billion, almost a quarter of the customs receipts for the past year. And that is not the end of it either, as there is nothing at the moment to suggest that things will return to normal in the near future. Nigeria and Nigeria alone will take the decision, just as it has recently decided to expel illegal entrants from its territory—including a

hundred thousand people from Niger, many of whom had fled from the drought and will further complicate the food issue if they go home en masse.

Even a more diversified economy would find it difficult to withstand such bitter blows. The problem is particularly great in Niger.

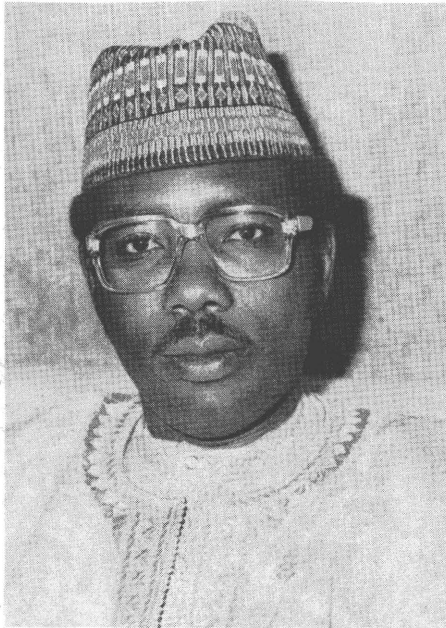
The general State budget, which had been expanding rapidly, tailed off at around CFAF 80 billion in 1980, with a growing deficit (CFAF 15 billion in



Niger's herds and flocks have again been decimated

1982/83). The country's foreign debt, incurred to cover the traditional deficit in the trade balance (Niger had anticipated its uranium earnings to finance the modernization drive), soon became an impossible burden. From the relatively low figure of CFAF 42.4 billion in 1978, it rose to CFAF 165 billion in 1981, CFAF 273 billion in late 1983 and CFAF 306.5 billion in 1984. The servicing of the debt followed suit, absorbing a quarter of the state budget in 1982, when it represented 24.4% of exports, as against only 2.4% three years earlier, in 1979. And had not part of the official debt been rescheduled, the burden would have been even greater. In his interview with *The Courier*, President Seyni Kountché says, in particular, that the crisis has shown where the country's mistakes lie. Some people claim that the spending on infrastructure, particularly buildings, is one of the mistakes now worsening the country's debt problem. But PM Hamid Algabid disagrees. "What is perhaps a pity", he said, "is that we invested more in infrastructure than in directly productive sectors. But there is good reason for investing in infrastructure too. When we proclaimed independence, the only big building was the governor's palace, so we had to build Niger up, we had to have premises for the ministries and hotels to get us on the international circuit and we had to

Department of Information — Niger



Mr Moumouni Yacouba, Minister of Public Works and Urban Planning
In the construction industry sector, the economic decline has resulted in numerous job losses

have roads. We ought to have invested more in agriculture, it is true. We tried. We ran water engineering schemes and productivity projects in all departments. We were even about to embark on large-scale projects like the Kandadji dam..."

A painful effort

But alas there are no more big in-

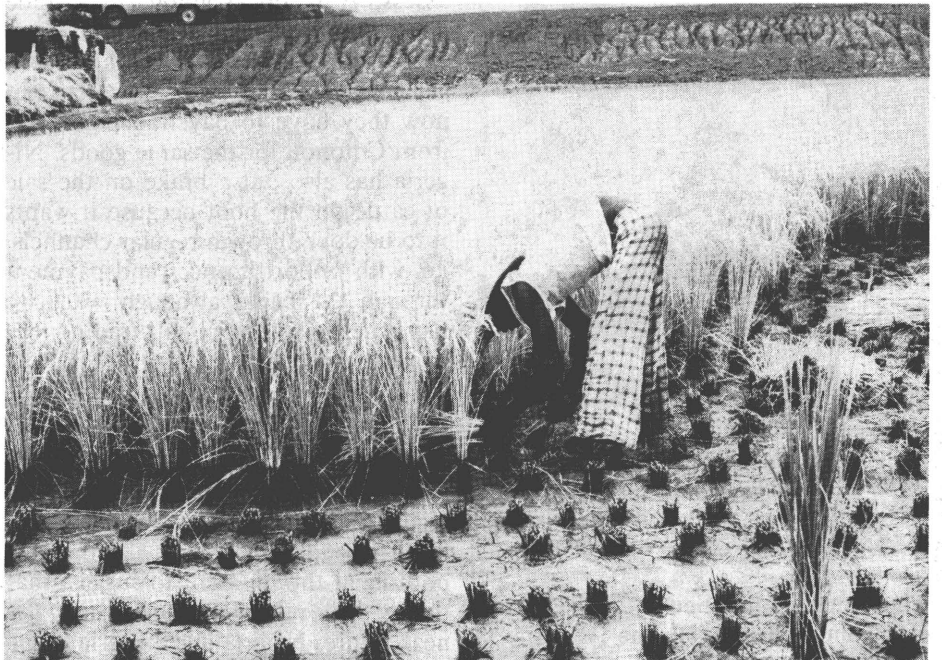
vestments now. Austerity is more the keynote as, since mid-1983, the Government has been running an IMF-backed financial rationalization programme. IMF support, in the form of confirmation agreements, has, in fact, helped Niger get its debts rescheduled by the Club of Paris on two occasions, once in October 1983 and again in November 1984, thereby giving the country the fresh lease of life it needed. Niger has to use this breathing space to curb its budget deficit, gradually free prices, by reducing subsidies and put an end to the Niger Food Board's millet and sorghum monopoly. And it must reorganize the 50 or so other state and mixed offices and companies (OSEMs). A structural adjustment loan from the World Bank will help with this courageous policy—which will involve a lot of redundancies in the parastatal sector. The much talked-about 2000 lost jobs seem to the Prime Minister to be an exaggeration, as only the OSEMs which are closed down will have to lay off their staff. The others, those that are to be rehabilitated or taken over by the private sector under more efficient management, will, he hopes, not just keep their staff, but take on more.

Meanwhile, the drastic reduction in state spending, accentuating the economic marasma provoked by the uranium crisis, has already hit many firms, particularly in the public works



Millet harvest ...

Department of Information — Niger



... and rice harvest

Self-sufficiency in food remains the principal priority

sector, which, Public Works Minister Moumouni Yacouba told me, "is very much a mirror of the economy". A great many jobs have been lost in this sector, he said, although he declined to put a figure on them.

But the painful austerity drive will certainly not stop Niger from having to go back to the Club of Paris for further rescheduling of payments—unless there is a miracle, or, as PM Hamid Algabid put it, "a stabilization or a drop in the dollar, an increase in the price of uranium, an improvement in economic activity, more customs earnings and an end to the drought"...

Priority on the anti-desertification campaign

Miracles not being an economic parameter, Niger will have to manage without them. Planners are devising a new five-year development plan which will succeed the PIC (the Interim Consolidation Programme covering 1984 and 85) and probably inherit some of its features, particularly the idea of making existing infrastructure profitable, getting the private sector involved in the investment drive and, most important, stressing the directly productive sectors and agriculture first and foremost. Almoustapha Soumaila, the Minister at the PM's office in charge of Planning, makes no secret of the fact that self-sufficiency in food will continue to be the top priority. As he sees it, they not only have to plough more resources into agriculture (15% of funds went to it under the previous five-year plan), but also make a proper job of identifying the schemes they have to run in this sector.

In view of all that has happened to mining, Niger has no other choice than to base its development on agriculture, regardless of the problems posed by the climate. Farming, concentrated along the river, where rainfall is between 350 and 850 mm, means food crops, mainly millet—Niger, with 1 685 000 t in 1983, is Africa's biggest producer—sorghum, rice and niébé (small protein-rich beans, some of which are exported to the neighbouring countries), and the currently fairly marginal cash crops, cotton and groundnuts.

Niger's agricultural sector, understandably, only uses 3% of the vast



Photo FAO/Banoun/Caracciolo

For many, traditional stock-rearing is doomed

territory. Over-exploitation of the land is already a problem and fallow periods are a thing of the past, so self-sufficiency in food, which is just manageable in a year of normal rainfall, is a problem, particularly when demographic growth has to be reckoned with.

By the year 2000, Niger, which currently has a population of 6.3 million, will have a population of 10 million. How will it cope with this increase? It is, in any case, one of the parameters the authors of the next development plan must take into account together with the conclusions of three seminars on subjects of major importance to this country—rural intervention strategies (1982), anti-desertification (1984) and herding policy (1985). The recent herding seminar, attended by 250 experts from Niger and elsewhere, suggested a complete change in the traditional system of herding to cater for the endemic nature of the drought. It proposes specialization by agro-climatic zone, better integration of farming and herding and settlement incentives for the nomads.

Many of them think that the "contemplative" style of herding, the itinerant way of life led in Niger at the moment, is doomed. It is all too vulnerable to the drought, which has dras-

tically reduced the country's herds twice in 10 years.

Ultimately, everything in Niger hinges on the drought and the anti-desertification campaign. So, in April, the Government decided to make use of the next rainy season to launch an interim reforestation programme aimed especially at planting hedges and wind-breaks to protect the water-engineering facilities and the 70 000 ha of off-season crops. Everything else is secondary, including the political liberalization process begun more than 18 months ago with the aim of bringing out a draft national charter this year, and the people, who have been deprived of any political life since the 1974 coup d'état, will have to wait a little longer...

What cannot wait are tangible results of the fight to halt the advance of the desert. Cross this vast country from one side to the other during the dry season and there will be the occasional feeling that, in spite of the lucidity with which the leaders are approaching the situation, taming this hostile natural environment is beyond Niger's capacities. So it has to find the means of peaceful co-existence. That is what Niger is aiming at.

But is even this too ambitious? ○

A.T.

A review of EEC-Niger cooperation

By René TEISSONNIÈRE (*)

Niger has had scanty rainfall recently, has doubled its population in 25 years and is now going through a far-reaching crisis in its farming and herding systems. It is to help the country with its dual, economic and structural, adaptation that EEC assistance has been concentrated on the rural sector and essentially on:

- (a) rural development proper;
- (b) village water engineering schemes;
- (c) road infrastructure, which has helped open up far-flung rural areas;
- (d) social development (replaceable energy, training and public health in rural areas).

(a) Rural development proper

Here, the Community has financed water engineering schemes for farmers, dry crop productivity projects and campaigns to prevent the major cattle diseases.

Rural development is the most important sector of Niger's economy and it is the most problematic, because of the acute pressure of demographic growth, because there is no technical solution that can guarantee large increases in dry crop yield and, lastly, because of the profound institutional crisis.

1. Rain-fed crops

There have been two major projects here, in Zinder and Badéguichéri, which have come up against similar problems and had comparable results:

- It is difficult to assess the practical results because of the inadequacy both of the statistical machinery and of evaluation and management.
- Knowledge of the real situation was inadequate when the projects were designed and failed to improve sufficiently during implementation.
- Too many schemes led to a dispersal of activity, while, in some cases, the initial aims were too restricted.
- The project leaders were not equally efficient.

(*) Commission Delegate in Niger.

Niger has made self-sufficiency in food a priority. What it still has to do is formulate a general policy that also takes account of the demographic and institutional problems and of planning the way the land is used with a view to curbing the increase of the urban population.

The Community is aiming to boost production so as to guarantee that pro-



Since 1970, the Community has financed about 1400 hectares of irrigated croplands, about 30% of all developments in the river area

jects really do benefit the rural populations.

2. Village water engineering schemes

Since 1970, the Community has financed the development of something like 1400 hectares of cropland — 30% of all developments in the river area. The first result of this type of project, which demands vast investments (CFAF 7-10 million per ha), is that it guarantees 6-8 tonnes of paddy rice every year, come what may.

Although these schemes are independent of rainfall, they can still often be touch and go and frequent rehabilitation is necessary. For example:

- The techniques of irrigation mean completely changing the way the rural

communities are organized and this takes time.

- The technology is not always mastered by the rice growers, so they depend on outside help.

- The rice paddies function badly as soon as anything goes wrong.

In spite of all this, the potential irrigable area should actually be irrigated, as it would certainly help the country with a reliable supply of food, and production, which currently meets 3% of cereal demand, could well be pushed up to over 10%.

3. Preventing major cattle diseases

The idea here is to give the Herding Department the wherewithal to vacci-

nate against cattle plague and contagious bovine pleuropneumonia. Thanks to the project, 75% of the national herd has been kept vaccinated and the animals have been free from the outbreaks of disease that have hit the neighbouring countries.

(b) Village water engineering schemes

Niger's water resources policy, as defined in the Interim Consolidation Programme, is based on the "water for everyone" principle and is in line with the UN's 1981-90 drinking water and drainage decade. As it wanted to run a coherent policy and set up the hydraulic infrastructure it needed in both town and country areas, it



Photo The Courier



Mechanical well-digging, left, and a well with raised rim, right. Over 20 years the EDF has spent ECU 27.5 m on the well-digging programme

opened a Ministry of Water Resources and Environmental Affairs in 1980 and this has done a great deal to help the rural population, which is 90% of the total. Water supplies for these people are seen as the *sine qua non* of rural development as a whole.

These village water engineering schemes are vital in Niger and throughout the Sahel. The country's policy is to provide one water point for every 250 inhabitants, giving them 25 litres of decent water each per day not more than 5 km from where they

live. Only 39% of the population are in this situation at the moment.

Under the 1979-82 plan, 2098 water points, 51% of the target number, were provided. Before 1981, large-diameter wells were the rule, but, since then, Niger's programmes, financed from own resources or with the help of external aid, have involved boreholes fitted with pumps. This has considerably improved the rate of progress and 2000 water points were provided between 1982 and 1984.

After a hesitant start, a new policy

was devised and implemented, directly related to the basic principles adopted in conjunction with the other ACP States in Bamako in 1979 after the post-evaluation of projects, whereby the involvement of the village communities in the design, construction and maintenance of the facilities is a requirement of any project. Facilities now have to be chosen in the light of what the population in question actually needs and can in fact maintain. So information and training for the villagers and rural craftsmen is now a requirement in any project and work cannot begin until the users have been prepared and a fund set up for maintenance and replacement of the pump.

Niger has great ambitions for 1990—20173 water points, including:

- 8084 existing and operational by June 1984;
- 4284, for which financing has already been obtained, as part of the Interim Consolidation Programme;
- 8345 still to be financed by the end of the period in question.

EDF aid (18 projects worth ECU 27.5 million over 20 years) has enabled 1450 wells and 350 boreholes (ongoing) to be sunk and four town water supply networks to be laid. And 700 wells for market gardens have been sunk as part of various agricultural projects too.



Photo The Courier

President Seyni Kountché discussing EEC-Niger cooperation with the Commission Delegate René Teissonnière

Community aid to Niger, as of 31 December 1984

Source	Amount '000 ECU	
1st EDF (Treaty of Rome)		30 483
2nd EDF (Yaoundé I)		30 683
3rd EDF (Yaoundé II)		47 846
4th EDF (Lomé I)		109 775
4th EDF		103 765
• National Indicative Programme	68 509	
• Miscellaneous	3 132	
• Emergency aid	7 660	
• Stabex	22 654	
• EIB (interest rebate)	950	
• EIB (risk capital)	860	
Loans from EIB's own resources		6 010
5th EDF (Lomé II)		85 904
5th EDF		75 904
• National Indicative Programme	60 989	
• Emergency aid	11 351	
• EIB (interest rebate)	3 564	
Loans from EIB's own resources		10 000
EXTRA-CONVENTION		76 815
Emergency aid for the Sahel	7 700	
Cheysson Fund (1974-75)	5 800	
Special CCEI action (1980)	1 750	
NGOs (1976-84)	1 342	
Food aid (1970-84)	48 417	
Aid for LDCs (1982)	2 106	
Hunger in the World, Niger	6 700	
Emergency aid for the drought, 1984	3 000	
REGIONAL COOPERATION WITH DIRECT AND INDIRECT EFFECTS ON NIGER		87 372
4th EDF (Lomé I)	35 503	
5th EDF (Lomé II)	47 594	
Hunger in the World (regional)	4 275	
TOTAL FUNDS FOR NIGER	ECU '000 or CFAF '000 000	
— excluding regional cooperation	381 506	107 038
— including regional cooperation	468 878	129 838

All the wide-diameter wells are in operation. They were put where needs dictated, but no accompanying work was done and maintenance is in some cases poor (silting, disappearance of rim etc).

(c) Roads

EDF schemes over the 1969-85 period have covered the building of 1270 km of asphalted roads, 1090 km of them on the Niamey-Lake Chad trunk route. Post-evaluation has shown the ECU 88 million invested during the 2nd to 5th EDFs to be a

paying proposition — there are between 150 and 450 vehicles (depending on section) along this road every day, carrying cereals from the production zones, imports from Nigeria, industrial products from Maradi and Zinder etc. So the project is making a vital contribution both to political and economic integration and to opening up the country.

The two policy objectives of this sector are also in the sights of the other regional project — the Zinder-Agadez (424 km) road, which is part of the Algiers-Lagos Trans-Saharan highway

(3650 km, of which 2650 km has already been surfaced). Once this road has been developed, it will help create a competitive route, particularly for the transport of costly products from Europe. It will also encourage traditional trade between Nigeria, central eastern and northern Niger and Algeria. Recent estimates put the total financing that will be needed at ECU 133 million, half of which has already been obtained (ECU 10 million from the 5th EDF regional fund). Building will begin this year. Calls for tender for the first lots (90 km) have attracted good offers and the economic profitability of the Zinder-Agadez road, previously put at 8.5%, can therefore be improved.

(d) Social development

1. Replaceable energy

This is of prime importance to Niger, as the country consumes 90% of its energy in the form of firewood.

Previous activity in this field, in particular with thermodynamic systems of transforming solar energy, has come to a dead end. Experience has shown that countries working in isolation come up against a number of obstacles (technological problems, inadequate human resources etc), so bringing together the basic research and the development of operational solutions into a regional organization would appear to be a more promising way of doing things and the CRES might be the answer.

The Community contribution could help put the results of research into practice at national level and this could be the place for the sort of schemes to popularize improved stoves and replace firewood that already get EEC support.

2. Education and training

During the first phase (1962-80), under the first four EDFs, 19 colleges of general education and 166 primary schools were built, making an important contribution to the development of basic education.

The Government was aware of the urgency of providing training in what was then a rapidly expanding economy and set up an EDF-financed study of requirements back in 1981. This was followed, in 1982, by five addi-

tional studies, which came up with harmonized proposals on estimating needs, determining objectives and defining and implementing the programmes.

But Niger's economy had stagnated in the meantime and the studies came to nothing, mainly because of a fear of over-heavy recurrent costs and ploughing too much money into a field that would primarily benefit the modern private sector (i.e. foreign companies, themselves in a state of crisis).

The Government is now beginning to formulate a new human resources policy based on a logical education-training-employment progression.

3. Public health in rural areas

Under the personal influence of the

Head of State, the Niger Government has made a considerable effort to improve the health of the rural populations and Niger has distinguished itself from many countries of Africa by putting the development of urban hospitals into second position in this way. Since 1964, the EDF has spent ECU 15.3 million (7% of resources) on public health, all of it on infrastructure, including 45 rural dispensaries and six medical centres. Where necessary, buildings have also gone up to complete the existing infrastructure of the main hospitals and the National School of Nursing. The health service works fairly well, but most diseases (accounting for 80% of deaths) could be attenuated or prevented altogether by health education without any re-

course to health establishments, which only have a very limited field of activity. State budget restrictions and the anticipated increase in the spending on staff (many cadres are being trained), to the detriment of other items, could well bring this sector into difficulties.

This is why the recasting of the health policy outlined in the Interim Consolidation Programme puts priority on health education and the prevention of disease and maintaining existing infrastructure. There are also plans for the people to contribute towards health costs. A modest health service extension programme should iron out regional disparities (this is the aim of the ongoing 5th EDF project) and the technical assistance to be provided in rural areas will be assessing the health service, recommending improvements and gradually getting the people to pay for treatment.

This outline of Community aid to Niger would not be complete if it only dealt with the indicative programme, as there are other things that should also be considered:

- various emergency aid operations amounting to ECU 22 million (4th and 5th EDFs), including ECU 13 million to cope with the shortfall after the poor harvest of 1984;
- food aid, i.e. successive programmes over the 1970-84 period totalling ECU 48.4 million worth of food;
- an EDF contribution of ECU 4.5 million (interest rebate) and ECU 900 000 (risk capital) for three EIB-financed projects involving the Hotel Gaweve, Sonitextil and Sonichar;
- Stabex transfers of ECU 22.5 million (4th EDF), a source which has virtually dried up now groundnut exports have more or less disappeared;
- contributions from the Campaign against World Hunger of:
 - ECU 5 million for the OPVN;
 - ECU 1.5 million for reafforestation;
 - ECU 0.2 million for a firewood saving operation;
- lastly, various regional cooperation schemes, such as EAMAC (African School of Meteorology and Civil Aviation), the Niger Basin Weather Forecasting System, the study of water resources in the Komadougou-Yobé area and EMIG (the School of Mining and Geology in Niamey). ○ R.T.



Watering seedlings in a nursery. The EDF has funded reafforestation projects particularly in the Badéguichéri Valley



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FIJI



“The coexistence of two major cultures distinguishes Fiji from any other Pacific State”,

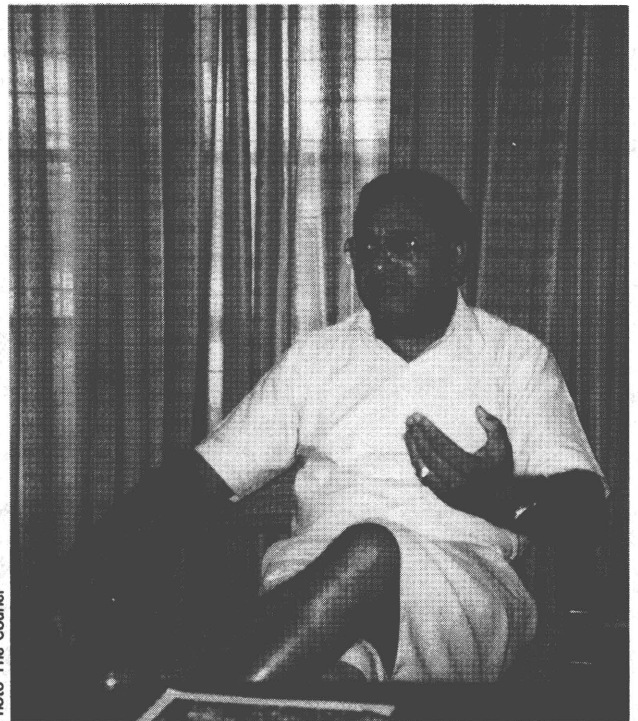


Photo The Courier

**declares acting Prime Minister
Ratu David Toganivalu**

As Prime Minister Ratu Sir Kamisese Mara was recovering from a surgical operation during The Courier's visit to Fiji last April, acting Prime Minister Ratu David Toganivalu stepped into the breach. As Deputy Prime Minister and Minister in charge of Fijian Affairs, he comments on Fiji's recent economic performance, draws a picture of Fiji on the wider world scene and illustrates Fiji's active role in the framework of Lomé Cooperation. Most of his own political career being based on bridging the cultural gap between Fiji's two main cultures—Indian and Fijian—he underlines clearly how decisive this factor has been in making Fiji a relatively well-off developing country.

Natural disasters damage the economy

► Recently, Fiji has suffered from a number of natural disasters—hurricanes and droughts—on top of being affected by world economic recession. What damage has the Fijian economy sustained and what is its present outlook?

— 1983 and early 1985 were exceptionally difficult for Fiji. In 1983, hurricane Oscar and a protracted drought that followed did considerable damage to the economy.

Sugar production in 1983 declined by 46% and this had serious ramifications for the rest of the economy e.g. on Government revenue, on incomes in the sugar sector, on balance of payments, external reserves, etc. In addition, a significant proportion of public funds earmarked for capital expenditure in 1983 had to be diverted to relief and rehabilitation work.

A similar situation arose in early 1985, with four tropical cyclones hitting the country in quick succession. The total damage to the economy is estimated to be in the vicinity of \$150 million. A substantial portion of the estimated damage will be recovered through insurance. However, \$7.0 million of the 1985 capital budget has already been diverted to relief and rehabilitation work. Therefore, some of the planned capital expenditure programme will now have to be rescheduled, causing constraints on the Government's development efforts.

The policies, strategies and the general pattern of growth and development, however, have not been altered.

As far as our present economic outlook is concerned, in the first years of Development Plan 8 (1981-1985) the performance of the economy was below expectations. The economy rebounded back to recovery in 1984 after a considerable decline in 1983 largely due to natural disasters. In 1985 the economy is expected to grow at about 1%, which is low when compared with the very high growth rate of 7.8% attained in 1984.

Sugar production was close to 500 000 tons last year but free market prices have continued to be very depressed. So the country is still beset with adverse conditions such as wor-



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The remains of what was once a school before a hurricane knocked it down

sening balance of payments, high real interest rates, tight government financial position, deteriorating terms of trade and rising unemployment. The strengthening of the US dollar relative to the Fiji dollar has increased debt servicing burdens.

In order to redress this situation Government has already taken positive steps.

In the immediate future the economy is expected to grow at a moderate pace. While sugar production is anticipated to grow slowly, a major impetus to future growth is expected to come from investment in other sectors of the economy, particularly tourism and other agriculture. Tourist arrivals to Fiji are expected to reach a record 250 000 this year from 235 000 last year. The industrial and commercial phase of pinewood development is expected to come on stream within the next two years.

The Government, including statutory bodies, will continue to play a leading role in promoting development particularly in the key sectors of the economy, like agriculture, tourism and forestry.

► *What are Fiji's main development priorities and to what extent will these natural calamities affect future development planning?*

— The main development priorities of the Government are to generate productive employment opportunities and economic growth and to diversify the economic base of the economy, to promote an equitable distribution of the benefits of development, to contain the present rate of population

growth, and to maintain a favourable external balance position.

As already mentioned natural disasters in the past years have had very adverse effects on the economy. Nevertheless, the policies, strategies and the general pattern of growth and development remain unchanged.

However, future development plans will have to give due recognition to ways and means of curtailing the damage caused by the natural disasters. A number of measures are already being implemented to this effect e.g. dredging of rivers and a water resources survey.

Given the economic circumstances confronting the country, greater emphasis will need to be placed on accelerating economic growth, generating employment, and maintaining a favourable external balance position.

Emphasis will continue to be placed on promoting development in the depressed regions and in assisting the disadvantaged income groups through well-targetted and integrated programmes that maximize and facilitate individual initiatives and efforts rather than continued dependence on Government. However, in order to attain these development and income distribution objectives we all recognize that a dynamic and healthy economy are essential pre-requisites.

A multicultural society

► *Fiji is often cited as an example of racial harmony. Are there institutional safeguards existing to ensure that this situation continues and what dangers can you foresee?*

— The Constitution of Fiji guarantees the fundamental rights of every citizen of this country. Every person is equal before the law and there are full juridical rights for all. Government's policy has been to ensure that every person in Fiji enjoys equal opportunity to maintain a reasonable standard of living. Over the past 15 years since Fiji became independent in 1970, we have been able to maintain harmony and understanding amongst our people mainly for two reasons. Firstly, there has been sound leadership both at the Government level and amongst the various ethnic communities within our multicultural society. We have all accepted that the future of Fiji as a multi-ethnic nation depends on its component communities living together with mutual respect for each other and in appreciation of each other's cultural tradition and heritage. Secondly, amongst our own people there is a clear acceptance by all that our futures are bound up with each other and that it is in all our interests to work together as a united people to promote the welfare and wellbeing of all.

► *By comparison to other ACP countries and to other island States in this region, Fiji is a relatively well-off developing country. Could you comment on this?*

— This is definitely so. This is primarily due to our geographic position,

and secondly, Fiji is large enough and well equipped with infrastructure and facilities. Last, but not least, the integration of a new culture over the last hundred years of our history has actually helped us to develop far more rapidly than other more homogeneous Pacific islands. Having people here of Indian origin has quickly hastened our development, and we see this as a very positive contribution to it. The coexistence of two major cultures distinguishes Fiji from any other Pacific State. You have, on the one hand, people of Indian origin who are acquisitive by nature and thrive as individuals and on the other you have the indigenous people of these islands, who have another very rich culture but who are communal—they share—therefore everything is owned on a communal basis. The presence of one has not only given the other the impetus to avoid shedding entirely his tradition but has also enabled him to become more accustomed to some of our culture. There has been a gradual merger between rich communal Fijian traditions and the Indian entrepreneurial and individual approach to economic opportunities and pursuit. It is a fact that many people like to keep this quiet, but my whole political career is based on bridging this cultural gap. I even go out of my way as I represent a constituency, Suva City, which is predominantly Indian, anyhow, and of which people said it was a “suicidal

seat”. It is not, if your approach to it insists on the understanding of one another's culture. So I am very much aware of the need to strengthen the ties between cultures and to build on our diversity. It is never highlighted, but I want to do so: had we not had that, we would not have reached our present stage of development.

Fiji in the wider world

► *The Pacific Basin is acknowledged to be the World's major economic growth area. Situated as it is, will Fiji benefit from a slip-stream effect?*

— Yes, we realise that the Pacific Basin is now considered to be the area that has the most potential for generating major economic growth. This region is also very stable compared to other regions around the world. The area covered in this region is very large and contains vast marine and seabed resources, e.g. minerals, which are yet to be exploited. In partnership with the more developed economies, in this region, Fiji and the other Pacific Island countries stand to greatly benefit from the exploitation of these resources.

We in Fiji also expect to benefit from the greater economic growth in the countries of the Pacific Basin—because apart from the EEC, the Pacific Basin countries are Fiji's most important export markets and trading partners. Fiji also looks to these countries as the main source of its tourist visitors, of investment capital and of development aid support.

Generally speaking we have continued to build up a reputation of cooperation with the interested powers that come to Fiji, attracted as they are by our political stability. In fact we have just negotiated a bilateral aid agreement with the USA, which constitutes a historical milestone. We are the first independent Pacific territory with whom they have concluded such an agreement, so it constitutes both a precedent and a major breakthrough for the whole of the Pacific.

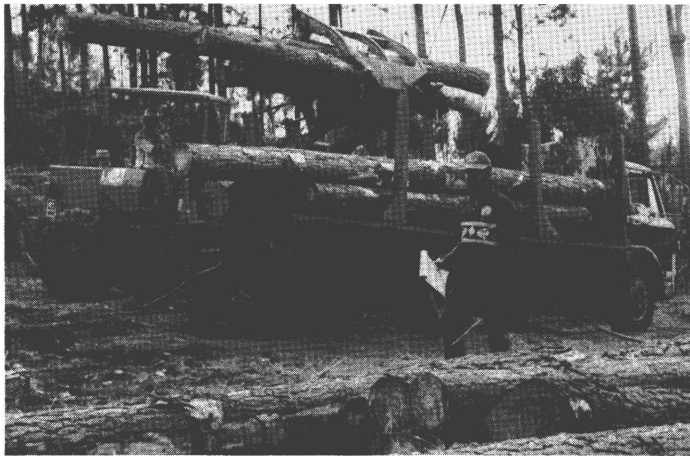
► *Fiji has an impact in international affairs which transcends its size and population. How do you explain the Fiji factor on the international scene?*

— There can be two explanations

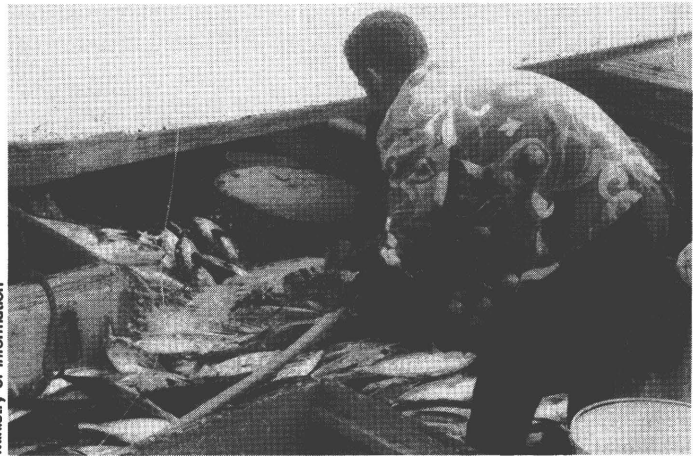


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Sitting for a predominantly Indian constituency himself, Ratu David Toganivalu's whole political career is based on bridging the gap between Fiji's two major cultures



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“On the export side, considerable resources have been channelled into cocoa, ginger, tropical fruits, forestry (left) and fishery products (right)”

for this. Firstly, Fiji is an island country and is situated at a considerable distance from the rest of the world community. As such, we have been able to look at world affairs from a detached viewpoint and to decide on the position that we should take on specific issues from an independent viewpoint. Secondly, our approach to world affairs stems from the inherent characteristic of our own society. We have a multi-cultural society in which everyone is committed to a policy of living together in peace and harmony. Therefore, in looking at the world at large, Fiji's principal interest is to give every possible support to all endeavours to promote international peace and understanding between countries and amongst the peoples of the world. This explains why we have offered without hesitation to take part in helping to maintain peace in the Middle East. It also explains the position that Fiji takes on international issues that come before the UN General Assembly.

► *How does Fiji view regional cooperation and what steps is it taking to pursue it?*

— As a South Pacific country Fiji gives very high priority to the promotion of closer cooperation with its neighbours and this includes not only the neighbouring Island countries but also with Australia and New Zealand and, on a broader front, closer relationships with the United States, with Japan, the ASEAN countries, South Korea and the People's Republic of China.

Within the South Pacific, Fiji has given its support for regional coopera-

tion through educational institutions like the University of the South Pacific, which is regionally owned in conjunction with 11 other South Pacific island countries. Fiji has always opened its training institutions like the Fiji School of Medicine, the Fiji Telecommunications Training Centre, the Fiji Institute of Technology and the proposed new Nursing School to trainees and students from neighbouring island countries. Fiji is a member of the South Pacific Forum, the South Pacific Bureau for Economic Cooperation, the South Pacific Commission Conference, the Pacific Islands Development Conference based at Honolulu and the Forum Fisheries Agency. These are regional bodies which have been set up by the countries within the region to promote cooperation and mutual support amongst the South Pacific region in our respective national endeavours to promote the welfare and the prosperity of our countries and peoples.

Sugar's immense economic impact

► *Sugar is still the lifeblood of the economy, but has suffered its ups and downs over the past few years. What does the future hold for sugar and what are the prospects for non-traditional uses of sugar?*

— The sugar industry is regarded as a sector of very major strategic importance to the Fiji economy. It provides an immense economic impact through generation of scarce foreign exchange, employment and incomes. In fact, the well-being of this industry is absolutely essential to the health of Fiji's overall economy. Sugar accounts for 70%

of Fiji's total foreign exchange earnings. 22 000 cane farmers and 20 000 others engaged in the cutting, transportation and milling of sugar cane are directly dependent on the sugar industry for their livelihood.

The continuing slump in sugar prices in the international market has had a direct negative impact on the entire Fiji economy. Although Fiji's position is relatively strong as long as the EEC continues to honour its commitments under the Sugar Protocol of Lomé Convention, the capacity of the sugar industry to survive a prolonged slump much depends on efforts to negotiate other long term contracts such as those Fiji has had with Malaysia, New Zealand and Singapore. Failing this, Fiji's only option would be to sell an increasing amount of sugar on the open international market where prices are currently very depressed and are likely to remain so for some time.

As regards diversification in the sugar industry, South Pacific Distilleries, SPD, is now producing a wide range of potable alcohol products, methylated spirits and industrial alcohol for domestic consumption and export.

Regarding ethanol production, the Fiji Sugar Corporation and British Petroleum South Pacific are examining ways and means to improve the options of producing ethanol from molasses that were recommended in a feasibility study undertaken in 1982.

FSC has successfully manufactured cane rind board of an acceptable commercial quality under experimental conditions. FSC is now awaiting the results of accelerated weathering tests

on the board which are being undertaken in USA and Japan.

Broadening the economy's base

► *To what extent have efforts to extend the range of agricultural products been successful and what areas of diversification have proved to be market leaders so far?*

— The recent problems of very low sugar prices and natural disasters, even though of a short term nature, highlight more than ever before the need to broaden the base of Fiji's economy, and particularly the export sector.

While the difficulties inherent in attempting to diversify a small narrow resource-based economy with a small domestic market cannot be overemphasized, we are devoting increased efforts to diversify our economic base.

Our efforts in this area are constrained by great distance from our established overseas markets, access to new markets, increased competition, and fluctuating prices for our major commodities.

On the export side, considerable resources have been channelled into cocoa, ginger, tropical fruits, forestry and fishery products. Performance in these sectors have been reasonably satisfactory.

On the import substitution front, we have been able to achieve self-sufficiency in poultry and pork products. Investment in other livestock farming e.g. goats and sheep, are being currently undertaken to achieve self sufficiency.

Major investments have also been channelled into rice farming in the Central and Northern Divisions. At full production we expect to attain around 75% self-sufficiency.

For the oncoming Development Plan 9 period, major emphasis will be placed on consolidation, intensification and quality control. Each commodity will be developed within a clearly defined policy with respect to incentives, prices, and the appropriate roles of various institutions—both public and private.

In addition, priority will be given to the allocation of resources for re-

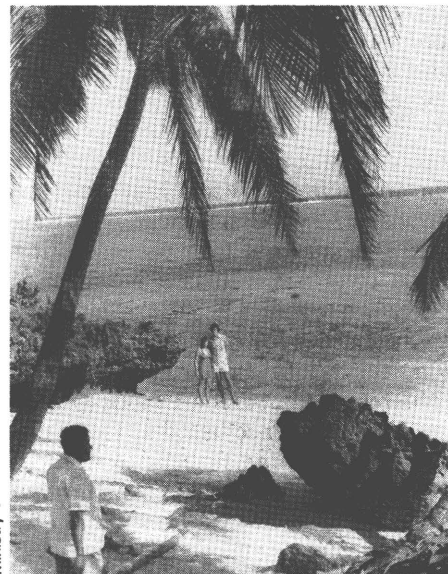
search, extension, marketing and other back-up services for these commodities.

Tourism: "a chicken and egg situation"

► *Tourism was plugged as a rival to sugar on the export earning front. Has the reality lived up to the promise?*

— Tourism in Fiji has been the largest source of foreign exchange, in gross terms, since 1982 and it has played a significant role in stabilizing Fiji's external accounts in the last decade.

Export earnings from tourism have also been much more stable than sugar



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"All in all, the indications for a tourism boom are definitely there"

earnings, mainly because of the persistent instability and decline in world sugar prices. The fact that tourism has been the largest source of foreign exchange since 1982 is due directly to the fall in earnings from sugar exports.

Although the gross earnings from tourism are higher than sugar, there is a strong case that net earnings and benefits from sugar exports are greater than from tourism. This is due to the large import leakages from the tourism industry. Also, the multiplier effect of the sugar industry on the rest of Fiji's economy is much stronger than tourism multipliers. Thus the overall benefit to the domestic economy of earnings from sugar exports is much higher.

► *Is Fiji taking a gamble on tourism for the near future?*

— We do not look upon tourism as a gamble but rather as a very positive step because the feedback and reactions which we have had, show that there will be a greater number of visitors who will come from North America because of our involvement with Qantas. As you know, in terms of air services we first tried to go it alone with our national carrier Air Pacific, but now we have come to satisfactory arrangements with Qantas. It has been forecast that the hotels will be some 5000 to 6000 beds short. At the moment we are really in two minds as to what we do. Should government build the infrastructure for three new major tourist resorts, to be owned by the government and let out on a management contract basis, thus enabling us to provide enough beds for the influx of tourists? We could, of course, try to attract foreign investment but it has become increasingly clear to us that we do not want repatriation of profits, and if we own the actual complex, then the money remains in Fiji. The management contract which it is necessary to conclude with overseas interests, is of course meant to get the tourists to come over here, as you have to have a linkage with well-known travel institutions. It is really a chicken and egg situation: at one time we had too many beds, now we need more. All in all, the indications for a tourism boom are definitely there. The interest of overseas investors in this area is quite phenomenal.

An active participant in Lomé Cooperation

► *Though geographically far away from African and Caribbean ACP partners, Pacific ACP countries have proved to be strongly identified with the whole of the ACP group. Fiji was there right from the start of the group. What has this membership meant for the country?*

— The Lomé Convention expresses the desire, both on the part of the EEC and of the ACP, to create a model of relationships between the industrialized and the developing countries based on interdependence, friendship and solidarity. It provides an organized framework in which trade and aid

cooperation between the ACP and the EEC can be promoted.

As a member of the ACP, Fiji has actively participated in the Lomé negotiations, and as a signatory of the Convention, Fiji has benefited from a variety of aid and trade arrangements.

Under Lomé I the value of direct aid was ECU 9.9 million. In addition money was made available in the form of "exceptional aid" at the time of natural disasters. Thus the total value of aid under Lomé I amounted to ECU 13.4 million. In addition EEC provided a total of ECU 2.1 million under the STABEX arrangements.

Under the second Lomé Convention the EEC allocated a total of ECU 13.1 million. Again as in the case of Lomé I, the EEC made available cash grants to assist in times of natural disasters. So far it has provided ECU 4.3 million under the second Convention. In addition the EEC made available three STABEX transfers totalling ECU 1.9 million.

Under both Conventions, the EEC also provided funds to subsidise loans made available by the European Investment Bank.

The effect of this has been to reduce the actual EIB interest rate to 8%. Fiji has benefited from this form of assistance in the case of loans made available to the Fiji Electricity Authority for the Hydro Electric Project at Monasavu.

Under the Lomé III Convention the EEC has allocated ECU 19 million of which ECU 14 million will be in the form of grants and ECU 5 million in the form of soft loans. The Government is currently engaged in drawing up an indicative programme for the aid in preparation for the meeting with the EEC Programming Mission in September 1985.

As far as STABEX is concerned, in the case of Fiji, the only primary commodity in respect of which transfers have been made are coconuts and by-products thereof. Since Fiji is regarded as a high-income ACP country, Fiji is also required to pay back to the EEC its STABEX transfers. Fiji is one of the few ACP countries that has repaid in full its STABEX transfers.

Fiji's present exports to the EEC enjoy duty free entry. Apart from sugar,



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"The Sugar Protocol has made it possible for Fiji to maintain a relatively strong position in spite of the current slump in world sugar prices"

the products are ginger (in brine or syrup), timber (undressed and dressed—*dakua*, *kauvula*), sawn logs, veneer, coconut oil, furniture and passion fruit juice. Apart from sugar, the exports of most of the other commodities have been declining. Even with the preferential trade provisions of the Lomé Convention, Fiji cannot really be competitive in the EEC, mainly due to its distance, which results in very high freight costs which in turn increase the final price of the products.

Under the provisions of the Sugar Protocol, the EEC purchases at guaranteed prices, about a third of Fiji's total sugar exports. This has been of tremendous help to the Fiji sugar industry and to Fiji's economy generally. This has made it possible for Fiji to maintain a relatively strong position in spite of the current slump in world sugar prices.

Lomé's demonstration effect

► *For over a decade now, Fiji has been a front-runner in ACP-EEC cooperation. What is your overall assessment of cooperation with Europe so far?*

— Overall, Fiji has been very pleased with the success of the Lomé Convention as an example to the rest of the international community of the kind of cooperation in trade and development that can also be adopted by other countries. We are all economically interdependent and it is in all our interests to be supportive of one

another so that there is prosperity and justice for all. The Lomé Convention has certainly provided the ACP countries with a wide variety of opportunities in the trade field, which can be of substantial help to them in their endeavours to develop a viable economy so as to improve the standard of living of their peoples.

For us in the South Pacific, an added benefit of the Lomé Convention has been its demonstration effect on neighbouring countries like Australia and New Zealand in showing them what they themselves can be doing to assist the developing island States of the South Pacific. In a sense, we can regard the special trade access agreement which Australia and New Zealand have introduced through Spartecca to assist the South Pacific island countries as being inspired by the success of the Lomé Convention. The continuing success of the Lomé Convention in providing added support to the ACP countries in their individual national economic endeavours will depend directly on the willingness of the European Community countries to interpret and apply the Lomé Convention in a manner that is truly helpful to the ACP countries. For Fiji, one of the key components of the Lomé Convention that must be maintained without any fundamental detraction by the European Community countries from their commitments and undertakings, is the Sugar Protocol. ◊

Interview by
Roger DE BACKER



Ministry of Information

Unbending after the economic storm

Oscar, Sarah, Eric, Nigel, Gavin, Hina... what's in a name? Though everyone in Fiji knows these names very well, they are not a list of the most popular Christian names. On the contrary, here they are embedded in memory as symbols of death and destruction, hurricanes. Oscar and Sarah struck Fiji early 1983, Eric and Nigel carved their damaging path within a space of 48 hours in mid-January 1985. The latter twin hurricanes resulted in a death toll of 25 and their devastating combined effects caused total damage estimated at F\$ 100 million (1). Gavin and Hina were near misses around the same time, but, had they struck, damage would have been far, far worse.

However, these winds of 150 km/h, peaking to over 200 km/h, are not the only reason for Fiji's economy having been to some extent in the doldrums over the

past few years, and this after a decade of steady growth. Indeed, in the early '80s, tourism, which boomed in the 70s, lost its momentum, while sugar, the mainstay of the economy, faced a slump in world market prices. On top of that, the 1983 hurricanes hit the sugar crop at a particularly bad moment, and were combined with a prolonged drought in the same year, so sugar production nosedived from an all-time record of 486 000 tonnes in 1982 to only 276 000 tonnes that year. In 1984 sugar production was already brought back to almost 490 000 tonnes, and had not one of the mills ceased crushing cane because of hurricane damage, they would have gone beyond that record ceiling. Thus Fiji remains a fairly prosperous developing country (GDP per capita in 1983: F\$ 1 592), enjoying political stability and taking full advantage of being a multi-cultural society.

A "dot" of 332 islands

"Bounty Boat Passage", "Bligh Water" etc. Detailed maps of the Fiji Islands clearly show these references to the early European navigators who sailed through these waters. The first discoveries in fact go back to 1643 with the Dutch navigator Abel Tasman. Another well-known explorer was Captain James Cook, sailing through in 1774, but William Bligh

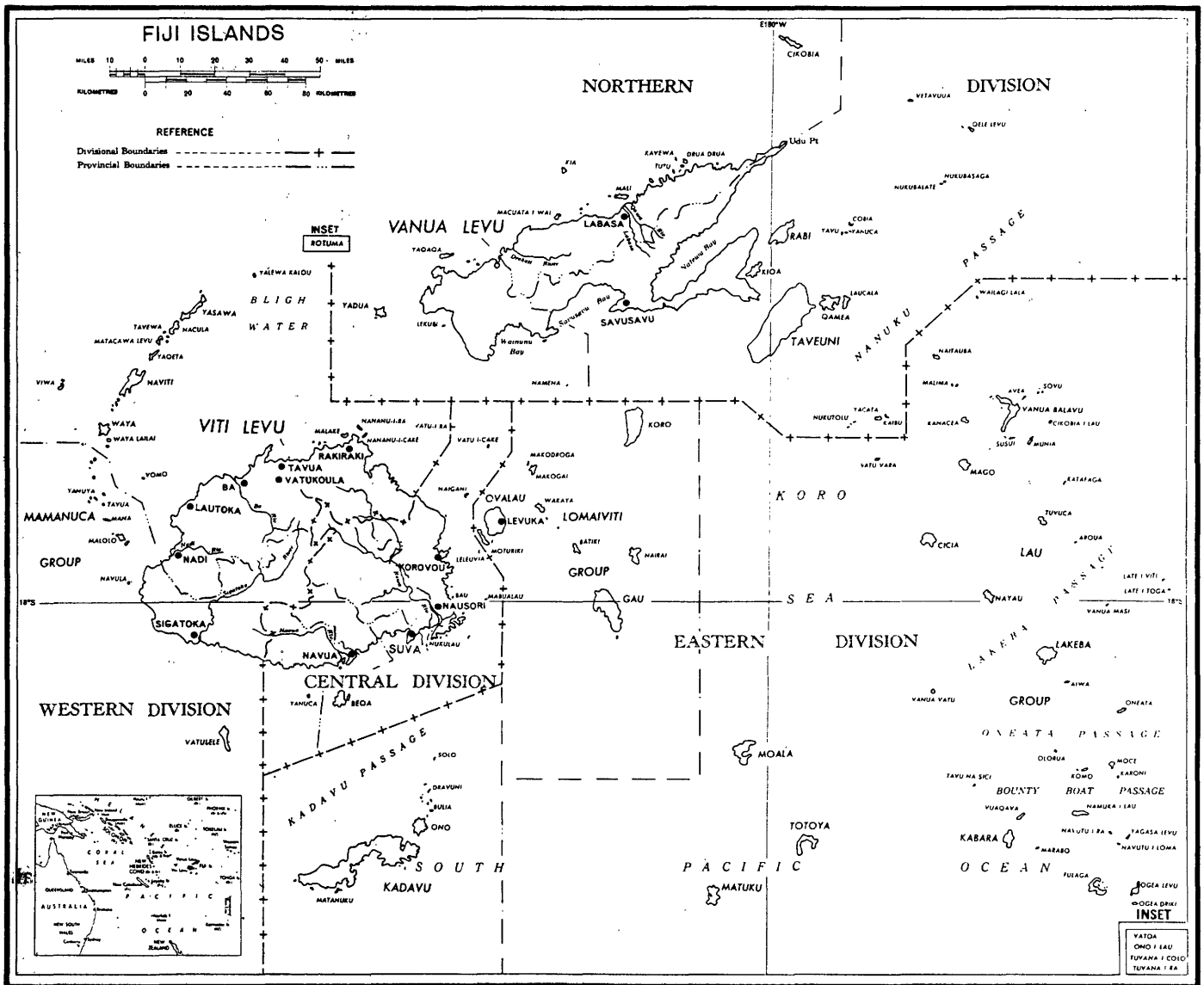
seems to get most credit for discovering and recording the islands after the famous mutiny on the "Bounty" in 1789. The islands' history of course dates back a lot earlier and, according to Fijian legend, Chief Lutasabasa led his people—originally from the South-east via Indonesia, say the historians—to Fiji's shores.

As some of these navigators discovered in those days—often to their own detriment—"Pacific" only referred to the peaceful waters they found surrounding these isles after a rough time

rounding Cape Horn, as widespread cannibalism and warfare represented a continued threat to them.

Today Fiji comprises 332 islands covering 18 333 square kilometers (the sea area is 1.29 million sq.km) and ranging in size from the two largest, Viti Levu—(10 429 sq.km) and Vanua Levu (5 556 sq.km) to pocket islands a few metres in circumference. Mostly volcanic islands with rugged interiors, they are usually surrounded by reefs enclosing large lagoons. They lie between 15 and 22 degrees south of the

(1) 1 ECU = 0.85 F\$ (May 1985).



Equator and straddle the 180th meridian of longitude, the so-called International Date Line. Together they form the real hub of the South-West Pacific on the crossroads of shipping and air services between North America and Australia-New Zealand.

A multiracial society

The estimated (1983) 677 000 inhabitants live on only about one third of the islands, and in fact almost 70% of them live on Viti Levu, where the capital Suva is situated on the east coast and the international airport near Nadi on the west coast. Indians, descendants of indentured labourers imported by the British to work on the sugar plantations in the mid- to late 19th century, form the majority, with 50% of the total population. Fijians, basically of Melanesian origin but with

a lot of Polynesian admixture, represent 45%. The remainder is formed by Chinese, Europeans and part-Europeans, other Pacific Islanders and Rotumans, inhabitants of Fiji's only purely Polynesian island.

Achieving independence in 1970, the second Pacific island country to do so after Western Samoa, Fiji adopted a democratic system on the Westminster model. Its electoral system is however very complicated, combining communal and national rolls, in order to reflect the racial composition and to safeguard each community's interests. Fiji's political life is dominated by the figure of Prime Minister Ratu Sir Kamisese Mara who has been in power ever since Independence—and even before that as Chief Minister—as leader of the ruling Alliance Party which presently holds 28 of the 52 Parliamentary seats following the 1982 elec-

tions. The opposition is composed of the National Federation Party (22 seats) and the Western United Front (2 seats). Election campaigns tend to get marked by the flaring-up of racial tensions but in the conduct of daily political business matters quickly settle down again. Below the surface there may be racial grudges on such issues as land ownership or the spread of prosperity, yet usually such issues seen from the outside may differ widely from their actual perception within the country itself. Land ownership, a classic political debating point, is a good example of this: the Native Lands Trust Board is an agency which administers 83% of all land in trust for the Fijian people. Part of this land is strictly reserved for indigenous subsistence farming, the remainder can and is bound to be leased to non-Fijians if requested. Acting PM David Togani-

valu, also Minister for Fijian Affairs, is quite out outspoken on this issue: "In reality this is an artificial problem. At first sight, land ownership is a very acute political issue, but we have always stressed not just the right to the earth but, far more, the usage of it, and we have built-in mechanisms so that once people lease land, they are protected for a great length of time, in order to keep the land productive. In fact, our system does not deprive non-Fijians of land, it is on the contrary making more land available for use by non-Fijians".

All in all, the complexity of the racial structure—it isn't just a matter of Fijians—Indians—others, for within the Indian community alone one has to take account also of considerable number of religions and regional subdivisions—hasn't really caused any major problems so far. By comparison to most other multiracial countries Fiji clearly enjoys socio-political stability where government-trade union relations, for instance, like on the current wage freeze, are of far more political substance than Indian-Fijian relations.

Troubles on the economic front

Fiji's natural resources have allowed it to develop a mainly agro-based economy and, more recently, to develop tourism. Industrial development has basically been oriented towards import substitution, and in the field of mining, gold production is important, representing over 9% of the value of domestic exports. Within the primary sector, sugar is predominant, accounting for over 60% on average of export revenue, and coconut oil, fish, ginger and timber products are the other main revenue earners.

The early '80s were marked by deteriorating balances of trade and payments, a decline in output, rising wages, a widening budget deficit (still F\$ 80 million in 1985 on a budget of F\$ 437 million) and an average annual real GDP growth rate slowing down to less than 1.5%, way below the targeted 4.7% for the DP 8 (Development Plan 8) period (1981-85).

"Indeed, we did not meet the targets set out in DP 8", declared Peter Stinson, Minister for Economic Planning and Development, "but we suf-

fered from the disastrous effects of more hurricanes under DP 8—and drought—than under any other Plan period. With regard to our sugar sector, we faced not just a massive loss of crop in 1983, but also continuously declining prices in a very weak world sugar market. Also our tourism sector underwent the negative effects of world recession".

Sir Ian Thomson, Chairman of the Economic Development Board, fully agreed that "the economic climate over the past few years wasn't as satisfactory as we would have wanted it to be", and added another disquieting element, i.e. "the exchange rate instability which adversely affected our normal trading patterns and had a detrimental effect on our level of investment". Indeed a strengthening Fiji dollar—linked to a basket of currencies, but still much influenced by US dollar trends—was accompanied by weakening currencies in both New Zealand and Australia, two of Fiji's main trading partners and tourist markets. The Fiji dollar also appreciated against the pound sterling, the United Kingdom being its outlet for its Lomé sugar quota.

Despite this slowing down of growth in the early '80s, two major investments which will allow for future economic expansion were completed during that period: the Monsavu hydroelectric and the Vaturu water supply schemes. The first (with EIB support) will provide the main island, Viti Levu, with all the electricity it requires till the end of this decade and thus cut

down drastically the petroleum import bill, while the latter now allows for the expansion of tourist facilities.

Sugar, a people's industry

Being the mainstay of the economy, Fiji's sugar sector is unique when compared to most countries: here it is really an industry by the people and for the people. Not only does it account for half the value of agricultural production, one third of the value of industrial production and about two thirds of the value of total exports, it also provides directly, without accounting for its multiplier effects, a livelihood for about 30% of the population. Indeed, some 22 000 small farmers, helped by their families, produce cane on smallholdings averaging only some 10 acres; about 4 000 people are employed in the 4 sugar mills; some 2 000 lorry drivers are also involved and in the harvesting season about 16 000 cane cutters find an occupation here. The latter factor is also important in Fiji's redistribution of wealth as most of the cutters come as hired labour from the outer islands, 70% of sugar cane production being concentrated on Viti Levu.

Being so important in terms of providing jobs, the sugar sector is also unique because the industry is really set up as a partnership between millers and growers, based on a sharing of revenue whereby the growers get a direct benefit of, on average, 72% of the sugar sale proceeds.

All of the cane harvest is bought by the government-owned (82%) Fiji Su-



Photo The Courier

Peter Stinson,
*Minister for Economic Planning
and Development*

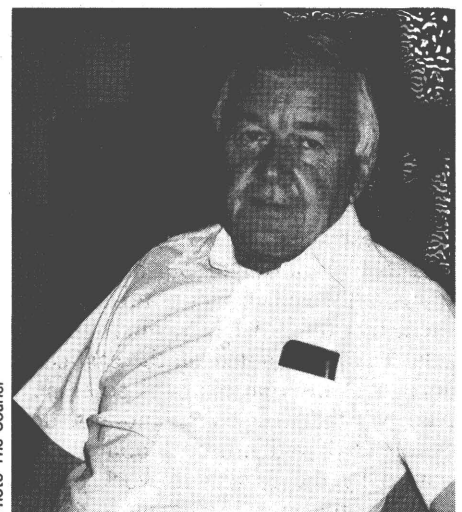


Photo The Courier

Sir Ian Thomson,
*Chairman of the Economic
Development Board*

gar Corporation (FSC), the sole miller, which operates the 4 sugar mills, but which is also involved in advising farmers, research and extension services and furthermore provides the transport, by rail, of about 60% of all cane to the mills. The marketing of sugar is in hands of the Fiji Sugar Marketing Company, a government body. In 1984 a law, the so-called Sugar Industry Act, was passed, providing for the establishment of a Sugar Commission which will group under one umbrella all partners concerned in order to assure even more equity and justice in this sector.

“Life would be difficult to envisage here without the Sugar Protocol”

When talking to FSC Chief Executive and Managing Director Rasheed Ali, it soon becomes clear that this sweet industry has gone sour: in April the FSC announced a forecast price for the 1985 crop of only F\$ 17.5 per tonne of cane to growers, “the lowest since the 1973 season”, he stressed. “This causes quite a bit of concern as it reflects the generally prevailing low world price. Clearly, although we are efficient producers, we remain price-takers and not price-makers. Had we not had our sugar quota at predetermined prices regardless of world market prices, on some markets, like the USA, Singapore, New Zealand, Malaysia or in particular the EEC through the Lomé Convention, we would have really been in dire straits. In fact the additional revenue derived from the Lomé Sugar Protocol, to put it crudely, has meant political and economic stability for this country and a reasonable standard of living for our people, even in hard times. There may be differences between the intentions of the Protocol and how it is put into practice, but we recognize what it means to us: lives would be difficult to envisage here without that Protocol” declared the FSC spokesman.

The Fiji authorities have even calculated the real advantages derived from the Sugar Protocol: for the 1977-83 period, assuming all Lomé sugar was sold on the free market, the shortfall would total no less than F\$ 125 million; though not properly calculated for 1984-85, one could easily add another F\$ 25-30 million. But, of



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Fiji's sugar sector is unique when compared to most countries: here it is really an industry by the people and for the people

course, this whole exercise remains purely hypothetical...

“In fact the expansion of Fiji's sugar sector started off before the Lomé Sugar Protocol—in 1973, 2.5 million tonnes of cane were produced against 4.2 million tonnes now—but it provided stability to the industry and underpinned general economic growth. In the '60s and '70s it experienced tremendous expansion into fairly marginal lands, only suitable really for pine schemes or sugar cane. Even today, still more farmers want to get into it”, stressed Rasheed Ali. In fact, when the FSC was established in 1973, only 2 000 of the total 15 000 growers were Fijian, today there are some 6 000 Fijian growers, about 15 500 Indians and

some 500 growers of other races, so Fijian involvement in sugar production has changed significantly.

Looking at the international scene, the FSC Managing Director declared that the personally felt “disappointed there isn't a new International Sugar Agreement but unless the agreement is effective—unlike the 1977 one—there is no point in having one”. Other sweeteners competing with sugar are to some extent an area of concern for him “as they are developed in protected markets, and do not really compete on an equal footing”. Despite—or because of—the slump in the world market, Fiji is actively looking into alternative uses of its main crop and byproducts: ethanol or fuel additives production is possible, but economics really dictate their viability; power generation using fibre is no longer necessary thanks to available hydro-power; in the field of board production from bagasse, the country is looking for EEC partners; talks are going on with UNIDO about the possibilities of making chemical products derived from cane (medicine, drugs, plastics, etc.); an agreement already exists with New Zealand to produce animal feed composed of a mixture of molasses, cane fibres and urea; last, but not least, Fiji already distills its own brand of rum from molasses.



Photo The Courier

Rasheed Ali,
Chief Executive of the Fiji Sugar Corporation

Developing other agricultural resources

In normal times—hurricanes and drought allowing—efficient producers



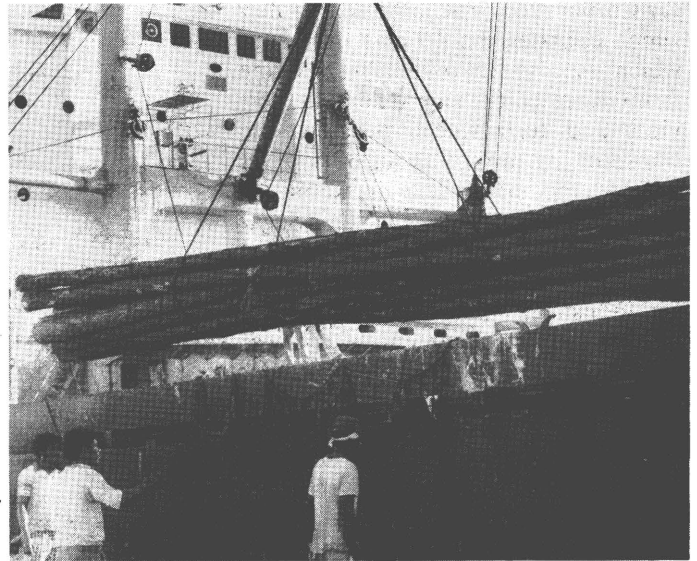
Ministry of Information

Coconuts are not only a major subsistence crop in the Outer Islands, they also constitute Fiji's second most important commercial crop

of what has a worldwide reputation as a fairly high quality sugar (though they would like to get productivity in sugar production even better), Fiji is of course confronted with the question of how to reduce its dependence on this one crop and supplement it by developing other resources, mainly agricultural ones. "Here again small-scale production, like with sugar, has to be our mould, as provision of employment is our biggest single need" stressed Charles Walker, Minister of Primary Industries.

Generally speaking, the agricultural sector faces problems of land availability and to some extent soil conservation and improvement, but compared to these technical constraints it is perhaps more important to observe that people in Fiji's rural areas are quite happy to be there, and are socially content.

Fiji's second most important commercial crop is copra. Coconuts are also a major subsistence crop in some of the outer islands, where there is little or no alternative to copra. Its production had many ups and downs—"a chequered career" as Minister Walker called it—and production now stands at 23-24 000 tonnes (about 16 000 tonnes of coconut oil). Ageing palms, damage caused by hurricanes, lack of weeding and fertilizing and often low export prices are responsible for these fluctuations. Only coconut oil is now exported and the country is looking into better technologies for copra drying at village level.



Ministry of Information

Great emphasis has been put on the forestry sector and particularly on pinewood development, where a large-scale sawmilling and woodchip complex is in the pipeline

Rice production, one of the main staple foods for the Indian population—Fijians eat more rootcrops—is actively promoted as the country produces only half of its annual consumption of about 44 000 tonnes of paddy rice. "We want to go ahead there with import substitution and become self-sufficient in 4 to 5 years time", commented Minister Walker.

In order to diversify exports even more—and to promote more linkages with the tourist sector—Fiji is also pushing the development of fruits and vegetables like ginger (F\$ 2 million export earnings last year), papayas, mangoes, etc., both fresh and processed. Processing gets more attention as the local market is small and distances to overseas markets generally too great to export these perishable products without canning or juicing.

Being self-sufficient in poultry and pork, further efforts need to be undertaken in overall livestock production, in combination with more feedgrain production (maize), in order to cut back the food import bill even more.

The fishing sector can be divided into 3 sub-sectors: subsistence fishing (\pm 14 800 tonnes in 1984), commercial fisheries (\pm 5 800 tonnes in 1984) and industrial fish production (\pm 6 600 tonnes landed in 1984, basically tuna). If the first two sub-sectors offer continued growth and employment potential, the industrial fisheries are not doing so well, indeed some sources even say it is "currently in chaos". The Pa-

cific Fishing Company (PAFCO), a joint venture between government (70%) and a Japanese partner (30%), which used to have the monopoly of the export sale of tuna, is in financial trouble and in fact the Japanese partner is giving up his stake in the operation at the end of 1985. Provided enough tuna shows up again in Fiji waters, the government seems to be confident that things can be revived and that "if there is the confidence to change strategies, there could be optimism as to future performance". For this they bank on their experience of producing an excellent quality of tuna over the past decade.

Great emphasis has been put on the forestry sector. Even if its export earnings are still relatively small—F\$ 8 million in 1984 (lumber and veneer sheets)—a big future is projected for this sector, particularly as far as pine-wood development is concerned. Some 37 000 hectares are now planted with pine; another 5 000 ha per year will be planted to reach the 52 000 ha target as soon as possible. To exploit these pine resources to their maximum, Fiji is negotiating with foreign partners to establish, on a joint venture basis, a large-scale sawmilling and woodchip complex. The financing required is in the order of F\$ 50-60 million and, if all goes well, full production should be reached by the end of this decade.

Interesting developments have taken place in the field of cocoa produc-

tion. Although output is still very low, only just over 220 tonnes in recent years, the Fiji Government is very keen on pushing cocoa further as it has quickly brought about a number of positive results. Farmers get more disposable cash income; areas so far considered inaccessible and unsuitable for other crops, are being opened up; cocoa production stems the rural exodus, promotes the return to lands of people who left many years ago and enhances the cohesion of the *matagali*—a sort of extended family clan which plays a key role in Fijian communal life—and therefore stabilizes life in the villages and rural areas. The EEC is actively involved in these micro-project schemes, basically through financing rural access roads. Minister Walker declared himself “very appreciative of the micro-projects concept: it’s really like going to the tailor, you get quick operational decisions on good projects”.

Looking at the international scene, Charles Walker seemed less optimistic: “We can produce, but what sort of money do we get for our products? We always end up with this North-South ball game: is the developed world prepared to give us producers fair remunerative prices for our commodities? Perhaps if we had more Lomé’s, Sugar Protocols and Stabex schemes, we all would be better off! At least under Lomé, dialogue and communication is well established, and hopefully this is the forerunner of something bigger at world level”.

Ministry of Agriculture



Though still small in terms of output, cocoa has quickly brought about a number of positive results through the micro-project schemes

Tourism, the alternative?

“Tourism is, in the short and medium term, the best chance we have of improving the employment situation by reducing unemployment and by providing enough jobs for newcomers on the job market”, stressed Minister Stinson. Within the next Plan period (DP 9 covering 1986-90), which sets out an overall real growth target of about 5% per year, tourism seems to stand out, together with the development of financial services, as one of the main locomotives for Fiji’s economic growth outside the primary sector. Some sources even feel that tourism, in the end, might overtake sugar in terms of relative importance in the overall economy, and looking at the table below they can only be encouraged in this feeling.

Figures, of course, don’t mean everything: whereas, for sugar, this year’s, revenue is almost net—and one has to add another F\$ 9 million earnings of molasses exports—it is very difficult to find out what are the real net earnings from tourism when one is confronted with a lot of leakages provoked by imports necessary to keep this sector in line with foreign visitors’

expectations. Still, tourism has shown a fairly steady growth so far, only slowing down in the early ’80s, and Government is very optimistic about bringing in up to half a million tourists by the end of DP 9, compared with the 235 000 visitors in 1984, who represented over 2 million “bed-nights”. Having all the classical tourist assets, and perhaps a few more, like the remarkable friendliness of its population, Fiji is, however, not without tough competitors in its main tourist markets, which are mainly Australia, the USA, New Zealand and Canada. Again one has to keep Pacific proportions in mind: here the “shorthaul” markets are, in actual flight time, about 3-4 hours (Australia and New Zealand) to 8-10 hours (the USA) away...

Jonati Mavoava (1), Minister for Foreign Affairs, Tourism and Civil Aviation stressed that in his view “tourism can be beneficial in the revival of culture in Fiji, given that there is a basis to preserve the integrity of our culture, which we definitely have, in contrast to, for instance, Hawaii, where there

(1) We regret to announce that the Honourable Jonati Mavoava died in an accident mid-June, after this article had gone to press.

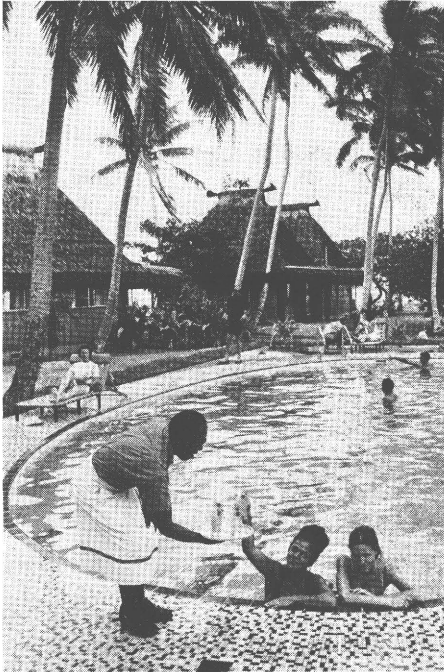
Photo The Courier



Charles Walker,
Minister of Primary Industries: “Is the developed world prepared to give us producers fair remunerative prices for our commodities?”

Gross foreign exchange earnings

	1979	1980	1981	1982	1983	1984	1985
Sugar	117.0	174.2	131.6	125.1	111.9	110.0	93.5
Tourism	104.0	109.5	122.0	142.5	135.9	134.7	178.0



Fiji Visitors Bureau

Will tourism in the end overtake sugar as a net foreign exchange earner?

was no longer such a basis when tourism really started booming. So far, tourism has given a stimulus to genuine cultural activities and the tourists have been an audience judging our cultural performances. Our tourists shouldn't be confined to resorts but should really meet with our own people, even when, obviously, a wide variety of facilities and amenities has to be offered to them. So we have to look very carefully into what sort of tourist product we want to offer in order to match the taste of our foreign visitors while still preserving our own values".

In Minister Peter Stinson's view the point for the Fiji government is now



Photo The Courier

Jonati Mavoia,
*Minister for Foreign Affairs,
Tourism and Civil Aviation*

"really to decide on what type of catalytic role we want to play in stimulating tourism". So far it has been mostly a private sector operation and government only spends about F\$ 1 million on the Fiji Visitors Bureau, the body responsible for carrying Fiji's tourist message to the world abroad. Now foreign investors are becoming increasingly interested in having a stake in Fiji's promising tourism future: "We had more requests—totalling at least F\$ 100 million over the next 2-3 years—from foreign groups to invest in tourism development over the past year or so than in the 7-8 years before", stressed Minister Stinson.

Compared to the well-structured, well-organized—and still dominant—sugar sector, Fiji's authorities seem to be faced with a lot of choices for streamlining tourism better in the near future: their direct involvement needs to be outlined; they want to get Fiji "better known on the map" both with tourists in general and perhaps even more important, with the tourist trade professionals; more linkages with the agricultural sector need to be developed in order to prevent import leakages; more local staff need to be better trained; matters like property ownership and maximum length of stay have to be settled if time-sharing units, condominiums and repeat tourism are to be further developed; last, but not least, problems of access by air, used by the vast majority of tourists, have to be looked into closely. The list of problems to be solved is probably far from complete, but going by present trends and future prospects, one feels widespread optimism about Fiji's future as a tourist destination, even though it may be a volatile and sensitive industry. As Minister Stinson commented: "Our approach is by no means unrealistic, and after all, is it not better to be dependent on two "shaky" industries than on only one..., when supplemented by a lot of fillers in other fields? Tourism may not be ideal but there is no other appropriate alternative to fulfil our development needs".

Keeping Fiji "the way the world should be"

Many of the above-mentioned development targets and objectives could not be met if not seen in a wider Pacific context, as in many areas

which constitute major development bottlenecks and constraints, the regional approach may be the only way out. "A sheer look at the map gives a sufficient answer as to whether regional cooperation is needed or not in this area", SPEC Deputy Director Peter Adams suggested. A significant number of successful regional ventures in various fields of economic, and political, activity have been set up, and Fiji has been a keen participant in them (see also article on page 47: "Regional cooperation among ACP Pacific States). In other areas, like, for instance, air transport—the Pacific is really seeing a burgeoning of national airlines of all sizes, and not all of them fly on the day or at the time they are supposed to... and if and when they do, local air fares are still very expensive—much more could and needs to be done. Vis-à-vis Europeans who would like to get to know the area better, prejudices and psychological barriers on distances and costs of getting there (fares out of Europe are often cheaper than local stretches) need to be broken down, preferably also on a regional basis.

In terms of national development, Fiji is in every way committed to making the most efficient use of its natural resources. Making the best of them is directly linked to making the best of its human resources: providing enough jobs for a rather rapidly growing population (+1.9% for 1980-84), whilst keeping the wages spiral—which many purely economic observers put forward as a real "hot potato"—under control. An efficient sugar producer, with every intention of remaining so and doing even better in future, Fiji now clearly wants to lessen dependence on its sweet though presently depressed "dominator" without, however, in any way neglecting it. It has certainly proved its capacity to unbend after the recent economic storm, like a coconut tree after one of the unfortunately frequent hurricanes which struck the country. Maybe now it is time for others to go and have a look at "the way the world should be", as Fiji promotes itself, and to taste from a welcoming bowl of *yagona*. After all, isn't tourism expected to become the number one industry just as friendliness is already the number one characteristic? ○

R.D.B.



Fijians...



Indians...

The cultures of Fiji

by Dr. Paul GERAGHTY (*)

The islands of Fiji are home to many different peoples — predominantly Fijians and Indians, with Part-Europeans, Chinese, and other Pacific islanders in smaller numbers — but all share a common pride in their culture, and a determination to keep it alive.

Fiji was first settled, according to current archaeological evidence, about three and a half thousand years ago. The land was volcanic and fertile, the sea a benevolent provider. From the

interplay of this pristine environment and the genius of the people who discovered it, emerged the unique culture of these islands.

The original inhabitants are now called "Lapita people", after a distinctive type of fine pottery they produced, remnants of which have been found in practically all the islands of the Pacific east of New Guinea, though not in eastern Polynesia. Linguistic evidence suggests that they came from northern or central Vanuatu, or possibly the eastern Solomons. Before long they had moved further on, colonizing Rotuma to the north, and Tonga and Samoa to the east.

From there, vast distances were crossed to complete the settlement of the Pacific, to Hawaii in the north, Rapanui (Easter Island) in the east, and Aotearoa (New Zealand) in the south.

Unlike the islands of Polynesia, which show a continuous steadily-evolving culture from initial occupation, Fiji appears to have undergone at least two periods of rapid cultural change in prehistoric times, and these may have been due to the arrival of fresh waves of immigrants, presumably from the west. Prehistorians have noted, for instance, that a massive 12th century volcanic eruption in sou-

(*) Member, Fijian Dictionary Project.



Chinese...



and Rotumans

"All share a common pride in their culture, and a determination to keep it alive"

thern Vanuatu coincided with the disappearance there of a certain pottery style, and its sudden emergence in Fiji.

It is hardly surprising, then, that Fijian culture is an intricate network, and that generalizations are fraught with danger. Moreover, although the legendary king of Bau, Naulivou, and his successors had control over a large area of eastern Fiji, at no time before colonization was all of Fiji a political unity. Nevertheless, this cluster of one hundred inhabited islands does exhibit certain traits that set it apart from its neighbours, and it is these that define a distinctive Fijian culture.

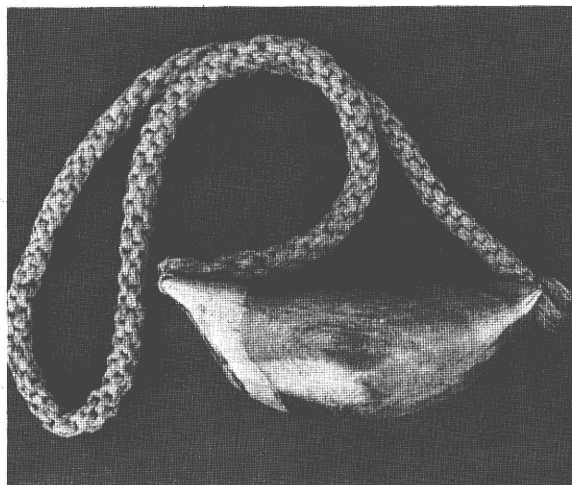
Fijians first impressed themselves on European consciousness through the writings of the members of the expeditions of Cook, and later d'Entrecasteaux, who met them in Tonga. They were described as formidable warriors and ferocious cannibals, builders of the finest vessels in the Pacific, but not great sailors. They inspired awe among the Tongans, and all their manufactures, especially bark-cloth and clubs, were highly esteemed and much in demand. They call their home Viti, but the Tongans called it Fiji, and it is by this foreign pronunciation, first promulgated by Cook, that these islands are now known.

After the explorers, other Europeans followed. For over half a century, Fijian culture enjoyed what has been called its "golden age", as the tools and weapons brought by traders were turned to their own advantage by resourceful chiefs. Canoes and houses were built, confederations formed, and wars fought on a grand scale without precedent. Gradually and inevitably, however, the Fijian way of life was changing.

As Christianity became accepted, wars ceased abruptly and western clothing was adopted. After cession to Great Britain in 1874, epidemics decimated the population, and it seemed as if the natives were doomed to leave the stage and cede the land entirely to planters of cotton and sugar-cane, following the pattern set in Hawaii and New Zealand. But the colonial government took the Fijians' side. Land sales were forbidden, health campaigns im-

plemented, and the population picked up again. There was not, of course, the culture of the heathen "golden age", but one modified by the new religion and, increasingly, the new economic order. Yet in today's Fiji, independent now since 1970, a surprising amount has survived.

The agent of Fijian culture is the community, usually, but not necessarily, blood relations. Work is done and ceremonial obligations fulfilled, pride and shame felt, by groups, seldom by individuals. Of the physical symbols of group interaction, two stand out as being of immense importance: 'yaqona' and 'tabua'. 'Yaqona' is the cultivated plant *Piper methysticum* and the drink made from its infusion, known more widely—again through Cook's influence—by its Tongan name 'kava'. It is the social drink of



A "tabua", the polished tooth of a sperm whale

Fiji, and flows at any gathering, the ritual of preparation and order of drinking underlining the social order. It is presented as a sign of goodwill or hospitality. But when an important request is being made, and 'yaqona' may not be sufficient, it is the 'tabua' that changes hands—the polished tooth of the sperm whale, Fiji's unique precious stone.

The ultimate expression of Fijian culture is the 'solevu', an enormous feast where two groups meet to exchange wealth, produce, and food, and to renew and strengthen ties. The occasion may be a marriage, or the formal introduction of children to their mother's kin, but the event always reaches far beyond the individuals concerned. For Fijians are essentially

members of communities, children of their parents, part of a living and eternal organism that is bigger and more important than any individual.

This community spirit underlies the friendliness for which Fiji is famous. Even the casual visitor to Fiji notes the easy smile, the gracious manner, and the constant invitations to have a meal, drink a bowl of yaqona, shelter from the rain, or just pass the time of day. To a Fijian, there is nothing more pitiable than a person on his own in a strange place, and it is only basic human decency to make the stranger feel at home.

Fijians are, of course, no longer alone in these islands. In fact they are slightly outnumbered by the Indians, mostly descendants of labourers brought to work in the sugar plantations about a hundred years ago. They were offered a passage back to India, but most preferred to stay, and they have become prominent in agriculture and commerce. They too take a pride in maintaining their culture and language, though inevitably the two major communities have borrowed selectively from one another.

For Fijians, the most significant contribution has been their acceptance of Indian foods: curry is now almost *de rigueur* at large gatherings, and children regularly go to school clutching parcels of 'roti', and buy Indian sweets as they dawdle home. But what sets Fiji Indians apart from Indians all over the world is that they have taken to drinking yaqona, to such an extent that they probably now out-consume the Fijians. The drink still retains much of its religious significance for Fijians, and is rarely drunk without due ceremony and order. But Indians and others have simply come to enjoy the taste and its sociable effects, and often have a bowl going all day at shops, offices, and building-sites, or to relax at home in the evening.

Many countries are multiracial, but few can boast what has been achieved in Fiji: a peaceful coexistence of cultures based on mutual respect. No dull uniformity here, but contrast and variety, harmony in its true sense. ○

P.G.

EEC-Fiji Cooperation

by Steffen STENBERG (*)

Fiji has been linked with Europe for many generations. Historic ties between Europe and the South Pacific go back to the 18th century. These ties were based first on commerce. Later, in the 19th century, Fiji voluntarily linked itself, in a colonial context, with the United Kingdom.

It was therefore entirely logical that, following its independence in 1970, Fiji should seek to strengthen those long-standing links through the first Lomé Convention, an equal partnership underscoring trade and development questions. By joining the Lomé Convention, Fiji, although it retains strong links with the United Kingdom (the Head of State in Fiji is Queen Elizabeth II), demonstrated its understanding of the significance of the enlarged Community and its willingness to participate, along with the whole Group of ACP countries, in arrangements which reflect the strength of ties with Europe despite great distances and rapidly changing circumstances.

A vital role

From the beginning of its association with the EEC, Fiji has played a vital role in the negotiation and functioning of the Lomé Conventions. Indeed, Fiji has hosted the ACP-EEC Council of Ministers meeting twice: once during the negotiations of the Lomé II Convention and again, more recently, in May 1984, during the negotiation of the Lomé III Convention.

In terms of financial contributions under the Lomé Conventions, Fiji has received ECU 9.9 million under Lomé I and ECU 13 million under Lomé II. In addition Fiji has received emergency aid totalling ECU 7.9 million; Stabex transfers totalling ECU 4.4 million, loans from the European Investment Bank amounting to ECU 40.2 million and assistance to NGOs to the tune of ECU 0.4 million.

By May 1985 the Community had provided Fiji with a total of ECU 75.8 million in the form of grants and loans.

Perhaps even more important for Fiji are the provisions of the Sugar Protocol. The mainstay of Fiji's economy is sugar and, through the Sugar protocol, Fiji has a secure annual outlet for 163 600 tonnes of sugar to the European market, representing an average of between one third and one half of Fiji's annual sugar production, at guaranteed European prices. This

has been of particular importance to Fiji, especially latterly, when world sugar prices have been depressed. The significant sugar exports, especially to the United Kingdom, also explain that despite the distance, the European Community is the largest market for Fiji's overall exports. It also means that Fiji maintains a positive balance of payments with the Community.

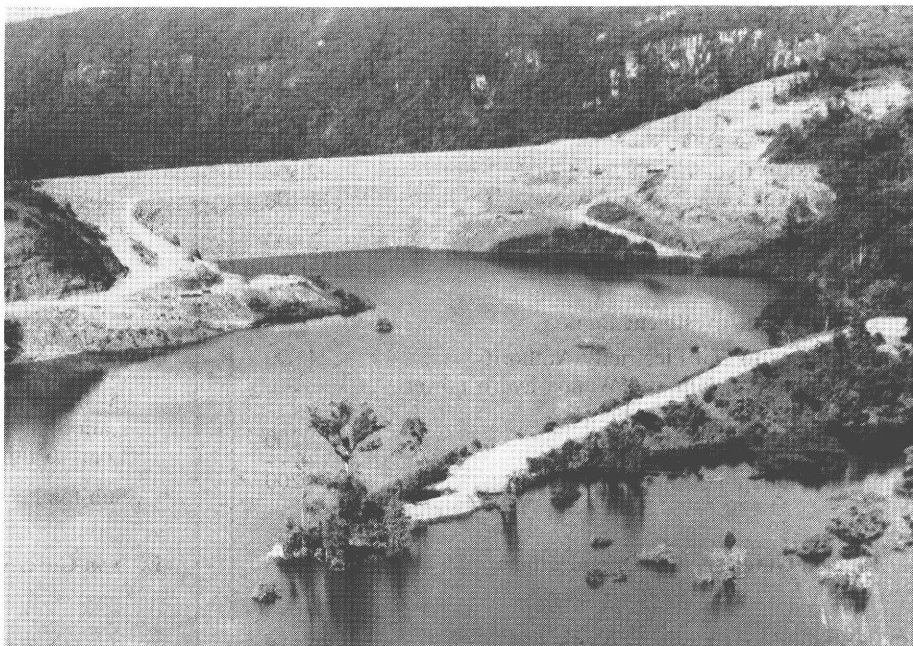
Lomé I (1975-1980)

The Indicative Programme of financial aid under Lomé I for Fiji amounted to ECU 9.9 million, of

which ECU 3.2 million was in the form of a grant. The Indicative Programme reflected Fiji's dependence on agriculture as its main source of income, of export earnings and of employment opportunities for an expanding labour force. Emphasis was given to rural infrastructure, with rural roads, jetties and airstrips accounting for nearly 70% of the Indicative Programme. Training and rural housing for the victims of cyclones made up the balance. The programme was thus strongly oriented towards the rural sector, with special emphasis on the least favoured regions.

Transport and communications are vital issues for the development and economic growth of Fiji. The two roads financed under Lomé I on Viti Levu and Vanua Levu of 21 km and 30 km respectively, make an important contribution to growth and employment as they break down the isolation of the rural areas from the major markets and centres of economic activity.

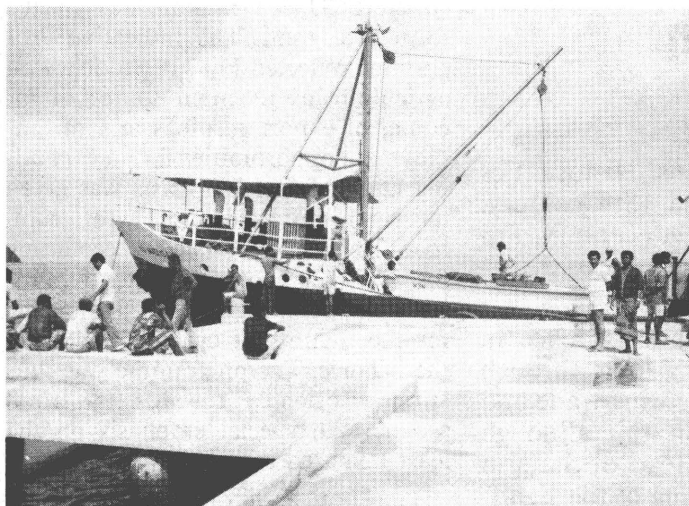
The same objective of promoting economic and social development in rural areas was reflected in the financing of the construction of five jetties on the islands of Vanua Levu, Kanda-vu, Moala, Koro and Cicia. Irregularity of shipping services and transport in general has very often affected the quality of copra, with direct effects on the economic situation of the rural population, for whom copra is the



Ministry of information

Under Lomé I and II, the EIB granted loans totalling ECU 36 million to the Fiji Electricity Authority for the Monasavu Hydro-Electric Scheme

(*) Administrator, CEC Directorate-General for Development.



Photos EEC Delegation

Jetties like the one on the island of Moala (left) have contributed to the establishment of regular and efficient shipping services between the Outer Islands and the centres of Fiji. Emergency aid: a hurricane relief house (right)

Lomé I (1975-80)

	'000 ECU
A. National Indicative Programme	
Multiannual Training Programme	230
Port Development Studies	500
Line of Credit to Fiji Development Bank	700
Vanua Levu Road	2 850
Native Land Development Corporation	900
Jetties for Outer Islands	1 474
Airstrips on Outer Islands	750
Vitu Levu Rural Road	1 500
Microproject programme	996
Sub-total	9 900
B. Stabex	
1975 Coconut Oil	615
1976 Coconut Oil	1 500
Sub-total	2 115
C. Emergency Aid	
1978/79 Cyclones Fay and Meli	2 500
1980 Cyclones Tia and Wally	1 100
Sub-total	3 600
D. European Investment Bank	
2 loans to Fiji Electricity Authority (Monasavu dam and Wailoa hydro power station)	24 000
Ethanol Study	200
Sub-total	24 200
E. Non-Governmental Organizations	303
Grand total Lomé I (A - E)	40 118

Lomé II (1980-1985)

	'000 ECU
A. National Indicative Programme	
Vanua Levu Road, Stage 2	2 000
Viti Levu roads, stage 2	2 000
5 Microproject programmes	2 600
Technical Assistance & Studies	1 610
Multiannual Training Programme	500
Logging Training School	400
Trade Promotion	496
Uncommitted	3 394
Sub-total	13 000
B. Stabex	
1980 Coconut Oil	842
1981 Coconut Oil	653
1982 Coconut Oil	789
Sub-total	2 284
C. Emergency Aid	
1981 Cyclone Arthur	329
1983 Cyclone Oscar/Sarah	2 500
1985 Cyclone Eric/Nigel	1 500
Sub-total	4 329
D. European Investment Bank	
3rd loan to Fiji Electricity Authority (Monasavu dam and Wailoa hydro power station)	12 000
Loan to Fiji Development Bank	4 000
Sub-total	16 000
E. Non-Governmental Organizations	100
Grand total Lomé II (A - E)	35 713

most important source of cash income. The jetties have contributed to the establishment of regular and efficient shipping services between these Outer Islands and the centres of Fiji.

In order to provide the prerequisites for regular and fast communication with three Outer Islands (Cicia, Kandavu and Moala) thus contributing towards the economic, social and administrative integration of Fiji, the European Community financed the construction of three airstrips. The pattern of utilization has been the same for all three airstrips—initial use for charter flights on an ad hoc basis and subsequently (as demand for passenger and freight service increased and stabilized) for regular scheduled flights between the islands and the capital, Suva. All three islands are now served regularly by a private commercial carrier operating without Government subsidy.

The EEC provided ECU 900 000 to assist Fiji's Native Land Development Corporation in developing native land for residential, commercial and industrial purposes. The project included nine development projects on the two main islands, Viti Levu and Vanua Levu.

The microproject programme implemented in Fiji has been extremely successful. ECU 996 000 was allocated to a varied programme covering supply of materials for rebuilding, on a self-help basis, some 400 houses on Vanua Levu, Taveuni, Koro and Yasawas Islands, which were affected by hurricane damage in 1980. Contributions were also made to the building and equipping of two schools at Togalavu and Nawaicoba, training young people in basic farming and mechanics.

Finally ECU 230 000 was made available from the indicative programme for training. A total of 21 awards have been granted under this project for specialized training in management and economics.

Fiji is often hit by hurricanes with devastating effects on crops, infrastructure and houses. Quite often the cyclones also claim human lives. Through the emergency aid provisions of the Lomé Conventions, Fiji has received ECU 3.6 million under Lomé I for its reconstruction programmes. Following cyclones Fay and Meli in



Fiji has played a vital role in the negotiation and functioning of the Lomé Conventions. Above, Prime Minister Ratu Sir Kamisese Mara chairing the opening session of the third ministerial negotiating conference for Lomé III, held in Suva in May 1984, with Hugh Shearer (Jamaica), then President of the ACP Council of Ministers

1978/79, aid totalling ECU 2.5 million was granted for the purchase of prefabricated houses and building materials and to pay for transport and labour. When Fiji was hit by the cyclones Tia and Wally in March/April 1980, a further ECU 1.1 million was granted to purchase prefabricated classrooms. These contributions helped to provide some 130 classrooms, 125 teachers' quarters, 67 dormitories and 1 840 prefabricated houses throughout the archipelago.



Under the Lomé II microproject programme, the EEC's contribution was mainly used on infrastructure, like this road near Sote village, to open up previously inaccessible land for cocoa production

The European Investment Bank has granted substantial loans to Fiji. Under Lomé I, the EIB provided ECU 24 million to Fiji's Electricity Authority for the construction of the Monasavu Dam, the Wailoa power station (80 Mw installed capacity and an average annual production of 247 wh) and a 145 km high tension line. This project is an example of Fiji's vigorous policy, since 1973, of energy saving and extended use of local renewable energy.

Fiji benefited from the Stabex provision of the Lomé Convention in 1975 and 1976, with a total of ECU 2.1 million. In both cases, the transfers were granted as compensation for decreases in export earnings on coconut oil.

Lomé II (1980-1985)

The Indicative Programme of Lomé II for Fiji was ECU 13 million, all in the form of grants. The programme was a natural continuation of the successful Lomé I programme and concentrated on rural development, including rural infrastructure (48%), agricultural processing/production (33%), training and technical assistance (15%) and trade promotion (4%).

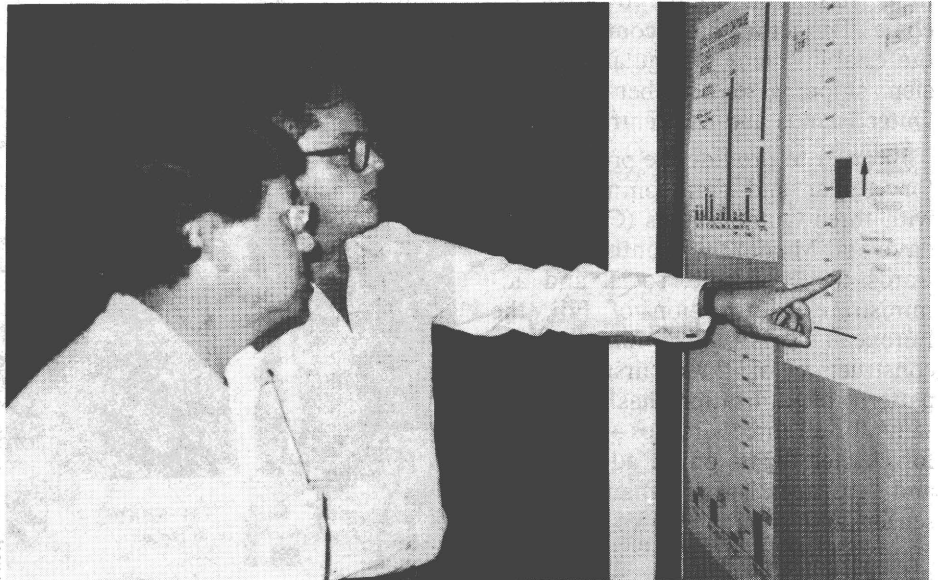
The construction of the roads on Viti Levu and Vanua Levu started under Lomé I, was continued under

Photo EEC Delegation

Lomé II with the construction of a 21 km and a 20 km stretch of road respectively. An amount of ECU 4 million was allocated from Lomé II resources to these projects.

The microproject programme approach for agricultural and rural development was widely used under Lomé II. In all, five microproject programmes were financed, totalling ECU 2.6 million. Due to very good and close cooperation between the three parties involved in the microproject programme (government, local community and EEC), the projects were very successful. The objectives of four of the microprojects were to develop a self-help component in agricultural development in the cocoa sector. These programmes have become a real incentive for the rural population to open up new potential agricultural land and to develop longer-term cash crops, in addition to their subsistence farming. These schemes have helped to stabilize the rural population, to initiate agricultural diversification and in general to improve the life of the rural farmers. The broad principle of the programme is for the EEC contribution to be used on infrastructure to open up inaccessible areas, while the villages plant cocoa, often on a cooperative basis backed up by technical support, inputs etc. by the Ministry of Agriculture. The fifth microproject programme provided for a boat-building project in the Lau group.

Under the multiannual training programme (for which ECU 500 000 has been allocated), awards have been granted for specialized training. Furthermore, in the context of training, ECU 400 000 has been granted to pro-



Peter Stinson, Minister for Economic Planning and Development, explaining to Michael Laidler, CEC Delegate for the Pacific, based in Suva, the disastrous economic consequences of the last hurricanes

vide equipment and buildings for an extension of the existing Forestry Training Centre at Lololo (near Lautoka) in order to accommodate the training of skilled workers in logging of indigenous wood and pine forests. This project is implemented in conjunction with the ILO which provides the technical assistance. Under the heading "technical assistance" a number of activities have been financed, including assistance to Fiji Citrus Products (field management and smallholders development), assistance to the Central Planning Office and later the Ministry of Primary Industries (to strengthen the planning capacity of the Fiji Government), evaluation of the employment situation in Fiji, a forest industry adviser (to assist the government and the forest industry with par-

ticular reference to saw milling operations).

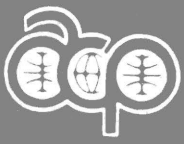
Under the heading "trade promotion", funds have been provided for a number of activities, including, inter alia, technical assistance in marketing techniques, a trade mission to New Zealand, technical assistance to the Economic Development Board and financial assistance to its work programme for 1983-85.

Following cyclones Arthur in January 1981, Oscar/Sarah in March/April 1983 and Nigel/Eric in January 1985, Fiji received a total of ECU 4.3 million in emergency aid. These funds have been used in helping the Fiji Government overcome the immediate effects of the catastrophes, such as providing shelters, food, school reconstruction and prefabricated houses. In latter years, 1983 and 1985, this form of assistance has concentrated on financing food rations to provide immediate relief for victims. Fiji received Stabex transfers for coconut oil in the years 1980, 1981 and 1982, totalling ECU 2.3 million.

The European Investment Bank provided a new loan of ECU 12 million to the Fiji Electricity Authority for the financing of the third phase of the hydro-electric project on Viti Levu, commenced under Lomé I. In 1985, the EIB provided a loan of ECU 4 million to Fiji Development Bank for line of credit to small and medium-sized industries. ○ S.S.



The construction of airstrips on three Outer Islands (above Moala) contributed towards the economic, social and administrative integration of Fiji



Regional cooperation among the ACP Pacific States

by Michael LAIDLER (*)

There are eight South Pacific countries in the ACP group. They are, from west to east, Papua New Guinea, Solomon Islands, Vanuatu, Kiribati, Tuvalu, Fiji, Tonga and Western Samoa. For those who have not visited the South West Pacific it is difficult to grasp the sheer enormity of the distances involved. Seen from Europe or Africa it is easy to dismiss this corner of the Pacific as a relatively compact zone of rather similar islands with similar people within a few hours from each other by outrigger canoe.

And yet, from Port Moresby to Nuku'alofa there is a distance of nearly 5½ thousand kilometers. (The same distance as from Paris to Yaoundé). The total sea area, taking as a base the 200 mile economic zone of those eight countries is of the order of 6.5 million sq. kilometers as opposed to total land area of just over half a million sq. kilometers of which Papua New Guinea accounts for 88%! This compares with 1 657 800 sq kilometers of land in the present European Community of Ten.



A prominent feature of EEC-Pacific regional cooperation is maritime transport where the Pacific Forum Line received considerable support

A varied pattern of islands

In comparison, populations are very small. They range from the largest, Papua New Guinea with a population of over 3 million, to Tuvalu with 8000 people and 26 sq kilometers of land surface. The total population of these states is less than 4½ million (about a third of the number of people officially unemployed in the EEC). And these populations vary considerably in ethnic and geographical terms. The Melanesian countries, Papua New Guinea, Solomon Islands and Vanuatu are distinct in cultural and ethnic background from the Polynesian countries,

Western Samoa, Tonga and Tuvalu. Fiji, with its mixture of Fijian (largely Melanesian) and Indian population is in a separate category, as is Kiribati which forms part of the Micronesian island structure and ethnic grouping. The geographical conditions also differ strikingly. Small atoll groups such as Tuvalu and Kiribati strike an imposing contrast with the mountainous terrains of Fiji, Western Samoa and Papua New Guinea. Natural resources also vary considerably. Whilst the subsistence crops are in many ways similar (taro, the South Pacific root crop, is well known throughout the world) the rainfall and soil conditions mean that there is a wide variation in the quality and productivity of cash crops. Again, the most marked difference is

between the atoll economies and the larger volcanic and mountainous regions. Natural resources such as minerals also vary considerably. Papua New Guinea, for example, is rich in copper whilst the smaller Pacific islands have virtually no mineral resources. The terrains and level of rainfall also affect hydroelectric capacity. Some countries, such as Western Samoa and Fiji, have advantages in this direction whilst others have no potential at all. When all these factors are taken together (vast distances between the countries, small populations, widely varying cultures and ethnic backgrounds, widely differing natural resource bases) one is bound to ask how it is that any regional co-operation can take place at all.

(*) Delegate of the CEC for the Pacific, based in Suva, Fiji.

Cooperation against the odds?

The answer is that it is achieved only with great difficulty, against great odds and as a result of much determination. But there are some common factors. The great majority of the population of the Pacific ACP countries is Christian in religion and ethics. Secondly, they share a common universal language, English. They are also joined together, however remotely, by the same sea with its resources and potential. Perhaps most important, for one reason or another, all of these countries share a democratic system of government which they have achieved through peaceful means in the process of moving to independence.

And so, surprisingly, very strong regional institutions have been created. Perhaps the most important of these is the South Pacific Forum. This organization, which comprises 14 countries of the South Pacific (including all eight ACP countries, Australia and New Zealand), is a political forum which meets annually to discuss matters of common interest both political and economic.

Its secretariat, the South Pacific Bureau for Economic Cooperation (SPEC) has been nominated by the South Pacific Forum as the single interlocutor with the European Community for the management of Lomé regional cooperation programmes. The result is a unique relationship at the regional level between the EEC and the ACP Pacific countries. It is now established practice that the preparatory work, drafting of project dossiers, liaison with the EEC Commission and Delegations, and the role of authorizing officer are all undertaken by SPEC, under the supervision of the policy makers of the ACP countries concerned. This arrangement has contributed greatly to the effective implementation of the regional provisions of Lomé I and Lomé II Conventions. That is not to say that matters have always been simple and straightforward. Nevertheless, over the last decade, since the ACP countries of the Pacific area first joined the Lomé Convention, there has been constant contact between SPEC, the Commission of the European Communities and its Delegations over the implementation of the programmes. There



Education is another priority area of regional cooperation. Above, the EEC-financed "Aphareus", a research vessel of the USP Institute of Marine Resources

can be no doubt that the system has been enhanced by this intimate relationship. Whilst it is well recognized by all that the provisions of the Lomé Conventions do not require there to be an umbrella organization for regional projects, the ACP Pacific countries have taken the view that it is in their own interest and the interest of smooth implementation of cooperation policies that SPEC should play such a role. It is therefore their intention that this should also be the case for Lomé III.

"The Pacific Way"

This wide region, conscious of the need to collaborate with its neighbours, has set up regional institutions in a number of specialized fields. The Forum Fisheries Agencies, the University of the South Pacific, the South Pacific Commission and others all form part of an increasingly intimate web of relationships which bring policy makers and officials into increasing contact with each other, both on political matters and of matters of technical concern. Within the context of the Lomé arrangements, SPEC coordinates and liaises with all of these various regional institutions in the fields which are of direct concern to them. The overall result of this coordination is a cohesive and rational approach to the best use of the resources available for regional cooperation and development.

In short, we have a situation where

the natural barriers to cooperation and coordination have been overcome by a deep commitment at all levels to the need to share their destiny in what has become known as the "Pacific Way". However elusive it may be to describe this "Pacific Way", it boils down to the readiness to exchange views quietly and rationally on the basis of the best information available so as to reach a consensus view. It is on this basis that regional cooperation has been conducted between the ACP Pacific states and the European Community.

This cooperation has grown over the last ten years. Only three Pacific countries were originally party to the first Lomé Convention. These were Fiji, Tonga and Western Samoa. As a result of direct negotiations, Papua New Guinea, independent in 1975, joined the first Lomé Convention virtually from the outset. And, as they in turn achieved independence, Solomon Islands, Tuvalu, Kiribati and Vanuatu took their place among the ACP Pacific group (they had previously been overseas territories of Member States associated with the Community).

Emphasis on communications

As a number of ACP countries in the Pacific area became greater, so the resources also increased. Under the first Lomé Convention 10 million ECU was made available for regional cooperation. By Lomé II, this had increased to more than 25 million ECU.

THE CONVENTION AT WORK

Lorenzo Natali tours countries in the drought belt

Development Commissioner Natali continued his series of missions to the countries worst hit by drought and famine (see Courier no. 91, page IV) with visits to Somalia (4-5 May), Niger, Mali and Mauritania (12-20 May) and Sudan (25-27 May). He will be producing a report on the food situation in sub-Saharan Africa in response to a request by the European Council.

Somalia

Lorenzo Natali talked to various Somali figures, including President Siyad Barre, and visited a number of EDF projects. This local contact suggested that the situation in the refugee camps has got better, although food is still short. The cholera epidemic in north-eastern Somalia has been brought under control.

The Somali authorities said they wanted to concentrate the VIth EDF resources on developing the communications infrastructure when programming Lomé III.

Niger, Mali and Mauritania

The aim of these visits was to get first-hand knowledge of the problems involved in transporting Community aid to the needy and of the special needs of each of the countries stricken by famine and drought.

Mr Natali had the opportunity of meeting President Kountché (Niger), President Traoré (Mali) and President Taya (Mauritania), as well as the Ministers for Economic Development and the Distribution of Community Aid. He also visited camps of drought victims in these three countries.

The information he obtained showed that:

- overall, there seems to be enough aid from the international community to cover the period to the next harvest;
- nonetheless, the situation is deteriorating in some cases, which is why the Commission will be watching the way things develop;
- transporting the relief poses a considerable problem, particularly in the land-locked countries. Community aid

also provides for the financing of transport, in some cases on behalf of other donors;

— there is greater awareness of the problem of food strategies on the part of the Governments and a desire to mobilize the countries' own resources to handle the situation.

Sudan

The visit to Sudan was an opportunity for Mr Natali to meet General Se-war al Dahib, the President of the Transitional Military Council, the Prime Minister, the Deputy Prime Minister and various members of the Transitional Government, as well as heads of national, international and non-governmental organizations involved in the relief schemes for refugees and drought victims.

The Commissioner visited a camp for displaced persons and saw aid being distributed in the field. He saw the new Sudanese Government's willingness to increase the drive to help the distressed populations and to improve the effectiveness of aid.

Sudan's overall needs before the coming harvest had been put at between 1.2 and 1.42 million t of cereal equivalent. The decisions so far announced by all donors (about 1 245 000 t, almost 300 000 t of it from the Community and the Member States) suggest that the situation will improve in the coming months, particularly since large consignments are on their way or expected to arrive before August. However, in view of the

Also in the yellow pages

The Convention at work

- II. EDF Financing
- V. ACP Embassies
- VI. STABEX 1984

General information

- VI. World Food Council
- VII. Summit of the 7 in Bonn
- IX. International agreement on tropical wood

European Community

- X. Signing of the treaties of accession of Spain and Portugal
- XII. Development Council on Hunger
- XII. The Pope at the Commission

size of the country and the weakness of its networks, the sort of bottleneck in domestic transport already experienced elsewhere affects Sudan particularly acutely and the situation is made worse by the fact that the roads have been damaged by the rains. This is why the domestic air transport schemes, run with the support of the Member States, are of particular importance. It is also why the Community should lose no time in providing aid to return the rail transport capacity to normal.

The Commission has just decided to channel ECU 10 million into repairs to the railway between Port Sudan and the interior, particularly the Darfour and Kordofan regions. A Community task force of doctors, nurses and logistical staff is already working in these two areas, channelling Community aid.

Mr Natali found that there are other concerns too:

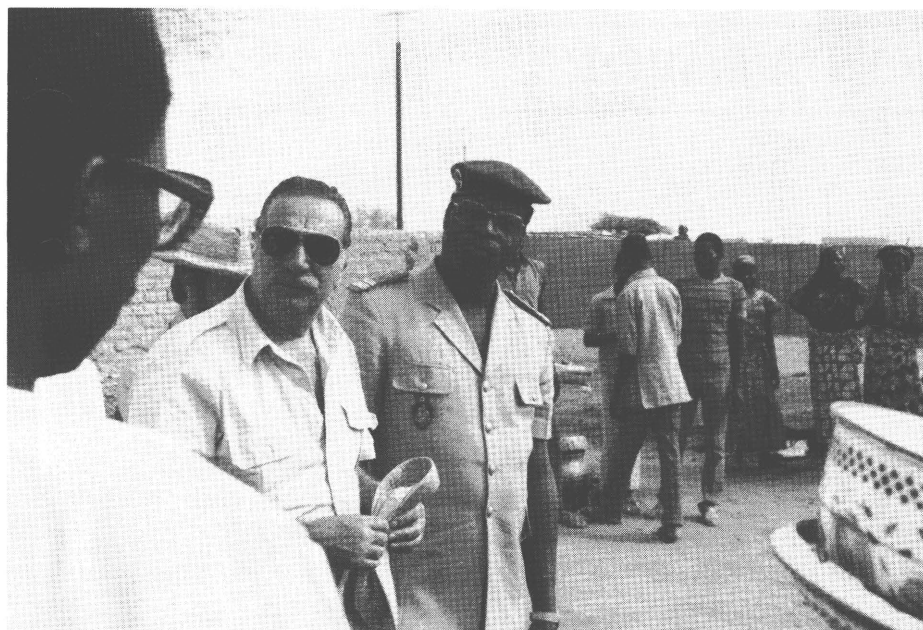
- Although the cereal requirements are being fully covered, the drive to diversify to other food products and provide medical supplies should be continued.
- It is vital to give the farmers the means of having an agricultural season that is as near normal as possible, on the assumption that there will be enough rain. Seed is a priority here, but supply is a problem.
- The number of refugees in Sudan is high (there are about 1.5 million of them). This is still one of the specific

The Dublin Plan

Implementation of the Dublin Plan has involved the Commission in the following decisions (emergency funds):

Mali: ECU 750 000 to buy 1 780 t of seed to prepare for the next harvest.

Niger: ECU 1.5 million — ECU 1 million of it to finance the transport of relief inside the country and ECU 500 000 for Caritas, UNICEF and the Red Cross for food for the famine victims.



Mr Natali visiting a food distribution centre in Niger

aspects of the country's dramatic situation and 20% of Community aid goes to the refugees. A tendency for people to return with the arrival of the rain has been noted at the Ethiopian border and the displaced Sudanese populations are also beginning to drift away from the camps back to the villages, in the hopes of growing things. All this increases the need for some kind of organization of the move back, as well as a greater effort with the distribution of relief to the village populations in their original surroundings.

Preparations should be made to re-launch farming in subsequent seasons now. Both Lorenzo Natali and the local leaders stressed the importance of the programmes to produce seed and settle the people in the areas most suitable for agriculture and the need to respect the life and values of African society by running schemes of a nature and size that accord with the village framework.

In the longer term, the Commissioner felt, the Community should lend its support to those development strategies that made a coordinated and coherent job of concentrating their means of action on ensuring a reliable supply of food.

At the political level, Mr Natali noted the new Sudanese leader's firm desire to restore the country's democratic institutions, to work for national reconciliation throughout the land and to improve relations with all the countries in the region—without sacrificing the links with its traditional allies. The

new leaders are counting on Europe's support.

(See also the article on the Development Committee). ○

EDF

Following a favourable opinion delivered by the EDF Committee (200th and 201st) meetings, the Commission has approved financing in respect of the following projects:

Malawi, Zambia, Zimbabwe

Regional Tsetse and Trypanosomiasis Control Programme

Regional Project

Fifth EDF

Grant: ECU 15 250 000

Special loan: ECU 3 900 000

The ever present threat of tsetse fly and trypanosomiasis keeps livestock, particularly cattle, out of those areas in Africa well suited to it. Currently 322 000 km² of land straddling Zimbabwe, Zambia, Mozambique and Malawi is infested by tsetse fly. The infested zone is growing rapidly, so threatening the existing livestock population.

EDF funding will provide the means for alleviating the immediate tsetse fly problem. In Zimbabwe, Zambia and Malawi assistance will be given in their eradication programmes. The project offers the opportunity to examine, confirm, and develop techniques to permanently combat the

tsetse fly and trypanosomiasis. This shall help in providing the necessary preconditions for increasing the quantities of animal protein production, manure for fertiliser, and draught power; so improving the overall health of participating countries agricultural sector.

The project has the following objectives:

- tsetse control in geographically distinct areas in Zambia and Zimbabwe;
- tsetse surveys in geographically distinct areas in Zimbabwe, Zambia and Malawi. This in cooperation with the survey ongoing in Mozambique;
- training of personnel in all beneficiary countries;
- research into spraying techniques, tsetse trapping methods and into the environmental effects of the application of insecticides.

Beneficiaries are in the first place the farmers who can now keep cattle for draught purposes, but also for the production of beef and milk.

A research programme on the environmental impact of chemical tsetse eradication methods is envisaged within the preparatory phase based on results already obtained in this field through U.K.-financed research, in Botswana (aerial spraying) and Zimbabwe (knapsack spraying). This will permit adjustment of eradication methods where necessary. However, the envisaged replacement of ground spraying (DDT) by large scale aerial spraying (Endosulfan) reduces considerably the impact of chemical eradication on the environment. It is further assumed that the development and large scale application of tsetse trapping methods will prove technically and economically viable, and thus replace chemical treatments by an environmentally "clean" method.

Comoros

Bridge over the River Pomoni

Fifth EDF

Grant: ECU 200 000

The bridge over the River Pomoni is an essential link in the circular road network on the island of Anjouan. Its collapse during the recent cyclone has seriously affected the Moumakele region which is the most densely populated area in the Comoros.

The aim of this project is to rebuild the bridge and so restore the communications network in the island where,

in the absence of the bridge, all movement of goods has been restricted to porters using mountain tracks.

Comoros, Madagascar, Mauritius, Seychelles

New and renewable energy development programme for the South-West Indian Ocean countries

The purpose of the project is to set up and operate pilot grants in the field of new and renewable energy which can be used for demonstration and training purposes.

The types of energy selected are those which could be brought into widespread use in all the Indian Ocean countries with a view to saving energy and diversifying energy sources in order to increase countries' independence in the energy sphere. The energy sources concerned are:

1. absorption refrigeration using solar energy (production of ice) for preserving food products and medicines
2. generation of electric power using the gasifier/electric generator system (biomass) and production of replacement fuel
3. solar drying of agri-foodstuffs
4. generation of electricity by means of wind power
5. development of housing adapted to weather conditions

These five sub-programmes which make up the project are adapted to the individual requirements and potential of each country.

Madagascar

Ankaramena-Ihosal road

Fifth EDF

Grant: ECU 1 000 000

Fifth EDF

Special loan: ECU 4 400 000

The purpose of this project is to make the road between the port of Toliary (in the south west of the country) and the capital, and more especially the section between Toliary and Fianarantsoa, practicable in all seasons.

Under the project, the RN 7 between Ihosal and Ankaramena (52 km) is to be asphalted over five sections totalling 28 km. The remaining four sections (24 km) are in poor condition and require random repairs, to be carried out under the responsibility of the Malagasy Government.

Malawi

Nkhotakota Rural Development Project

Fifth EDF

Grant: ECU 4 820 000

The Nkhotakota Rural Development Project is a five-year integrated rural development project aimed at increasing agricultural production, raising living standards and family incomes of smallholders in the Nkhotakota Administrative District. The project area forms part of the Salima Lakeshore Agricultural Development Division (SLADD), which includes two other rural development projects that are receiving EDF support.

Major crops to be developed include maize, cotton, groundnuts and rice, and livestock production will be encouraged. Rural roads, water supplies and health services will also be improved.

EDF funding will provide the means to mobilize crop extension, training, land husbandry, livestock and the Women's Programme services; to provide farm inputs and credit required to improve and sustain production; to improve infrastructure in terms of buildings, feeder roads, rural water supplies, livestock dip tanks and health services; and to purchase necessary vehicles and equipment. A decreasing contribution towards recurrent costs will be made.

Small-Scale Enterprise Development Organizations of Malawi (Phase II)

Fifth EDF

Grant: ECU 3 000 000

Special loan: ECU 1 800 000

After the establishment and initial operation of the Small Scale Enterprise Development Organization of Malawi (SEDOM), funded as Phase I under the 4th EDF, the promotion of Small-Scale Enterprise (SSE) has proved to have significant development potential in Malawi. In order to continue to overcome major problems and constraints, such as lack of technological and managerial skills, inadequate credit availability and infrastructural difficulties, SEDOM needs continued Technical and Financial Assistance for Phase II of its operation. It is expected that SEDOM as a non-profit-making organization will become self-sufficient after 7 to 8 years. The project is in accordance with the National Development Plan and the National Indicative Programme.

Chad

Preparation of facilities for a public works laboratory

Fifth EDF

Grant: ECU 200 000

This project, aimed at setting up a public works laboratory, involves the repair and adaptation of the buildings designated for this purpose and the supply of laboratory equipment and service vehicles.

This laboratory is intended to provide the Chadian authorities with a means of supervising and monitoring roadworks (including construction of bridges, tunnels, etc.), building construction and other projects carried out by public or private sectors.

Renovation of the hospital and health network

Fifth EDF

Grant: ECU 4 560 000

The need for long-term action to repair Chad's health network, disrupted by the civil war and the drought, was already evident in 1981. The Community, the main supplier of funds for this sector, has participated on successive occasions via emergency aid and the health programme set up under the fifth EDF, which will run until June 1985.

The medium- and long-term aim of the operations financed by the Community is to enable this sector to play its role in the country's economic and social development through rural medicine based on the operation of bush health units.

The aim of this project is to continue the previous operation by consolidating and reinforcing its achievements, and comprises the complete overhaul of the hospital and health network in a vast area covering almost the entire country.

Cape Verde

Electrification in the town of Praia

Fifth EDF

Grant: ECU 2 050 000

The purpose of the project is to improve the electricity supply in the town of Praia, the capital of Cape Verde, by increasing the generating capacity of its installations and by extending and strengthening the distribution networks.

The project involves:

NEWS ROUND-UP

- (i) the installation of a 2 750 KVA power generation system;
- (ii) improving the control system for the existing generators;
- (iii) the construction of medium-voltage distribution stations, with transformers;
- (iv) extending the low-voltage network.

Benin

Strengthening of the Cotonou maternity unit

Fourth EDF

Grant: ECU 2 400 000

The aim of this project is to improve Benin's health service by strengthening the facilities of the maternity unit in Cotonou, which is the country's biggest town.

The purpose of the project is to:

- increase the number of beds in the maternity unit from 132 to 156;
- set up new facilities in the unit so that it is better equipped to meet the requirements of the population both at the quantitative level, through the easing of pressure on facilities which have reached saturation point, and the qualitative level, by providing patients with care under normal conditions of hygiene.

Guinea

Boreholes in the Siguiri area

Fifth EDF

Grant: ECU 1 700 000

This is a further contribution to the National Programme for Village Water Engineering which is being carried out by the Service National d'Aménagement des Points d'Eau (SNAPE). The project consists essentially of the digging of approximately 120 boreholes with manual pumps for the rural population of Siguiri Prefecture (N.E. Guinea).

The aim of this project is to make available to some 73 000 persons 10 litres of drinking water per day per person at a reasonable distance from their homes.

Assistance to the Directorate-General of Housing and Town Planning

Fifth EDF

Grant: ECU 5 880 000

The purpose of the project is to give the administration responsible for town and land-use planning policy an instrument capable of setting up this

policy and of applying it on a public as well as on a private level and establishing the draft outlines of the national land-use and town planning programme.

For reasons of coordination between external official aid sources and the IBRD in particular, the project will bear on the seven main provincial centres and four secondary towns of the country.

The procedures to be adopted are arranged around the following five axes:

- topographical maps based on aerial photographs
- a number of urban studies comprising:
 1. The national land-use and town planning framework
 2. Master plans for land-use and town planning
 3. Detailed town planning programmes
 4. Urban infrastructure programmes

Guinea-Bissau

Assistance in the reorganization of trade

Fifth EDF

Grant: ECU 1 600 000

The purpose of this project is to send technical assistance and to supply equipment for the reorganization of the country's public- and private-sector trade structures.

The aim is twofold:

- to provide essential support for officials in the Ministry of Trade and in the two public-sector companies (Armazens do Povo (ADP), Socomin) and for private-sector traders;
- through such cooperation and through specific training operations, to transfer the know-how and skills which are needed.

Djibouti

Construction of a stockyard

Fifth EDF

Grant: ECU 1 030 000

The project involves the construction of a stockyard on the outskirts of the city of Djibouti with a view to improving health control of the animals, installing facilities for feeding of livestock prior to slaughter and export and preventing animals wandering in the streets of the capital.

The project entails:

- the erection of an enclosure

25 726 m² in area (1 500 m² under cover) complete with feed and drinking troughs and water fountain;

- the installation of a vaccination corridor.

Rwanda

Water supplies for North and Central Bugesera

Fifth EDF

Grant: ECU 7 700 000

As part of the measures in progress to improve the living conditions of the population of Mayaga-Bugesera to the south of Kigali by agricultural development in this region, it is being proposed at present to supply North and Central Bugesera with water.

The aim of financing this project is to create a network which will give the inhabitants of this region access to a water supply which is adequate both in quantity and quality. Technical studies have already been financed by the Rwandese Government from its own resources.

The project includes the reinforcement of existing pumping installations between Lake Mugesear and Mount Bihembe, the reinforcement of pipes between Mount Bihembe and Mount Juru, as well as the supply and laying of pipes and the building of reservoirs and ancillary structures.

Tanzania

Banana improvement and pest control

Fifth EDF

Grant: ECU 3 000 000

Bananas are the major staple food of most of the 1.2 million people in Kagera Region (North-West Tanzania), but many families are failing to maintain self-sufficiency, following an upsurge in banana pests during the last decade. Some farms are being abandoned and the production of coffee, for which the EEC is providing support, is also affected. The project will strengthen the capacity of the national and regional authorities to provide the research, extension services and pesticides required by banana growers to increase production through improved husbandry and the control of banana weevils and nematodes.

Project activities will require supplies of pesticides, transport, laboratory and training equipment, and the provision of technical assistance and training services.

Lesotho

Highlands Water Project feasibility study

Fifth EDF

Grant: ECU 1 820 000

The project was designed to provide the necessary consultancy services for a feasibility study of the Highlands Water Project.

The WHP concept originally consisted of damming the Orange River catchment area in order to provide, when fully completed, a minimum of 35 m³/sec of water—and possibly 450 Gwh/y of electricity to satisfy most of Lesotho's needs up to and beyond the year 2006.

Liberia

Butaw Oil Palm Plantation

Fifth EDF

Grant: ECU 4 200 000

A five-year programme to create a oil palm plantation at Buro (Butaw), 50 km north of Greenville in the county of Sinoe, was launched in 1977/78 with the aim of building up one plantation of 3035 hectares and smaller plantations with a total area of 120 hectares.

This project will provide aid for the Liberian government to manage the existing plantation in the three-year period till it reaches full production and so to facilitate the starting-up of the oilseed crushing facility. This contribution by the EDF is estimated at ECU 4.2 m and will finance management expertise, maintenance, harvesting, fertilizers, working stocks and the completion of infrastructure.

Development of Harper Port

Fourth and fifth EDF

Grant: ECU 2 900 000

Special loan: ECU 9 500 000

The purpose of the project is the modernization, the extension and the deepening of Harper Port.

The main objectives are:

- a) To avoid excessive delays and ship waiting time by the reinforcement and protection of the existing jetty and the construction of a new 90 m quay.
- b) To utilize the advantage of larger ship sizes by increasing the design ship size from 1000 DWT to 2000 DWT for general cargo vessels.
- c) To provide additional storage space for logs and general cargo in order to reduce ship service time and to

achieve higher cargo handling productivity.

- d) To strengthen the managerial capacity of the port. ○

ACP EMBASSIES

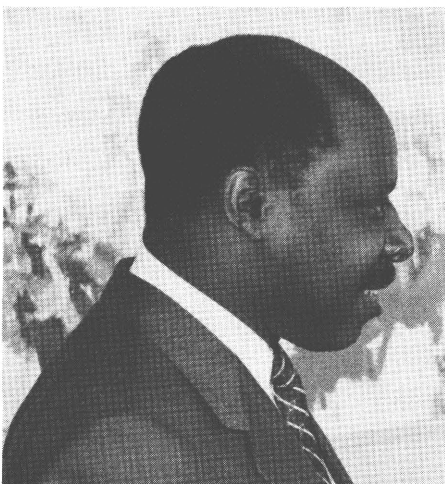
The new Ambassadors from Nigeria, Rwanda and Western Samoa have just presented their credentials to the Presidents of the Council and Commission of the European Communities.

Nigeria

Josua Onyemaobi Benson Iroha takes over from Peter Afolabi at the Nigerian Embassy in Brussels. The new Ambassador, a 42-year old economist—he is a specialist in industrial and commercial affairs—trained at the University of London and previously worked in the private sector in Nigeria.



Rwanda



The new Rwandan Ambassador, 44-year old Ildephonse Munyeshyakan is a qualified secondary technical school teacher. This is his third appointment

as Ambassador, as he has already represented his country in this capacity in Moscow and Nairobi.

Western Samoa



Feesago Siaosi Fepulea'i is Western Samoa's first Ambassador to the EEC. He is 49, joined the civil service in 1955 and has held a number of posts, including that of High Commissioner in New Zealand. ○

The ACP-EEC Annual Report has just been published

The annual report of the ACP-EEC Council of Ministers (1983) has just been published in all the languages of the Community. Published by the Office for Official Publications of the European Communities, the report, covering the calendar year 1983, surveys the various areas covered by the Convention (trade cooperation, stabilization of export earnings, mineral products, industrial cooperation, agricultural cooperation, financial and technical cooperation, the question of least developed, landlocked and island countries, institutional matters, etc.) and provides a wealth of detailed, accurate and valuable information on these sectors.

Civil services, international organizations, trade and professional bodies, research foundations, firms and individuals interested in the problems of development and cooperation will find the new report a useful source of information. It can be obtained from the Office for Official Publications of the European Communities L-2985 Luxembourg. Price: ECU 5.54; IR£ 4.00, UK£ 3.20, US\$ 5. ○

EIB

Fiji: ECU 4 million for smaller ventures

Under the second Lomé Convention, the European Investment Bank has granted the Fiji Development Bank a ECU 4 million global loan for financing small investment projects in the industrial, agro-industrial and tourism sectors.

The loan, from the EIB's own resources, has been granted for a term of 12 years and, after deduction of the 3% interest subsidy provided for in the Convention, carries interest at 6.4%.

The Fiji Development Bank, the entire capital of which is held by the island Government, exists for the provision of long- and medium-term investment credit. It has also obtained finance from the World Bank and the Asian Development Bank.

Under Lomé II, the EIB has to date

committed a total of ECU 13.8 m in Fiji, including 12 m to the Fiji Electricity Authority for a hydroelectric scheme in the island of Viti Levu and 1.8 m from risk capital resources for financing the joint procurement by Fiji and other Pacific ACP countries of containers for use by the regional shipping company, Pacific Forum Line. ○

STABEX

The following transfers have been decided by the Commission in accordance with Article 40(1) of Lomé II.

Recipient ACP State	Product	Amount (ECU)
Cape Verde	Bananas	312 197
Comoros	Cloves	851 095
Ethiopia	Beans	4 996 671
Western Samoa	Bananas	195 780
	Total	6 355 743

A total of 47 applications were received from 16 ACP countries for transfers from the Lomé II Stabex fund.

Of the 24 applications examined, 20 have had to be thrown out, so only four, for a total of ECU 6 355 743, are eligible.

The appropriate departments are doing their best to obtain the details they need to complete their examination of the other 23 applications as fast as possible. At the same time, they are consulting representatives of the ACP countries concerned to determine the size of the transfers. The total payments still to be fixed will not come to more than ECU 45 million.

The amount available for the present year of application is ECU 159 179 488. It includes the ECU 47 429 488 remainder from 1983, which has been added to this year's ECU 111 750 000 tranche in accordance with Article 32(2), and will mean that the transfers for losses incurred in 1984 can be paid in full. ○

GENERAL INFORMATION

Africa must overcome the crisis

The World Food Council (WFC), which held its eleventh ministerial session on 10-13 June, launched an urgent appeal for the international community to increase its long-term emer-

gency aid to African countries with bad food shortages, alongside the emergency assistance currently being provided, and sounded the alarm about the nutritional and social dan-

gers that Africa would be faced with if large-scale emergency measures were not taken fairly fast.

The WFP Ministers also stressed the importance of both developing countries and aid agencies improving their programmes and policies so as to reduce the growing numbers of starving and chronically undernourished.

The Council reached these decisions after a four-day discussion of a seven-

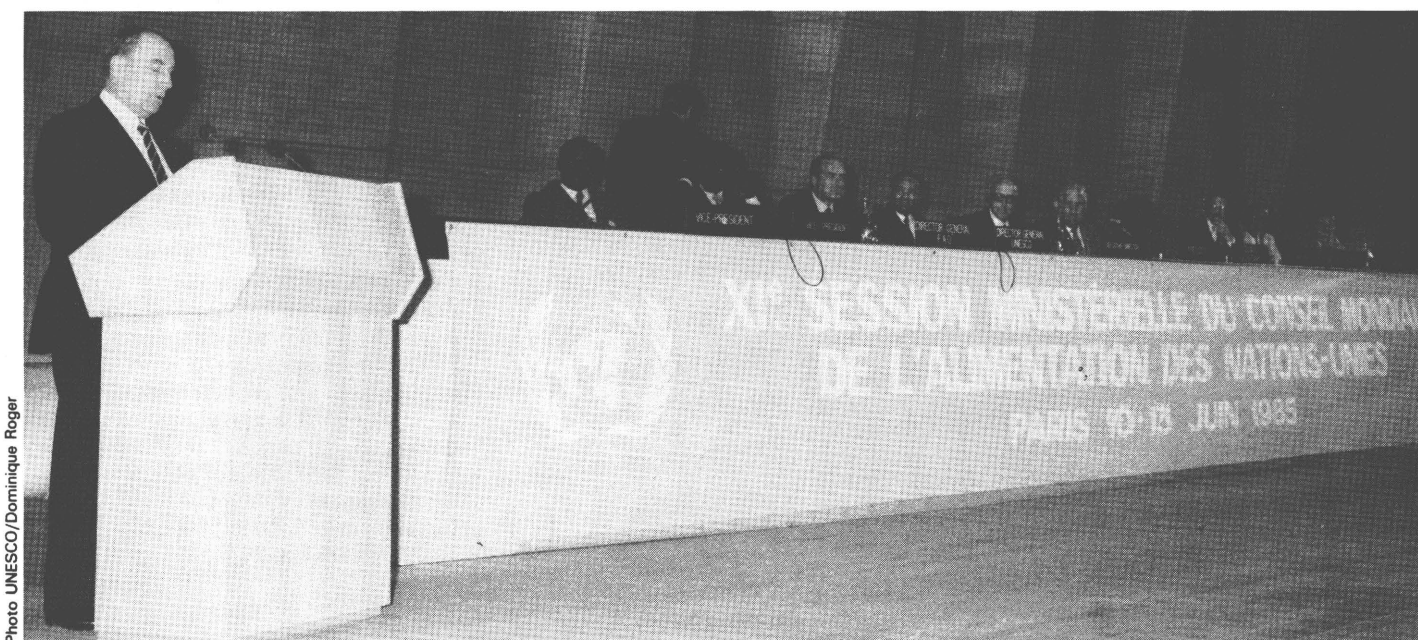


Photo UNESCO/Dominique Roger

France's President, François Mitterrand, delivering the opening speech of the session

point agenda, which included:

- the efficiency of aid and support for food strategies;
- better access to supplies for the undernourished;
- external economic factors impeding the achievement of food objectives; the need to expand world trade.

The Ministers and Plenipotentiaries at the Council meeting discussed the food and economic crisis still rife in Africa, where millions of people are affected. They were seriously concerned, they said, by the poor results of the campaign against the insidious, growing issue of chronic hunger and malnutrition in other developing regions of the world. They looked at measures both to safeguard the already precarious levels of food supply and nutrition in low-income groups and to bring about a substantial reduction in hunger by the end of the century.

The conclusion was that, while more and better aid from outside was vital, it could never replace a fairer and more propitious international economic, commercial and financial environment and the sort of provisions that would drastically reduce protectionism, solve the problem of the developing countries' debts and improve the stability of the international monetary situation.

They also thought it was of great importance to establish closer links between peace, security and disarmament.

Suggested programme for recovery

The Ministers started by proposing emergency aid for Africa, mainly to boost the logistical means and internal distribution networks and improve the administrative facilities of both donors and recipients.

They all recommended that the utmost be done to prevent massive food imports spoiling the national food production campaigns—which would mean improving the food aid supply programmes and their timing.

The African countries' attention was drawn to the regular decline in food production alongside population growth, something which exposes the African economies to a recurrent and, perhaps, permanent problem.

African Governments were encouraged to pay special attention to wo-

men's contributions to getting food strategies implemented and asked them to step up technical and economic cooperation with food production and trade in the regions and sub-regions.

The Council expressed satisfaction at China's invitation to host a workshop, in 1986, where African and Asian experience of food policy could be exchanged.

Particular emphasis was placed on the need to give attention to demographic problems in Africa's food and economic recovery programme and to the changes that ought to be made in African price and marketing policies—which should be based on careful planning and programming, larger and more regular net capital contributions and longer-term structural adjustment.

The Council echoed the words of the WFC Executive Director that additional soft-term aid of at least US \$ 1 billion p.a., on top of the World Bank Special Fund allocation of \$ 1.2 billion, would be needed until trade receipts started increasing again.

Lastly, the Council reiterated its unconditional rejection of all forms of racial discrimination, particularly that of the heinous system of apartheid.

Better access to supplies for the hungry

The Council laid down four precise targets here: —

- prevent death and suffering from famine by taking immediate action to prepare the countries in question for any catastrophe of this nature;
- radically reduce infant mortality from hunger and disease;
- strive, in the immediate future, to attenuate the factors aggravating hunger in the world;
- reorient programmes to bring about a substantial reduction in chronic famine in the '90s.

The following measures were recommended as a way of meeting the above objectives: —

- The FAO, with the help of the Council if need be, should perfect or speed up the installation of national early-warning systems in the countries threatened by drought.

— All countries under threat should produce intervention plans so as to be better prepared for any crisis.

The Ministers also recommended that efforts be made at once to make

aid and emergency food aid more effective.

They asked the financial institutions, and the IMF especially, to take account of the question of secure food supplies and poverty when designing adjustment programmes aimed at helping the developing countries recover their financial and economic wellbeing.

They made it very clear that, if the number of undernourished people was to be substantially reduced in the '90s, then current development policy priorities would have to be altered to achieve the aims of growth, fair distribution, self-sufficiency, better performance and higher productivity. ◦

SUMMIT OF THE 7

The Seven and the developing countries

The annual gathering of the Heads of State and Government of the seven major industrial nations (The United States, Japan, Canada, the United Kingdom, France, Germany and Italy) and the President of the EEC Commission was held in Bonn from 2 to 5 May.

For the developing countries, who are keen observers of this kind of meeting, the summit could be seen to represent a certain success.

The plan to fight famine in Africa adopted by the "Seven" commits each country to continue sending emergency aid to the drought-affected zones. In the longer-term, they agreed to encourage food strategies in the African countries by supplying them with fertilizer, seeds and pesticides. They also agreed to improve drought-detection systems using satellites, to contribute to helping with transport problems and to stimulate research into cereals production in arid regions. A group of experts was set up whose task will be to prepare precise proposals for future action by September this year.

Below is the extract from the Bonn Economic Declaration concerning the relationship with the developing countries:

"Sustained growth in world trade, lower interest rates, open markets and continued financing in amounts and on terms appropriate to each individual case are essential to enable develop-

NEWS ROUND-UP

ing countries to achieve sound growth and overcome their economic and financial difficulties. Flows of resources, including official development assistance, should be maintained and, wherever possible, increased, especially to the poorer countries. In particular, more stable, long-term finance, such as direct investment from industrial countries, should be encouraged. We welcome longer-term debt restructuring agreements between debtor countries and commercial banks. We continue to stand ready, where appropriate, to negotiate further multi-year reschedulings of debts to governments and government agencies.

We continue to encourage the constructive dialogue with the developing countries in the existing international institutions with a view to promoting their economic development and thereby their social and political stability. We emphasize the crucial role of, and the improved cooperation between, the International Monetary Fund and the World Bank Group in supporting policies by debtor countries necessary to strengthen the confidence of domestic and foreign creditors and investors, to mobilize domestic savings and to ensure efficient use of resources and sound long-term development. We agree to work to ensure that these institutions are equipped with the necessary resources and instruments, and we stand ready to discuss an increase in the resources available to the World Bank which may be necessary in the coming years. We remain concerned over the particular problems facing a number of developing countries that are neither among the poorest nor foremost among the group of major debtors. We agree that consideration should be given to easing the financial constraints of these countries on a case-by-case basis.

We are deeply concerned about the plight of African peoples who are suffering from famine and drought. We welcome the positive response from our citizens and from private organizations, as well as the substantial assistance provided by the governments of many countries and the establishment by the World Bank of the Special Facility for sub-Saharan Africa. We shall continue to supply emergency food aid. In addition, we shall intensify our cooperation with African countries to help them develop their economic potential and a long-term food strategy, based on their own,

agricultural programmes. We are prepared to promote increases in food production by supplying agricultural inputs such as seed, pesticides and fertilizers, within the framework of agricultural development projects. We agree upon the need to improve the existing early warning systems and improve transportation arrangements. Political obstacles in the countries concerned should not be allowed to stand in the way of the delivery of food to the hungry. We emphasize the need to examine the establishment of a research network on dry zone grains. We shall strengthen our cooperation with African countries in fighting against desertification. Continued efforts are needed by all countries in a position to contribute to any or all of this work. We call upon the Soviet Union and other Communist countries to assume their responsibilities in this regard. We have set up an expert group to prepare proposals for follow-up measures to be reported to Foreign Ministers by September 1985". ◊

FOOD AID

Following a favourable opinion from the Food Aid Committee, the Commission has just taken decisions to allocate the following amounts, under the 1985 Programme, at an estimated cost to the budget of ECU 181 million.

(in tonnes)

	Zambia	Mozambique	UNRWA	NGO	ICRC	LICROSS	WFP	UNCHR
Cereals	15 000	40 000	500	50 000	20 000	10 000	110 000	55 900
Milk powder		300	1 850	21 000	600	500	26 000	2 000
Butteroil		100	1 000	850	500	500	6 000	100
Vegetable oil		300	50	1 100	1 000		2 000	1 500
Beans		2 000	200	1 950	1 500	1 000	4 500	2 500
Sugar			1 000	1 350	800	100	500	2 500
Corned Beef			1 000					
Tomato paste			550					
Tea			2					
Dried fish				650		500		1 000
Raisins								300

Bangladesh

The Commission has decided to send ECU 500 000 worth of emergency aid to the people hit by the hurricane and the tidal wave that brought

havoc to southern Bangladesh in May.

The aid, primarily drugs, blankets and survival rations, will go through the International Red Cross and Médecins sans Frontières.

A decision was also taken to send Bangladesh 2 632 tonnes of cereals, in this case to be channelled by the WFP, which will also be dealing with the 7 200 t of cereals the Community has given Jordan.

Chile

Caritas Germanica will be distributing the 2 000 t of cereals (this is in addition to the 250 t already decided) which the Commission has decided to send to the victims of the Chilean earthquake.

Refugees in Thailand

The Commission has just decided to send ECU 300 000 worth of emergency aid to displaced persons along the Thai border. The number of refugees since the recent military events has been put at 230 000. Fifty-five thousand of them are forced to live in temporary camps.

The aid will be channelled through the UN Border Relief Operation (UN-BRO), the WFP and other European NGOs that operate locally.

The idea is to finance medical, nutritional and health schemes and to transport the relief.

Lebanon

The dramatic events in the Lebanon have prompted a Commission decision to send emergency aid worth ECU 500 000 to this country.

The money, which will be channelled through the ICRC, UNRWA and various other organizations that operate locally, will mean that the costs of hospital care, drugs and basic supplies can be covered.

The Commission will also be sending emergency food aid in the form of 70 t of milk powder and this will be distributed by the World Council of Churches. ○

HONDURAS

Food aid substitution scheme

The Commission has just adopted a project to help Honduras finance the imported fertilizer and pesticide that are vital to the country's farming sector.

This was decided, following a favourable opinion from the Food Aid Committee, in accordance with a regulation which the Council approved in 1984 and which provides for financial support for food and agricultural development projects to replace food aid schemes in certain cases. Honduras has had a considerable amount of aid—financial and technical cooperation and food aid—from the Community since 1974.

Thanks largely to good weather, this country was able to produce enough cereals last season to make it temporarily self-sufficient. It would have been getting 5 000 tonnes of cereals as food aid and the Commission has decided to send the financial equivalent (ECU 1.6 million) to this project.

This alternative scheme will mean that two targets can be reached:

- an improvement in the balance of payments with the delivery of agricultural input;

- a contribution to Honduras' economic and social development, as the counterpart funds accruing from the sale of this input on the local market will be used to finance projects to raise the standard of living of the most underprivileged sections of the population. ○

TEXTILES

Arrangement with Tunisia

Negotiations for the Arrangement

on exports of textiles and clothing began in October 1984 and the Commission and the Tunisian authorities initiated it on 11 June this year. (Textile arrangements with Tunisia began in 1979 and were extended in 1982).

The Arrangement covers 1985 and 1986 and the following goods—cotton fabrics (category 2) and trousers (category 6) for the whole of the Community, shirts (category 7) for Benelux only and anoraks (category 21) for France only.

The Arrangement should also pave the way for greater industrial cooperation between the two parties as it institutionalizes the rules on outward processing. ○

RUBBER

Negotiations for a second International Agreement

As the 1979 Agreement expires on 22 October this year, a UN Negotiating Conference was called for 22 April-10 May. It was held in Geneva and Mr P. Lai, currently Executive President of the International Tin Council, presided.

At the start of the Conference, the Commission representative made a declaration on behalf of the Community and the Member States and this became the essential basis of a declaration on behalf of all the importing countries. Since the present Agreement is working well, the declarations suggested keeping the existing economic structures.

After two weeks of discussion, it was obvious that the producing countries' approach did not have a lot in common with that of the importing countries, as the majority of the importers found a production-based price range unconnected with the realities of the market and calls for substantial alterations to the existing Agreement unacceptable.

As no progress was on the cards, the plenary sitting of 8 May decided to suspend the Conference and the Secretary-General of UNCTAD was invited to convene a second session, in consultation with the President of the Conference, in early 1986. ○

TROPICAL WOOD

The International Agreement takes effect

As 12 countries representing 58% of all the producers (Indonesia, Malaysia, Philippines, Congo, Ivory Coast, Gabon, Ghana, Liberia, Brazil, Ecuador, Honduras and Peru) and 15 countries representing 65% of all consumers (Japan, EEC and Member States, Scandinavia and Egypt) have deposited their instruments of application of the 1983 International Tropical Wood Agreement in New York, the Agreement came into provisional effect for a period of five years on 1 April this year.

This is the third Agreement (those for rubber and jute were one and two) to be negotiated and concluded as part of the integrated commodities programme. It covers non-coniferous tropical wood for industrial purposes—i.e. timber in the form of logs, sawn wood, veneer and plywood—which grows or is produced in countries between the Tropics of Cancer and Capricorn. The world trade in these products, in third place behind oil and coffee, is worth around \$ 7 billion p.a.

The aim of the Agreement is to provide an efficient framework for cooperation and consultation between producing and consuming countries, to encourage the expansion of the international tropical timber trade and improve the structural characteristics of the market. There are no direct economic provisions. The idea is also to encourage and support R & D with a view to improving forestry management and the utilization of wood (in the light of the environmental conditions), to ensure transparency of the market, encourage support for management and reforestation activities, encourage the producing member countries to get as much added value by processing the product and improve the marketing and distribution of tropical wood exported from the producer countries. The Agreement also aims to encourage the creation of national policies that will permanently ensure the conservation and utilization of the tropical forests and their genetic resources and maintain an ecological balance in the areas in question.

The Agreement offers an international framework in which these aims can be achieved by setting up an Inter-

national Tropical Wood Organization, which will act as intermediary between the International Tropical Wood Council and its three standing committees—on economic information and information on the market, on reforestation and forestry management and on the forestry industry.

The Council decides on the order of priority of project profiles in the light of the interests and characteristics of each of the producing regions and it uses certain criteria to approve projects presented by its members and evaluated by the relevant committee

with a view either to financing or backing them.

The Council also regularly examines trade and trade requirements and identifies problems at various levels, running the relevant studies.

The Organization will seek financing for the projects the Council approves and for pre-project activities. These may be financed by funds available in the Special Commodities Fund (second account) once it starts, by regional and international financial institutions and by voluntary contributions. ◊

terms of material achievements. It knows that a democratic life-style at local, regional and national level is something of inestimable value, which it is important to preserve and develop. Full and pluralistic democracy was for Portugal, as for Spain, an indispensable precondition for membership of Europe. But such democracy, which has now been achieved, has established the definitive democratic institutional framework for the two Iberian countries, so prone in the recent past to diastrophic dictatorial adventures”.

The President of the European Council, Mr Bettino Craxi, also underlined Portugal's democratic evolution:

“Today we are sanctioning, with all due solemnity, the accession of a new Member of the European Community”.

For him, “above all, the signing of the Treaty concerning the accession of Portugal to the European Community marks her introduction into what may truly be called the most important political achievement of the post-war era—and not only for our continent.

By this accession, Europe as a political and institutional entity is also brought closer to the Europe of physical geography. And once again we see that membership of the European

EUROPEAN COMMUNITY

Portugal and Spain sign treaties of accession to the EEC

The signing of the treaty of accession of Portugal to the EEC took place on 12 June at the Dos Jeronimos Monastery, that of Spain in the Royal Palace in Madrid: both ceremonies were attended by the Prime Ministers and Foreign Affairs Ministers of the Community and the President of the Commission, Mr Jacques Delors.

Lisbon

In his speech, the Portuguese Prime Minister Mario Soares pointed out that his country's accession to the Community marked the culmination of its democratic evolution.

“To Portugal”, he said, “acceding to the EEC means making a fundamental choice for a progressive and modern future. But let no one believe that it is a choice made for the sake of convenience. It will make heavy demands on the Portuguese, while at the same time opening up completely new prospects for development to them. On the other hand, it is the natural outcome of the process of democratization of Portuguese society set in train by the Revolution of 25 April 1974, the so-called “Carnation Revolution”. It is also the consequence of the ensuing decolonization which, although 20 years behind that in relation to the other European countries and despite the inevitable traumas and aberrations which accompanied it, today allows us to maintain brotherly and fruitful relations with those African countries where Portuguese is the official language and all of which, in

fact, are adherents to the Lomé Convention.

Our prime task from now on will be to keep narrowing the gap which still separates us from the more developed European countries, by creating for the Portuguese people genuinely European patterns of life and welfare. To this end, we need to continue on the path we have followed over the last two



The signing of Portugal's treaty of accession

years: to pursue a rigorous and realistic financial policy, to fight for political stability as a key factor of economic recovery and modernization and to strengthen our democratic institutions, notably through national solidarity, social co-operation and dialogue.

The overwhelming majority of the Portuguese people is well aware of what democracy has given it, even in

Community follows naturally from the restoration of the values inherent in a pluralist democracy. This represents a guarantee, since within the process of European integration there has never been nor can there be any turning away from the path of freedom.

The Portuguese people will thus be making its contribution to consolidating a Europe in which the very indi-

viduality of all the countries that go to make it up finds expression in a political process based on the pooling and enhancement of common resources—and not only material resources.

Europe is growing, and taking shape through the process of enlargement and by working towards a better and sounder balance among its members.

Accession is not an end in itself. Rather, the entry of a new country obliges the Community to redouble its efforts of imagination and willpower in order to accommodate interests and viewpoints which, while not dramatically opposed, certainly do not always exactly coincide”.

Madrid

King Juan Carlos in his welcoming address underlined the dimension of the event.

“We are experiencing”, he said, “a great day for Spain and for Portugal, the sister nation of our Peninsula; together we are setting out on a journey that will invigorate our relationship. Likewise, we are experiencing a great day for Europe. A day that must also have positive significance beyond the European continent.

It is not the first time that I have said that Europe is trans-European; that within its being is contained the determination to transcend itself. A closed Europe, disdainful of others, would be a lesser Europe.

Therefore Spain, while constantly affirming its ties with the Spanish-speaking peoples, and promoting

friendship with the Arab and African world, does not diminish its European nature, but rather manifests it in a creative way”.

For Spain's Prime Minister, Felipe Gonzales, it was, “a whole nation that is recovering a full sense of its history, combining its legacy from the past and the knowledge that it is European with the present reality that it is part of the European institutions—first of all in the Council of Europe, and now in the Community”.

Felipe Gonzales also stressed the historical links between Spain and Latin America.

“We believe”, he declared, “that European unity cannot be created only by pointing inwards, but must also be created by reaching outwards. The historic essence of Europe consists precisely of reaching out to the world. Any attempt to build a Europe constrained within itself would be doomed to failure, apart from not serving Europe's true interests.

Spain has a good understanding of Europe's universality since, apart from its European identity, it has a Latin American and a Mediterranean dimension.

Our extension to Latin America consists of shared history and culture and will always impel us to maintain close and fraternal relations with the peoples and countries of that area. Therefore, at this solemn time, I wish to reaffirm this dimension as a heritage that forms part of the reality of our situation and as a responsibility in the search for a richer and more in-

tense relationship between Europe and Latin America.

We share with other European nations the Mediterranean dimension. With the enlargement, the Community will be even nearer the countries of the southern shore of the Mediterranean. That will oblige us to redouble our efforts, so that the Community may contribute effectively to the processes of peace, stability and development, both in North Africa and in the Near East.

Spain's entry into the European Community is an ambitious and far-ranging project that goes well beyond the strict scope of the clauses of the Treaty that we have just signed.

For Spain, this fact means the culmination of a process of overcoming our centuries-old isolation and of sharing in a common destiny with the other countries of Western Europe.

But this must be precisely the reason for treating the enlargement as if it were a catalyst aimed at provoking profound reflection on the future of Europe, as well as an answer regarding the best way to face the challenges of the end of the century.

In so far as Spain is concerned, I wish to make something clear: we shall not be a burden to the Community, nor an obstacle that hinders its progress towards better forms of political and economic integration. On the contrary, while defending our essential interests, we shall cooperate in the full measure of our strength towards the progress of European unity”.

Bettino Craxi, President of the European Council, declared that “Spain is a country which, while retaining its individuality, has always been in the mainstream of European history; it is a country with advanced economic structures and solid international links.

This is the starting-point for Spain's active participation in the historic task of the construction of Europe, all the more so since the European ideal has the symbolic value of a choice in favour of democracy and freedom.

As far as the Community is concerned, the accession of Spain is a milestone on the road towards bringing the dimension of its political and institutional organization into harmony with that dictated as much, if not more, by its history than by its geographical boundaries.

The achievement of this grand de-

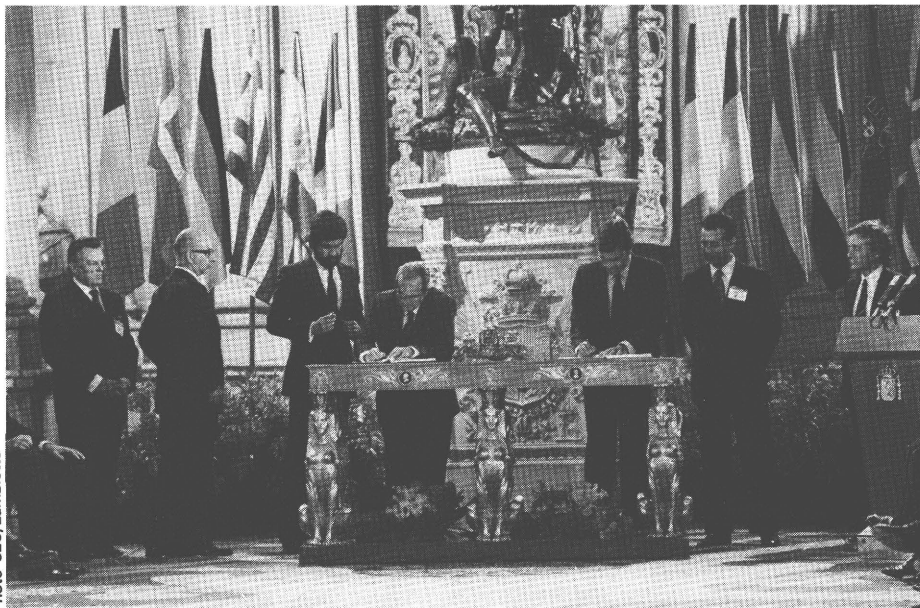


Photo CEC/Lambiotte

The signing of Spain's treaty of accession

sign which, as I said, is reaffirmed today, endows the Community with a new structure and substance such that it seems to me positive to speak of the birth of a new Community". ◊

DEVELOPMENT COOPERATION COUNCIL

A meeting devoted to the fight against hunger

The Development Cooperation Council met in Brussels on 23 May, under the chairmanship of Mario Fioret, Italian Secretary of State for Foreign Affairs. It devoted the bulk of its discussions to the famine still raging in certain African countries. It heard a report from Mr Natali on the implementation of the plan adopted by the European Council in Dublin in December 1984. Following detailed examination, it adopted the following conclusions as a guideline for the Community's future action:

As regards emergency aid, the Council noted the exceptional major efforts of the Community and the Member States following the deliberations of the European Council in Dublin to tackle this situation; it congratulated the Commission on its efforts and will give it full support in the future. It further noted, on the basis of the data available, which must be constantly updated in the light of information from all appropriate sources, that the commitments entered into by the international community have equalled or even exceeded the volume of present estimated worldwide food requirements for the period between the 1984 harvest and the 1985 harvest. The Council also underlined that around 40% of the emergency aid decided on in Dublin for the worst-affected countries has already reached the beneficiaries and that 25% is on its way.

However, care should be taken to ensure that the promised aid is mobilized and transported to Africa in a coordinated and synchronized way so that it reaches recipients under the best conditions. In this context, further progress should be made in speeding up the procedures for mobilizing aid, in addition to the improvement already made. A working party has been set up within the Commission for this purpose.

The Council observed, on the other hand, that the situation is less satisfactory as regards the distribution of aid to the various recipient countries and considers that efforts, more particularly with regard to unloading and transport within these countries, must be made by donors so that distribution may be effected in good time, particularly as the approaching rainy season may cause serious difficulties. It urged the Governments of the assisted countries to do everything possible for food aid and emergency aid to be sent to all the regions affected and benefit the entire population concerned.

It considered furthermore that early-warning machinery and procedures must be developed further to avoid being caught unawares by comparable phenomena in the future.

As regards medium- and long-term measures, the Council recalled that the Community has committed itself to supporting the efforts being made by the States concerned in the fields of rural development, securing the food supply of the population, and restoring and enhancing agricultural potential.

In recent years, this commitment has been witnessed in the campaign against hunger in the world, in coordinated measures to support the food strategies and policies of several countries and in specific projects concerning, notably, the fight against desertification; the third ACP-EEC Lomé Convention now makes provision for various means for enabling support for the efforts made by ACP States to be intensified and made systematic. In addition, Community food

aid, like emergency aid, whenever at all possible, is linked increasingly closely with the food strategies and policies of the beneficiary countries and consequently with their development policies.

But the Council stressed its concern that, in certain African States, drought and the encroachment of the desert are inhibiting all efforts at development and in particular the priority objective of food self-sufficiency and security, and observed that the gradual destruction of the tropical forest in other regions also gave ground for concern. It also noted the link between the demographic situation and the ecological balance in the regions concerned to conclude that success will depend on efforts being continued for a long period to come, and agreed to keep all aspects of this question on its agenda. ◊

VISITS

• The Pope at the Commission

During his stay in Belgium, Pope John Paul II paid a visit to the Commission headquarters where he was welcomed by Mr Jacques Delors, Mr Giulio Andreotti, President in office of the Council of Ministers and Mr Pierre Pflimlin, President of the European Parliament. "This is a historic occasion", said Jacques Delors. "For the first time ever the European institutions are welcoming the Head of a Church which has had such an influence on the history of our countries, a Church whose fundamental values



Left to right, Giulio Andreotti, Jacques Delors, Pope John Paul II and Pierre Pflimlin

have contributed, with other spiritual traditions, to Europe's character and greatness".

In his welcoming address, Mr Delors also stressed the need to defend human rights and the duty of solidarity towards the developing countries.

"Europe has a duty by virtue of its tradition, its level of advancement and its power. Since its inception, the Community has made a point of asserting its presence on the international scene by making cooperation and solidarity with the Third World a cornerstone of its external policy. The Lomé Convention, associating 66 African, Caribbean and Pacific countries with the Community, is undoubtedly a prime example of this...

We also have a responsibility—and a serious one at that — to our young people who, as you point out in your apostolic letter, are our real wealth. What future can we offer them, what hope, if they are to be excluded or rejected by society? Europe's ambitions will be thwarted until unemployment is radically reduced".

In his response Pope John Paul II said, in particular, that "On the eve of the third millennium, Europe is facing a new stage of its development. Today it is important that it becomes fully aware of its identity and the collective memory of its long and turbulent past. This awareness is needed to safeguard it from undergoing its destiny as a mere matter of chance and to plan the construction of its future in full freedom. This project must ground itself in your historical heritage. And, looking upon the past, one must guard oneself from glorifying its highlights and ignoring its patches of darkness. But while exploring the dark regions one should not ignore the good and

sound aspects generated by previous centuries".

Talking about the North-South relations the Pope recalled the duty "the nations of wealth" have to help "the nations of hunger". He praised the efforts of the European Community to establish fairer relations with the poorest countries, particularly in the context of the Lomé Conventions: "May Europe never cease to lend an ear to the appeals of those in danger of privation. May Europe have the courage to stress even more the true significance of solidarity. May Europe draw inspiration from a sense of justice".

• Mexican President in Brussels

The President of the United Mexican States, Mr Miguel de la Madrid Hurtado paid an official visit to the Commission where he was received by President Jacques Delors.

The Mexican President was accompanied by a large Ministerial delegation including Mr Bernardo Sepulveda Amor, Secretary for External Relations, Mr Antonio Riva-Palacio Lopez, Chairman of the Senate High Commission, Mr Jesus Silva-Herzog, Secretary of Finance and Public Credit and Mr Hector Hernandez Cervantes, Secretary of Trade and Industrial Promotion.

The Mexican delegation took part in a round table discussion, under the Chairmanship of President Delors and Vice-President Natali and Commissioners Cheysson, Pfeiffer and De Clercq.

Among the topics discussed during these meetings were bilateral relations between the Community and Mexico,

EEC-Latin American relations and international trade.

At the meeting with the Commission, President Miguel de la Madrid declared that "Latin America is now at about the same level as had been reached ten years ago. Furthermore, in 1984, for the third consecutive year, the region effected a major net transfer of resources abroad. And, despite the adjustment, there has been no significant decline in inflation; in 1984 price increases were exceptionally steep in Latin America as a whole.

This difficult situation endangers what progress has been made and causes the balance of adjustment measures to be far from fully satisfactory. Clearly, there are external and internal factors that have limited their effectiveness and increased their cost, and these must be corrected without delay. The period of adjustment cannot be prolonged indefinitely; given the urgent need for their own economic and social development, the societies of Latin America cannot withstand very lengthy processes of adjustment.

Consideration of the social and political aspects of the process strengthens this conviction. In the great majority of Latin American countries, the costs of the crisis have been greater than initially foreseen, in terms of the lowering of real wages, standards of living and welfare, and the consumption and availability of basic goods and services. Obviously, all of this significantly restricts the margins for future action, and has a negative impact on living conditions for the majority of the population of Latin America.

The tasks facing our countries are clear: we must persist in the task of reordering the economy, giving added importance to those aspects in which it has so far been less successful or in which progress needs to be consolidated...

However, our internal efforts will be insufficient and their effects limited if the international situation continues to be unfavourable. In this regard, there are at least six critical areas that demand immediate attention: economic growth prospects in the industrialized countries; the possibilities of access to the markets of those countries for the export products of developing nations; the reform of international monetary relations; the channelling of external financing for development; the search for genuine and permanent solutions to the problem of



external indebtedness, and a favourable evolution of the prices of basic commodities”.

Vice-President of Nicaragua visits the EEC

Sergio Ramirez Mercado visited the Commission on 31 May and talked with President Jacques Delors, and Commissioners Claude Cheysson and Clinton Davis.

Mr Ramirez was accompanied by the Minister for Foreign Trade, Mr Martinez, the President of the Central Bank, Mr Cuadra, the Deputy Minister for Foreign Affairs, Mrs Astorga, and the Deputy Minister for International Cooperation, Mr Blandon.

In his talks, Mr Ramirez mentioned the serious difficulties facing his country at the present time and the problems arising from the trade embargo which the USA imposed on 1 May this year. The Commission representatives said they hoped, in spite of all these difficulties, that it would be possible to reach the goals of the 1979 revolution—democratic pluralism, a mixed economy and non-alignment.

The talks were followed by a Ramirez-Cheysson press conference.

The meeting was also the opportunity to sign a co-financing agreement on a technical and financial aid project and to discuss arrangements for implementing the aid (particularly food aid) programmed for 1985.

The Commission has had a favourable opinion from the Aid Committee and decided to grant Nicaragua the following amounts under the 1985 food aid programme:

- 5 000 t cereals;
- 1 800 t milk powder;
- 300 t butteroil;
- 500 t vegetable oil;
- 3 500 t beans. ○

EEC-CHINA

New cooperation agreement signed

On 21 May, only a few weeks after the 10th anniversary of relations between the Community and China was celebrated, a new EEC-China cooperation agreement was signed in Brussels. Mr Zheng Tuobin, Minister for External Economic and Commercial Relations signed for China and Mr Andreotti, President in Office of the Council, and Mr Willy De Clercq, the

Commissioner in charge of external relations, signed for the Community.

The ceremony was followed by high-level consultations, chaired by Mr De Clercq.

Development of EEC-China relations

Delegations have exchanged a number of visits in recent years. Official diplomatic relations between China and the EEC were established in 1975 when the first Chinese Ambassador to the EEC (and the ECSC and Euratom in 1983) was accredited.

In 1983, the Commission and the Chinese authorities agreed to hold regular ministerial meetings to discuss every aspect of EEC-China relations. Ministerial consultations for political cooperation between the Chinese authorities and the Ten were also introduced in 1984.

Trade agreement

Until late 1974, trade relations between China and the EEC were governed by bilateral agreements between China and the individual Member States. Then the Community was given full responsibility for all trade relations with state trading countries and, in November 1974, the Commission sent a memo to the People's Republic (and to other state-trading countries) saying it was willing to conclude a trade agreement. Negotiations took place, the Agreement was signed in Brussels on 3 April 1978 and it took effect on 1 June that same year.

It was a non-preferential trade agreement, concluded for a period of five years, with tacit annual renewal.

In it, each party agreed to give the other most-favoured nation treatment. China undertook to give favourable consideration to imports from the Community and the Community increasingly to liberalize imports from China.

The provisions on imported Chinese products established by the Community later on are in fact more favourable than the rules usually applying to state trading countries.

The provisions are aimed at promoting visits from individuals, groups and delegations from economic, trade and industrial circles, facilitating trade and contact and encouraging the running of trade fairs and exhibitions.

The Joint Committee which the

Agreement set up usually meets once a year.

EEC-China economic and commercial agreement

At the end of 1984, with the idea of extending their cooperation, the EEC and China negotiated a new Agreement adding a section on economic cooperation to the trade provisions of the previous Agreement. This was signed on 21 May this year.

The new Agreement is an open one that does not, on the face of it, exclude any form of cooperation within the Community's scope. The sectors covered initially include industry, mining, agriculture, science and technology, energy, transport and communications, environmental protection and cooperation in third countries. The project cooperation schemes include, in particular, joint ventures, exchanges of economic information, contact between economic agents, seminars, technical assistance and investment promotion.

The Community has said it is willing to continue with its schemes to encourage China's economic development, as part of its development assistance programme, and confirms that it is ready to look at the possibility of increasing and diversifying its action here.

The Agreement will last five years and be extended automatically at the end of the initial period.

Trade trends and structures

EEC-China trade has expanded considerably over the past 10 years. Community imports went from ECU 668 million in 1975 to ECU 3 209 million in 1984, while exports rose from ECU 1 154 million to ECU 3 511 million over the same period. In spite of all this, trade with China is still not 1% of the Community's total external trade—itself in fourth place in China's external trade figures (11%) behind Japan (25%), Hong Kong (16%) and the USA (13%).

Although EEC imports have increased continuously, the rise in Community exports has varied considerably from one year to another in the light of whatever adjustment policy China has been applying. The Community's main imports from China are textiles and clothing, agricultural products and chemicals and its exports to it are machinery, iron and steel and chemicals. ○

The table shows the details of how these resources have been spent. To a large extent the programmes have been predictable.

One of the chief obstacles to regional cooperation is the lack of communications. The Community has therefore given prominence to its support in this sector. There have been two significant programmes of telecommunications development which have helped to establish viable telecommunications links between the ACP countries of the region. The Community also contributed significantly to the setting up of a centre for the training of telecommunications technicians throughout the region, based in Suva.

Communications in the form of maritime transport have also been a prominent element of the programme. The Pacific Forum Line set up by the governments of the South Pacific Forum has received considerable support from the Lomé regional programmes, both from the EDF and from the EIB, for the purchase of containers to make the Line as self-sufficient and as economically viable as possible.

The Forum Fisheries Agency, set up to help the countries in the region maximize benefits they derive from their fisheries resources has also been supported by the Community, and their headquarters in Honiara was built with Lomé funds.

Another important regional institution, the University of the South Pacific has been receiving active support under both the Lomé Conventions for the establishment and programme activities of three University institutions, one in Western Samoa, one in Tonga and one in Fiji.

In common with many developing countries, the cost of energy in the last self-sufficient decade has been a serious preoccupation in small island countries, particularly those without hydro-electric production capacity. The Community and the ACP countries of the region have therefore collaborated very closely in the setting up of a series of pilot projects for monitoring the effectiveness of various alternative energy systems in the South Pacific island environment. These projects include gasification of available materials such as coconut waste, photovoltaics, wood burning stoves, steam production from wood waste etc.

By the end of the Lomé II period the bulk of the resources available had either been committed or were in the final project preparation stages. Given the potential difficulties in coordination of this vast region this is something of an achievement, of which the Pacific ACP countries can be proud.

A philosophy of partnership

What of the future? The Pacific ACP countries, with the coordination of SPEC, have already examined very closely their options under the Lomé III Convention for continuing regional cooperation. These will, of course, be discussed in the forthcoming programming exercise. There is however already evidence of thorough preparation and coordination on the ACP side to

match up to the important new criteria of the Lomé III Convention. The need for mutual discussion and examination of the problems, obstacles and possible solutions, together with the need to concentrate on sectoral priorities, are matters with which the Pacific countries have long since come to terms as offering guarantees for the most effective use of resources.

The link between Europe and the Pacific is an ancient one. The map of the Pacific is a testimony to this. Islands and places with the names such as Bougainville, Cook, Santa Isabelle, Tasmania, Pitcairn are but a few. Times have changed since those original contacts. The world has changed; but I have the impression that the Pacific countries are proud of their association with the outside world. Perhaps this is a function of remoteness.

Summary of regional cooperation ACP Pacific states

Lomé I	ECU
Telecommunications Network Stage 1	4 300 000 (*)
Telecommunication Training Centre Complex Suva Fiji	1 500 000 (**)
Navigational and Communications Equipment Tonga Airport	687 000 (**)
Containers for Regional Shipping Line (PFL)	400 000 (*)
University of the South Pacific	3 200 000 (**)
Total	10 087 000
Lomé II	
SPEC Capabilities Fund	200 000 (*)
Telecommunications Network Stage II	8 750 000 (***)
Communications study	123 000 (**)
Forum Fisheries Agency	450 000 (**)
Pacific Forum Line (Grant EDF)	1 000 000
(Loan EIB)	4 575 000
University of the South Pacific	1 200 000 (**)
Renewable energy	6 190 000 (**)
Total	22 488 000

In addition to this, further projects may be financed in the sector of air communications and for the purchase further containers for the PFL in the course of 1985.

Under the heading of Regional Trade and Tourism Promotion the following projects have also been financed.

Tourism Study	29 860 grant
Trade promotion study	30 000 grant
Strengthening of Pacific Islands Association of Chambers of Commerce	250 000 grant
Regional Tourism Development	3 200 000
Total	3 509 860

(*) special loan
 (**) grant
 (***) of which 2 850 000 as soft loan: remainder grant.

Nevertheless, it is clear that links between the Pacific island nations themselves, with their Pacific rim neighbours and with their European partners on the other side of the world are respected, trusted and form part of a

philosophy of partnership which is prevalent in the Pacific area. The Lomé Conventions and their regional provisions, although very new by comparison with the historic links between Europe and the Pacific, have

already made a significant impact on the individual and collective life of the ACP Pacific states. I have no doubt that this impact is here to stay. ○

M.L.

“ECOWAS was formed to be a catalyst for coordinated development”

An interview with the Executive Secretary Momodu Munu

ECOWAS, the Economic Community of the West African States, grouping of 16 west African countries, is now 10 years old. Its new Executive Secretary—appointed at the end of last year—was recently in Brussels where he had talks with EEC officials about the prospects for regional cooperation under the Lomé III Convention. He answered some questions put to him by *The Courier*.

► *According to a study, 10 years after the creation of ECOWAS, West Africans have not genuinely accepted that integration is the only viable weapon for fighting poverty. Can you elaborate on that?*

— Well to begin with, I do not know which study you are referring to...

► *It's the one commissioned by ECOWAS itself, and carried out by ECA.*

— Well as I said during my courtesy calls on Heads of States, and they have agreed with me on this, all other forms of economic development theories and policies having failed us, it is only by pooling our resources together, and increasing trade with each other that we can ever hope to remove our economies from the vicious circle of poverty, exploitation, and backwardness. And it seems to me that it has been accepted that we have to integrate our economies in order to derive maximum benefits for our countries in the sub-region.

► *Probably at the level of governments. But is it the case at the level of the people?*

— Even at the level of the people themselves, we now have integration, in quite a number of areas: we have the West African Chambers of Commerce, the West African Health Community, and the OCCG; a number of

other associations have been formed: the West African Women's Association, the West African Youth's Association, the West African Universities Association (this is to bring the youths of the sub-region to get to know their common problems and see how best they can tackle them). They will have accepted the idea that integration is our only solution.

► *Is the multiplicity of these groupings in West Africa a good or a bad thing for ECOWAS?*

— Certainly the multiplicity of these regional groupings is not in the interest of accelerated and harmonious development of the sub-region. A recent study by the ECA disclosed that there are 32 intergovernmental organizations within the sub-region. All of them more or less charged with the same responsibilities; this has led to confusion, lack of direction, a dissipation of the scarce human and material resources of the sub-region. Fortunately, for us, we in ECOWAS have very good working relations with the CEAO and the Mano River Union. The ECA has been commissioned to look into the possibility of harmonizing, aligning the functions of some of these organizations, and possibly phasing out some of the smaller units.

► *What do you think are the main achievements of ECOWAS?*

— Quite a lot has been done by

ECOWAS within the last ten years. I hasten, however, to say that ECOWAS should not be seen as an organ trying to take over the economic development of the Member States. The Community was formed to be a catalyst in providing opportunities and facilities for the coordinated and harmonious development of the sub-region. Be that as it may, our treaty on non-aggression and mutual assistance in defense matters has helped the region to be stable in a way that there are no interstate problems as such. We have launched the first phase of our protocol on the free movement of persons. This has worked fairly well: now a citizen from a member state can now go to any other country within the ECOWAS sub-region without requiring a visa. In the agricultural area, we have been mandated by the summit to see that the region is self-sufficient in food supplies by the year 2000, and we have therefore identified seven seed multiplication centres, eight cattle-breeding centres; we also have a programme of reforestation in order to arrest the desertification process in the area.

► *But do you have the financial means to promote all these projects?*

— We have some friendly donor agencies that are willing to help us. The constraint here appears to be that of finance but the studies are there and it's for us to implement them. In the area of telecommunications, in order to bring the region closer to the people so to speak, our programme is at an advanced stage; contracts for supplies have been signed, and it is hoped that in the next two years or so, we'll be able to link the 16 capital cities of ECOWAS by automatic telecommunications, thereby by-passing the present link through Europe and America. In the area of trade liberalization, all the necessary regulations and guidelines have been prepared; we now have common customs nomenclature forms, common postal forms, all that remains now is for us to implement them. In the industrial sector a proto-

col has been signed to harmonize industrial activities within the sub-region so that, if an enterprise is cited in one area, another one will be cited in another country and it will be complementary instead of competing with the first one. As far as the road network system is concerned, we have adopted a trans-West African Highway project: ECOWAS has not only sponsored a number of major feasibility studies, it has also given loans to Benin for the construction of two bridges along the trans-West African Highway, loans have been approved for Sierra Leone and Liberia for the construction of the Monrovia/Freetown Highway.

► *Listening to you, Mr Secretary, it looks as if ECOWAS is a very successful organization.*

— Well, we are young in the sense that the Treaty of Lagos setting up ECOWAS was signed in May 1975, and we will be celebrating our 10th Anniversary next month (1). But even so, quite a number of important decisions have been taken during the past 10 years, and what remains now, it would appear, is for us to implement some of these decisions, for example, to bring the youths of the sub-region together in order for them to appreciate their problems and be in a position to sort them out. We have encouraged the formation of a number of sports associations and, last year, the men's senior and junior football games were held; a number of Heads of States have donated trophies. We now have the West African Youths Association, West African Universities Association, West African Women's Association, West African Workers Association, even in the area of monetary cooperation studies, with a view to creating a West African Monetary Zone, are at an advanced stage.

► *But your predecessor was quite pessimistic just before he left office...*

— Well I don't know, but I am very optimistic about the success of our integration unit. We are doing everything possible to see that the decisions are implemented.

► *ECOWAS is authorized to manage the resources allocated to regional cooperation by Lomé III. What does that mean?*

(1) June 1985. This interview was conducted in May 1985.

— That means precisely what it says. We want the resources that are meant for the sub-region—instead of giving them directly to member states—to be channelled through ECOWAS. ECOWAS will thus be in a position to supervise effectively how these resources are being used.

► *But what about the other regional groupings?*

— There is a move, as I said earlier on, to see that most of these regional groupings work under the umbrella of ECOWAS, we are working towards that.



Mr Momodu Munu (right) and Mr Mahenta Birima Fall, managing director of the ECOWAS Fund for Co-operation, Compensation and Development, during a meeting at the Commission's headquarters in Brussels

► *The closure of the Nigerian borders is seen as a set-back for regional trade. Has ECOWAS tried to do anything about it?*

— Yes, quite a lot has been done by ECOWAS behind the scenes. I have had discussions with General Mohammed Buhari on the matter, and our protocol on free movement of people has been launched, it has been in operation for the past five years or so. We should be moving hopefully to the second stage of the protocol; but the Nigerian authorities are saying that they have not infringed any of the provisions of the protocol on free movement of people in that the provision is that a member citizen can go to another country and remain there for 90 days without requiring a visa; but if he remains there for more than 90 days he should regularize his stay. And what Nigeria is saying is that these people have been in Nigeria for more than 90 days and that they should regularize their papers. This is the Nigerian case.

► *Many of your Member States are going through a period of severe drought and food shortages. What is ECOWAS doing to help them?*

— Certainly they are going through very difficult times. In fact, it is because of this that ECOWAS was formed to see how best we can pool our resources together and help them. As I said earlier on, our programme on making the region self-sufficient in food supply is taking shape, and telecommunications we want to link the whole region; road transport and everything are being provided. When

these are in full operation it should be simple enough to move resources from one area to another, and thereby help them sort out their difficulties.

► *You have just taken office as Executive Secretary. What do you see as the most pressing actions to be taken?*

— First and foremost, my main interest is to see that the region becomes self-sufficient in food. Our emphasis will be in agriculture, thereafter communications, both telecommunications and road networks, there are talks of an ECOWAS airline, ECOWAS shipping line, we are looking into all these. We are also looking into how best to industrialize the sub-region so as to make available to us all the necessary resources and provide jobs for the people, and I want to see that a number of these issues that have been taken are implemented as urgently as possible. ○

Interview by A.T.

“The demand for Europe is there. And it is expanding”

— An interview with Commission President Jacques Delors —



CEC/LAMBIOTTE

► *It is the Commission's job to administer and improve a Europe that is finding it very difficult to bestir itself. How do you see the Community's situation at the moment?*

First of all, I note that many countries in the world today, and the young nations particularly, are turning to Europe. And I also note that, even here, the unions and the managers and our research workers and our graduates want the construction of Europe speeded up.

In other words, the demand for Europe is there. And it is expanding. So, given that there is this demand, why not admit that, here and there, people are reticent and that they do hesitate. We are making progress in some areas, but others, alas, are lying fallow. I am not under-estimating the difficulties, but I do think that, unless we get nearer to European union, then our drive to adapt the economy and our desire to play a part on the international scene—without any imperial intent—will be handicapped.

► *You have presented the new Commission's programme to the European Parliament and commented on it to the press and, as you see it, the Ten will have to choose between progress and decline. What are the main points in your programme?*

The new Commission had already looked at the priorities it felt the situation called for in December 1984, before it took over. It decided on four of them. First, setting up a proper large market like the one the Americans call

their domestic market. This was unavoidable as, not only had the Community failed to remove all existing barriers to the free movement of individuals, goods and services as the Treaty said, but a certain number of fresh barriers had been raised, as a defence mechanism, by the national Governments. This deprives us of the basic instrument of integration, namely the one thing that ought to be giving us all the assets of size, competitiveness vis-à-vis the outside world and solidarity within the Community. The second priority, triggered by the same finding, has to do with making up the technological ground and the cooperation between firms that is to a large extent lacking because of the lack of normal functioning of a large market and the need to keep up with our major industrialized partners. We also thought that a decisive step forward was both necessary and possible with the EMS and, hand-in-hand with this, greater cooperation with economic policy so as to ensure that the economies of the Member States get closer together.

► *High technology is one of the bases of the profound changes in the world today. Europe is faced with a challenge and it is a challenge for civilization too. Do you think it will be able to cope and, if so, how?*

There is no doubt about the fact that Europe has all it needs to take part in the scientific, technological and industrial conquests that are typical of our time. The question is whether it will give itself the means of capitalizing on them and, particularly, whether

Jacques Delors became President of the European Commission in January this year. He is 59, vigorous, rigorous, well-known and highly-thought of, both for his great skill in handling European and international economic and financial affairs and for his very strong determination to bring about substantial practical improvements in the Community for the benefit of its citizens. He replies to questions put to him by *The Courier*.

it will do so in time to stay out in front with the leading group of advanced nations—for which there are bound to be other candidates soon. A special effort has to be made in the immediate future in certain fields, information science, for example, but the essential thing the Community can offer is size, a competitive situation on a vast market and the confidence of belonging to an industrial and cultural unit which has what it takes to defend its interests and the interests of its members against international competition.

► *You are particularly concerned with the European Monetary System, aren't you, and its five years' existence seems to have proved its point. How do you expect it to develop?*

No-one really denies that the European Monetary System has a positive record any more. Last April, thanks to cooperation with the Committee of Governors, we were able to adopt a series of measures to strengthen the system and the Central Banks in the Member States of the Community will soon be able to put ECUs in their reserves. It is a symbolic gesture, but it is an important one.

We must continue along these lines. A stronger EMS is important to Europe, as it is a decisive factor of cohesion, and it is important for the future of the international monetary system and world trade too.

► *You have said that much of Europe's credibility hangs on a reduction in the unemployment figures. What is*

the new Commission's attitude to the crucial issue of social affairs and employment?

Unemployment is one of the most serious and distressing of problems. By offering our firms the benefit of size, through a large market, and making it easier for them to update their technology and be more competitive, we are providing a framework and a means of action. This is what the Commission's proposals are about. That is the structural side of what we are doing and it would be inadequate if the Governments failed to do as we suggested and did not take steps to increase growth and run, say, a large infrastructure (transport and telecommunications) programme.

And there also has to be a European social dialogue to create the—negotiated—conditions for the sort of growth that brings more jobs with it. This is the idea behind the Commission's attempt to get this dialogue going again.

► *The Community has a tension-creating, North-South problem of its own and the situation is getting worse now Spain and Portugal are joining. How is the new Commission planning to ensure that, in the long run, the diversities of the Commission remain an asset?*

The latest enlargement, scheduled for 1 January 1986, will, of course, mean striking a fresh balance between the various parts of the Community and it will be one that should not undergo any fundamental changes in the medium term. Knowing what the framework for our development will be for a fairly long time is an advantage. Historically speaking, it is a unique and revolutionary thing to seek to unite states of such rich and varied traditions and cultures peacefully and democratically in such a short time. It is perfectly natural that there should be tension, because, although it is reasonable to say that, we are obeying an historical trend in that there is a worldwide move towards greater interdependence and the formation of international groups, it is a fact that there is no other group that consists of peoples who have developed their individual personalities and cultures over the centuries in an autonomous manner as ours have done. And, as you are aware, the Community will not get

richer in terms of per capita GNP with this latest enlargement. But there will be room for more solidarity and more development. The most developed parts of the Community will see the internal market expand, which means more outlets. The less favoured regions will no doubt count on the solidarity of the others. That is the meaning of the political decision that all the Member States and Spain and Portugal have taken on enlargement. The Commission is proposing to ensure that the diversities of the Community become an asset by bringing them together and enabling them to complement each other in a market. But, at the same time, there has to be enough



Relations with the Third World are a constituent part of Europe's personality

consultation and cooperation between the economic policy makers in the Member States to achieve a growing convergence of the different parts of the Community.

► *Over the years, the Community has woven a close network of relations with the countries of the Third World and the new Commission seems keen to develop it and strengthen it further. You are for a fairer and more effective international economic order, "which is nothing like the story of the fox in the henhouse". At a time when the Community has so many internal problems to tackle, how important is this issue to the new Commission?*

Relations with the Third World are a constituent part of Europe's personality. Ever since the Community was founded, it has had to tackle the problem of development in the Third World—those countries with which

there were long-standing links and other, newly-created countries. The successive Conventions of Yaoundé and Lomé are proof that there has been a far-reaching adjustment of considerable geographical scope. The cooperation already established with the ASEAN countries and the Commission's latest proposals on the Community's relations with the countries of Central America is the sort of cooperation which tries to find an answer to particular situations and to the aspirations of the countries in question. Going beyond the solidarity that, through moral obligation and a proper understanding of where our interests lie, binds us to the countries of the Third World, our aim can only be to help them have total political and economic sovereignty and play their full part on the world scene.

► *Lomé III was signed on 8 December last year. Various people have expressed their satisfaction at the Convention, but the ACPs are still rather concerned about staying at the centre of the Community's development policy...*

Lomé is the cornerstone of the Community's development policy. It is still the only practical example of global contractual relations within the framework of the North-South Dialogue. I attach particular importance to the fact that, in spite of the economic crisis and budgetary cut-backs, the Community has managed to increase the funds provided under Lomé III.

Our development policy uses all sorts of instruments of cooperation and they are applied in a diversified manner in the different regions of the Third World. It is only in the ACP countries that all instruments are used systematically, coherently and in a coordinated manner. There are some instruments even, Stabex and Sysmin for example, which only exist in Lomé. It is obvious that, after our experience of applying previous Conventions, a special effort will be made to make the instruments of the new Convention more effective.

Going beyond its contractual obligations, the Community has shown that it is perfectly able to cope with emergency situations such as the fight against famine in Africa, by mobilizing means additional to those provided in Lomé. ○

Interview by Fernand THURMES

A few basic statistics to put the ACP countries in perspective

Two figures sum up the position of the ACP countries:

- they have 8.6% of the world's population, i.e. more people than live in the Community or the OPEC countries;

- their per capita gross national product is \$US 532, i.e. their average wealth per inhabitant is almost 17 times less than that of the European Community and about half the average for the developing countries.

To see what assets this group of countries has, it is worth taking a look at the most important areas of production, only a few of which can be mentioned here.

Almost 14% of the fresh bananas produced in the world come from ACP countries, the major ACP producer being Burundi, in thirteenth place in the world with 960 000 tonnes (the main producers being Brazil, India, and the Central American countries).

The ACP countries produced

4 829 000 tonnes of centrifugal sugar in 1982, only slightly more than France in the same year (4 800 000 tonnes).

In contrast, they produce more than a quarter of the world's coffee (raw coffee). The largest producers are the Ivory Coast (fifth in the world) with 243 000 tonnes, Ethiopia (sixth) with 202 000 tonnes, Uganda (ninth) with 155 000 tonnes and Cameroon (twelfth) with 127 000 tonnes. The other ACP countries produce less than 100 000 tonnes.

Eleven per cent of the world's tea is produced by ACP countries, with Kenya (5% of the world production) by far the largest producer, occupying sixth place in the world. More than half the world's production of cocoa beans comes from ACP countries (57%). Ivory Coast was the world's second largest producer in 1982, with 360 000 tonnes (the largest being Brazil, with 363 000 tonnes), followed by Ghana, Nigeria and Cameroon, which

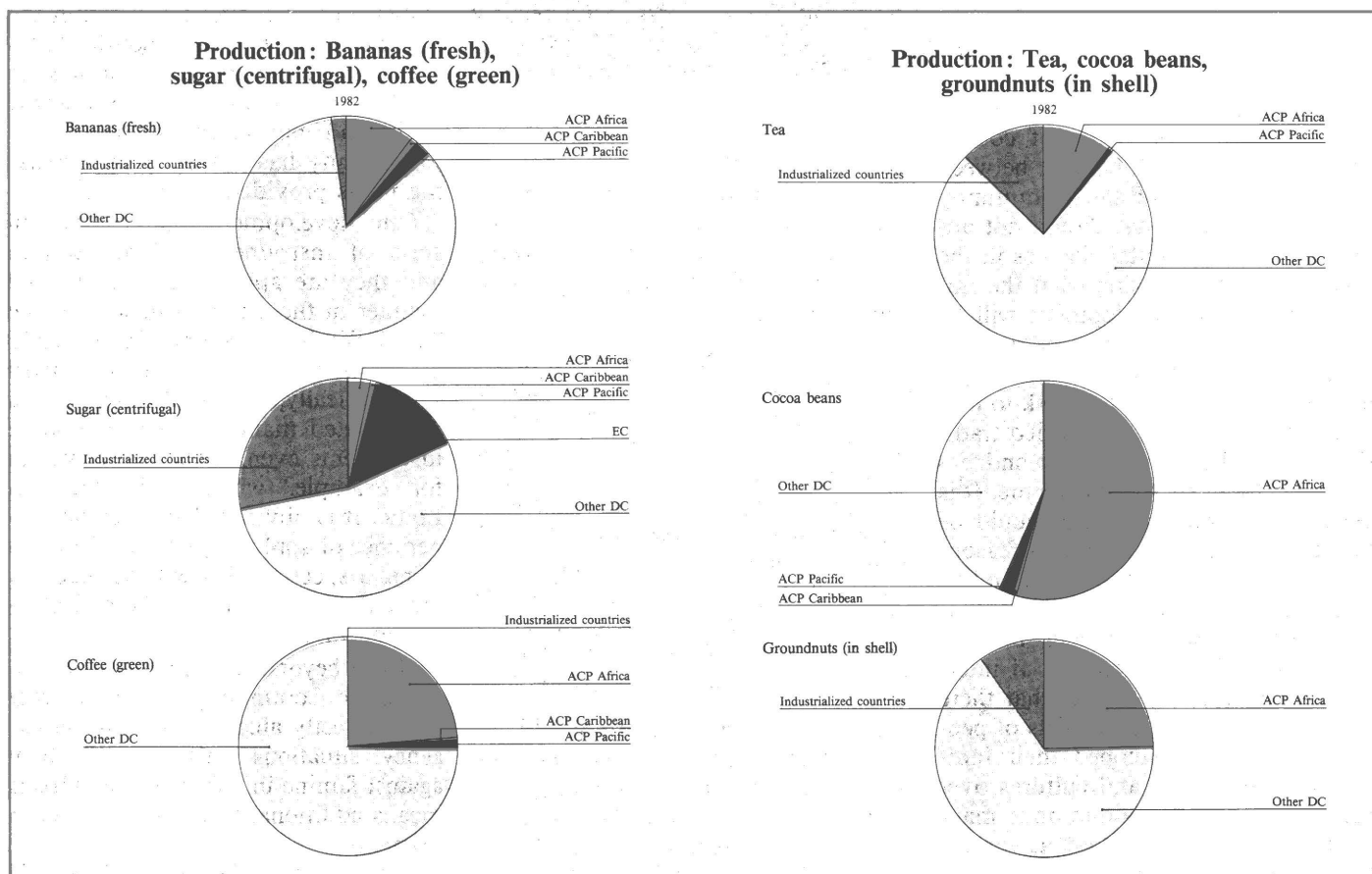
roon, which produced more than 100 000 tonnes each.

A quarter of the world's groundnuts come from ACP countries, the largest producer being Senegal (fourth in the world with 6% of the total production).

As regards minerals, ACP countries produce approximately 4.5% of the world output of iron ore, but one third of the world's bauxite. Guinea, with almost 1.2 million tonnes, is the second largest bauxite producer in the world, after Australia but ahead of the USSR. Jamaica also produces more than the Soviet Union, with 833 000 tonnes. These two ACP states alone produce a quarter of the world's bauxite.

ACP countries account for 3% of the world output of natural phosphates and almost 4% of the petroleum. Nigeria is the largest of the ACP producers and fourth in the world behind the USSR, the USA and Saudi Arabia. ○

This information is taken from the new edition of ACP Basic Statistics, recently published by Eurostat, which is available from the Office for Official Publications of the European Communities, L-2985 Luxembourg. ○



Doreen COLLINS — *The Operation of the European Social Fund*. Croom Helm, London — £ 9.95 — 1983

The European Social Fund was set up by the Treaty of Rome to assist labour mobility, both geographical and occupational. It works through providing grant aid for schemes of vocational training run within member states whether these are administered by governments, firms, chambers of commerce or other non-governmental bodies. It also has a small programme to support experimental projects.

Its work is much affected by the changes occurring in the world division of labour, the current recession and by the internal demographic and social changes which affect the size of the Community labour force.

A major question for the Social Fund is thus to define the particular groups of workers, or special problems upon which it is to devote its limited resources. Of special concern at present are the issues of how far to move into the field of job subsidy and work experience schemes for school leavers.

At the same time, the European Social Fund is an instrument of Community building although it must work through, and with, member states who have their own internal structures of labour market policies and training. This study therefore concentrates on the relations, both at policy and administrative levels, between the Community and one member state—the United Kingdom—to show the reality of the integrative process at work in a daily setting and to assess the significance of the Social Fund in this wider role.

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Unemployment—the European perspective. Edited by A. MADDISON and B.S. WILPSTRA. Croom Helm, London — £ 13.95

Unemployment was a major scourge of the advanced capitalist countries in the 1930s, but in the golden age of postwar expansion which lasted until 1973, it had seemingly been vanquished by enlightened economic policy. Since 1973, unemployment has re-emerged as a major problem, along

with accelerated inflation and problems of structural adjustment imposed by soaring energy prices.

The rise in European unemployment came in two surges as a result of the generalized recessions of 1974-5 and 1980-1. At the beginning of 1985 unemployment in the European Community was running at around 12% of the labour force compared with a "norm" of under 2% in the 1960s.

These abrupt and serious changes in the labour market have created major new dilemmas for economic policy and have stirred significant and acrimonious theoretical controversy.

For this reason, it is useful to analyse the policy issues and the academic debate in a comparative perspective. The present volume contains three comparative papers on the employment policy discussions in Germany, the Netherlands and the UK as well as papers examining the theoretical adequacy of Keynesian, monetarist, structuralist and Marxist reactions to the new issues. The papers are all accompanied by a critique from the discussers.

○○○

Investir dans l'avenir de l'Europe (Investing in the future of Europe) — Edited for the EIB by A. MEERTJE — Preface by Yves LE PORTZ — Editions Economica, Paris — FF 135 — 1983

The European Investment Bank, the EEC's long-term financing institution, decided to back the publication of this serious look at investment in Europe in the '80s and beyond on the 25th anniversary of its creation. The selection of authors and topics provides both an overall view of the subject and an analysis of the economic and social problems currently facing the Community.

The writers suggest policies to handle the economic situation as it is at present and as it is expected to evolve. This book is of direct interest to people in economic and university circles and should be on the shelves of anyone concerned with the future of Europe.

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Annie SABOURIN — *Le Travail des femmes dans la CEE* (The work of women in the EEC). Preface by Jacqueline Nonon — Editions Economica, Paris — FF 125 — 1984

Annie Sabourin, a lawyer and company director who runs doctoral studies and research at the University of Paris XIII, has contributed to a number of surveys. She collaborated with the Ministry of Youth Affairs and Sport on an administrative report on the promotion of socio-cultural leisure activities (an introduction to the laws and regulations in this field) in 1979 and with Analogia (the publication of the Union of Parents of Maladjusted Children) on a comparative study of the legal situation of the mentally handicapped in various countries in December 1982.

Discussing the subjects of concern in this book means taking a look at the radical changes in the structure of employment over the past 20 years—the transfer of labour from one sector of economic activity to another, the rural exodus and the surge in the numbers employed in the tertiary sector.

Women have felt the shock waves from this upheaval and are seeing life and its aspirations differently and it is in fact they who will make a firm statement of their expectation of change. What they want now is sexual equality and a proper place in society.

The only thing the Treaty of Rome says about the problems of women as such is in Article 119 on equal pay, but after 1959, the EEC Council brought out a number of directives on women's work over a short period—three on equal pay, equal employment opportunities and equal social security benefits.

And there is more on the drawing board. Directives are laborious to apply, but each Member State has to meet its obligations and specific progress has indeed been made.

The ground covered over the past decade, the Women's Decade, as it was called, is immense. But it has to be hoped that, going beyond the texts and new rights aimed at boosting sexual equality, there will be a change in people's outlook and behaviour.

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EXOTIC TROPICAL FRUITS

The growing trade in exotic tropical fruits is an area with an interesting future in which ACP countries and the Community can develop together, at the level of producers as well as of consumers. In the Europe of the 1960s, there was little market for exotic fruits—

in 1965, at the height of the “Golden Sixties”, only about 1 000 tons of avocados were imported. Twenty years later, imports exceeded 60 000 tons.

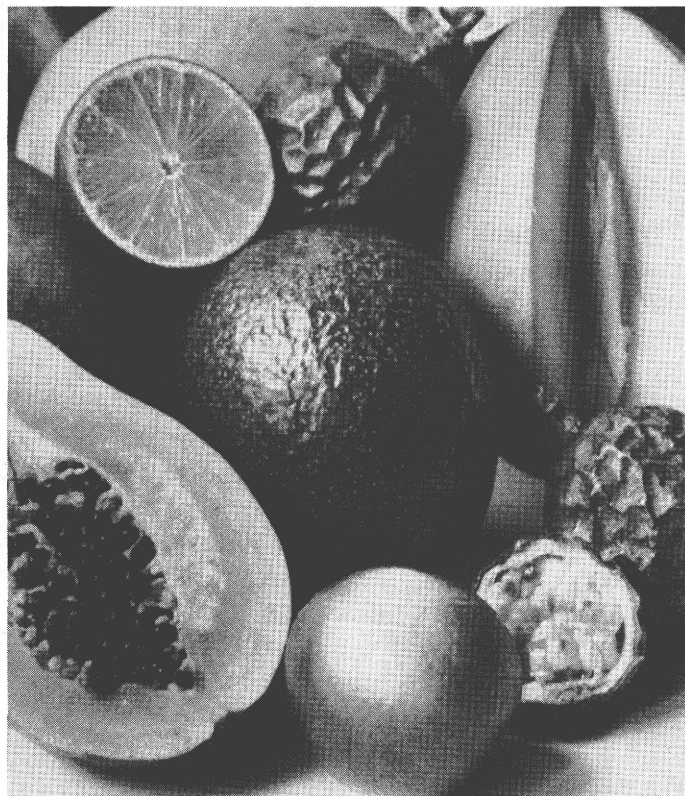
The nature of the market and the ACP response to market demand look very different. A new generation of Eu-



Europeans, well-travelled, health-conscious and innovative, sees exotic fruits more and more as part of its daily diet. A new generation of ACP economists, entrepreneurs and farmers has taken up the challenge of supplying a most exacting market. Careful planning, meticulous preparation and swift decision-making are the prerequisites for success, and this dossier will show examples of success being achieved.

Exotic fruits are an expanding market—but the expansion cannot take place in a void. There are strong challenges, even dominant ones, outside the ACP Group. The products are high in value but high in risk. Scientific, technical and commercial co-operation are essential if Europe wishes to diversify its sources of supply and ACP countries to increase their foreign exchange earnings, while at the same time, according to some experts, guaranteeing a more secure source of supply for the home market. That is why the subject is apposite—it deals with agricultural development and commercial co-operation, both of them at the heart of what Lomé III is about.

A word of explanation concerning the title—Exotic Tropical Fruits. To most of our readers, some, if not most, of the fruits mentioned are not exotic at all—they grow wild, they are well-known, so well-known that they are perhaps ignored. Exotic is defined by the dictionary as—“introduced from abroad, attractively strange or unusual”. For most of our readers, the exotic element would seem missing. But it is not so. The exoticism lies also in what happens to the fruit—picked early in the morning with great care, it is checked, graded, packed



D. Smith - Interimage

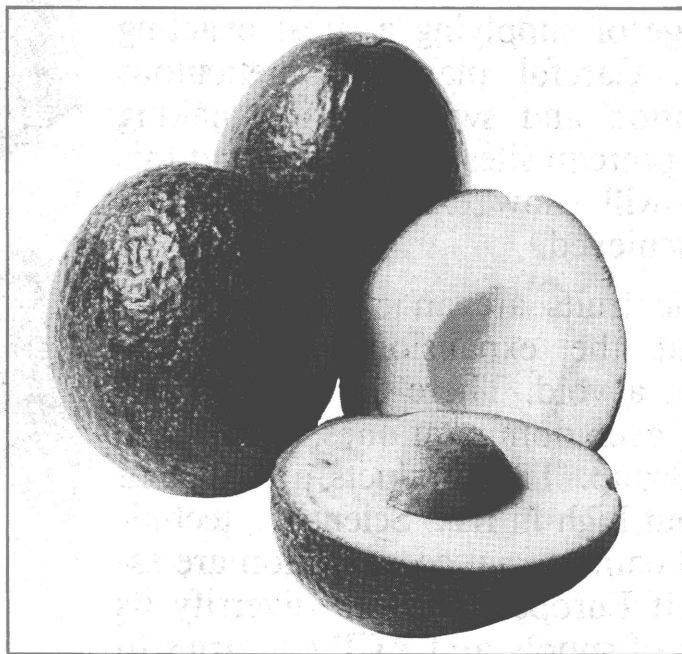
(in “exotic” packaging?) and hurried to an airport like a VIP, where it leaves its native land and arrives at its destination far away early the next day. There it is displayed in the market, where those who have grown to like it buy it, and some of those who have maybe heard about it, are tempted to do so. And the price asked for it is a VIP price. That should make it, even to those who know it at home, “attractively strange and unusual”.

Finally, a part of the attraction of exotic fruit resides in their origins, part in their taste, part in their heady aroma and an important part in their colour. These we can describe but we cannot for obvious technical reasons, reproduce. Not even the colour... and for this, we ask our readers who do not know the fruits to make a small and—we hope—pleasant effort of imagination... ◦

Tom Glaser

Exotic tropical fruits — old ones, new ones, loved ones, forgotten ones

In discussions of tropical fruit exports, a necessary distinction must be made between three types of export: the bulk export of mass consumption fruits, such as bananas and pineapples; the export of out-of-season luxuries such as strawberries in January or plums in November; and the export of exotic fruits for which there is a growing market in the wealthy industrialized countries. This 'Courier' dossier concentrates on the last category and, whilst it focusses on the principal exotic fruits, of which many may have heard, it touches on some very out-of-the-way products as well. What did you know of the mangosteen? Were you aware that the ortanique is a fruit whose very name is now a Jamaican trade-mark? What would you do with a tamarillo? Let us begin, however, with some of the more traditional, though still exotic, products which have established a niche for themselves on the shelves of European supermarkets.



D. Smith - Interimage

AVOCADO

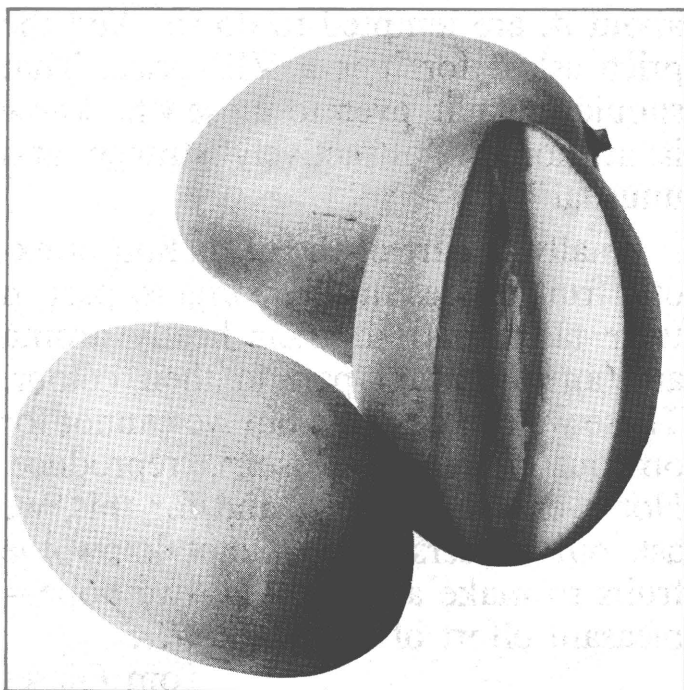
Avocados originated in Central and South America where the Aztec and Inca civilizations knew of the fruit for hundreds of years and used it both as a food and as a cosmetic and beauty aid. A highly nutritious fruit, full of vitamins and some protein, avocados have become widely available in Europe, almost 60 000 tons having been imported in 1982.

There are many different varieties, each with similar textures and flavours. Four main varieties are imported into Europe: Fuerte — oblong, with dark-green, slightly rough skin; Hass — smaller with dark purple or black rough, pebbly skin; Ettinger — oblong with bright green, shiny smooth skin; Nabal — round and plump with a shiny skin. Avocados are available all the year round, and among the most prominent ACP exporters are Kenya, Ivory Coast and Cameroon.

MANGO

The mango originated in India, and has close connections with the Hindu religion. There are many legends about Buddha himself and mango trees—he rested under a giant mango tree before receiving enlightenment for example. India is still the world's prime exporter, of some 8 million tons in 1983. Europe has come to appreciate this refreshing, sweet-tasting fruit, and imported 12 000 tons in 1982.

Mangoes vary considerably in size and colour according to variety. Colours include the bright green ones from Mali to orange russet ones from Brazil and shapes vary from round to oblong to heart-shaped. The flavour resembles a subtle blend of apricot, peach, nectarine and pineapple and can truly claim its place as a popular exotic fruit.

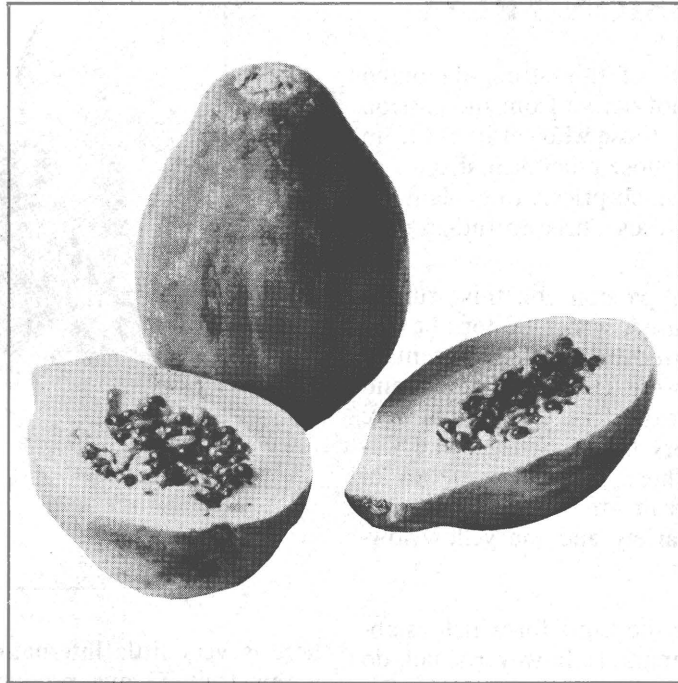


D. Smith - Interimage

PAPAYA

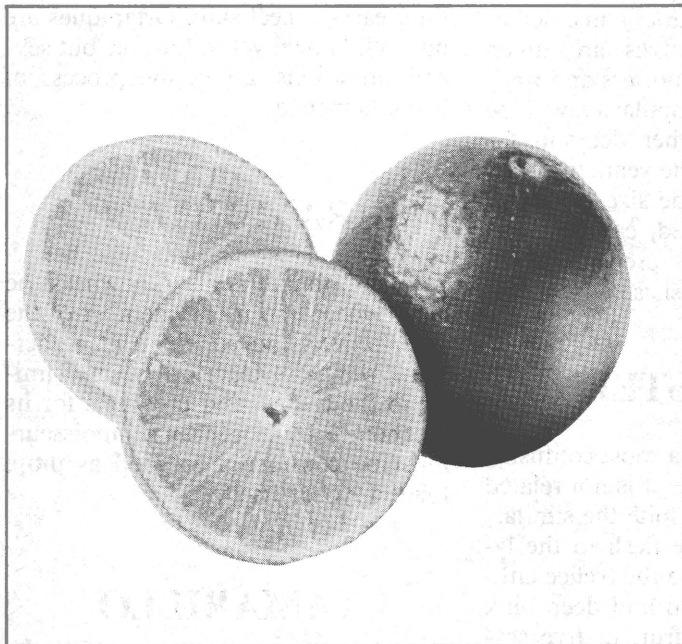
The papaya or pawpaw is a native of tropical America and a relative newcomer to the European market. Less than 1 000 tons were imported in 1983, nearly three quarters from Brazil. A delicate fruit, it has had to be air-freighted to ensure its arrival in good condition, and this makes it expensive. In taste, it is similar to the best Charentais melons, and it may well have a bright future as a substitute for these when they are out of season.

The fruits are 15 to 20 cm long, pear-shaped, with greenish-yellow skins.



D. Smith - Interimage

LIME



D. Smith - Interimage

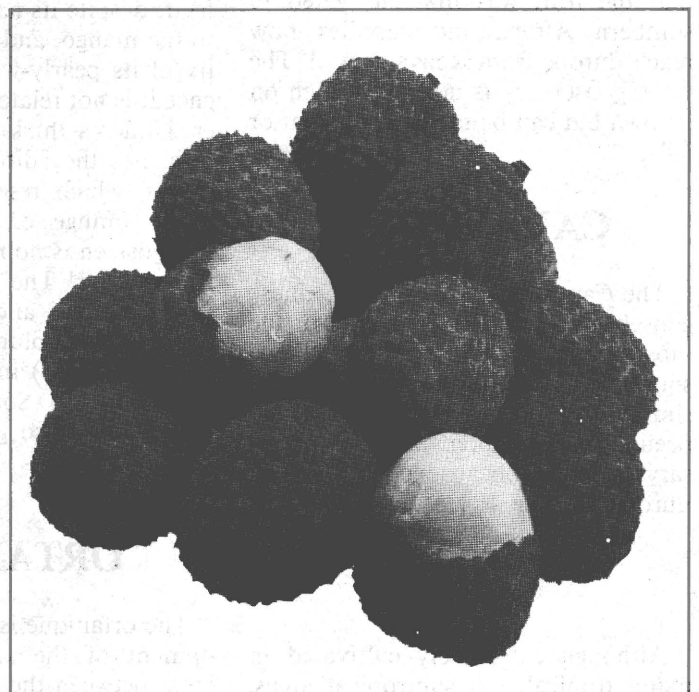
Originating in Asia, the lime came to Europe via the Crusaders, who stimulated plantings in the Mediterranean countries. From the Mediterranean it passed to the New World with Christopher Columbus. It was the lime, which, three centuries later, came to the aid of other seafarers, the British, since its anti-scorbutic qualities were recognized and the lime was carried on British warships as a means of preventing scurvy. It is from this that British sailors, and later all the British, came to be known, especially by Americans, as "Limeys".

Europeans, apart from the British, are becoming "Limeys" in their own right, some 2 000 tons of limes being imported in 1982. Limes come in both sweet and acid varieties and it is the latter which is imported. Smaller than the lemon, which it resembles in shape, it is a splendid dark green in colour and its juice is stronger than the lemon's with a delicious scent and flavour.

LYCHEE

Lychees have been cultivated in China since ancient times and have been considered as a romantic symbol ever since an Emperor's concubine conceived a passion for the fruit which was satisfied by bringing the lychees hundreds of miles by relays of mounted messengers. Statistics are difficult to come by to indicate European interest, but in 1982/83, France alone imported nearly 600 tons, more than half of this amount coming from Madagascar.

Lychees have a scaly, reddish-brown shell covering the pearly white firm flesh and can be eaten fresh or in syrup.



COLEACP

PASSION FRUIT

The name of this strong-flavoured fruit does not derive from the passion it arouses in those who eat it, but from its flower, whose cruciform shape was used by Spanish priests to explain the Passion of Jesus Christ to Indian converts.

European passion for this fruit is not yet aroused, some 400 tons having been imported in 1982/83. The main importers were UK and France, and the main exporters to Europe were Kenya, Ivory Coast, Senegal and Cameroon. There are two varieties of passion fruit—the purplish-brown highland variety and the yellow lowland variety.

These are the fruits for which established markets, however small, do exist in Europe, and for which there is a need to establish and maintain an ACP share. But there are others—equally good, but hardly known at all—for which a market has yet to be established. These are just some of them:

CAPE GOOSEBERRY

The Cape gooseberry, also known as the *Physalis*, originated in South America, and is an exotic little golden fruit enclosed in a beautiful paper-thin husk. Its name derives from the fact that the fruit was first cultivated in southern Africa, and supplies now reach Europe from Kenya as well. The Cape gooseberry is normally eaten on its own but can be made into a jam or jelly.

CARAMBOLA

The Carambola, also called Chinese gooseberry or star fruit, is one of the most exotically-shaped fruits. It has a sour-sweet taste and can be eaten simply by cutting it into slices; no peeling or other preparation is necessary. The Caribbean exports some to Europe.

GUAVA

Although extensively cultivated in many tropical and subtropical areas,

there is very little international trade in this fruit. Guava products, in the form of juices, nectars, jams, jellies and canned fruit halves are much more popular, and exporters and traders hope that this popularity will be translated into a higher demand for the fresh product in the years to come. The guava is about the size of a large plum and when peeled, can be eaten raw or used in the preparation of sweet and savoury dishes.

MANGOSTEEN

The mangosteen is a most confusing fruit: despite its name, it is not related to the mango, and despite the similarity of its pearly-white flesh to the lychee it is not related to the lychee either. Under a thick rind and deep pink pith, lies the edible fruit in five segments, which resemble the segments of an orange or tangerine—but the mangosteen is no relation to the citrus fruits either! The mangosteen is delicately scented and flavoured, resembling the ripe plum (it has nothing to do with plums) in appearance and is indigenous to South East Asia, although it is also grown in the Caribbean.

ORTANIQUE

The ortanique is an exclusive development of the Jamaicans and is a cross between the orange and the tan-

gerine. It has one of the highest juice contents of any citrus fruit, and has a thin, easy-to-peel skin. Ortaniques are not well known yet in Europe, but several imitations are in the process of being launched.

RAMBUTAN

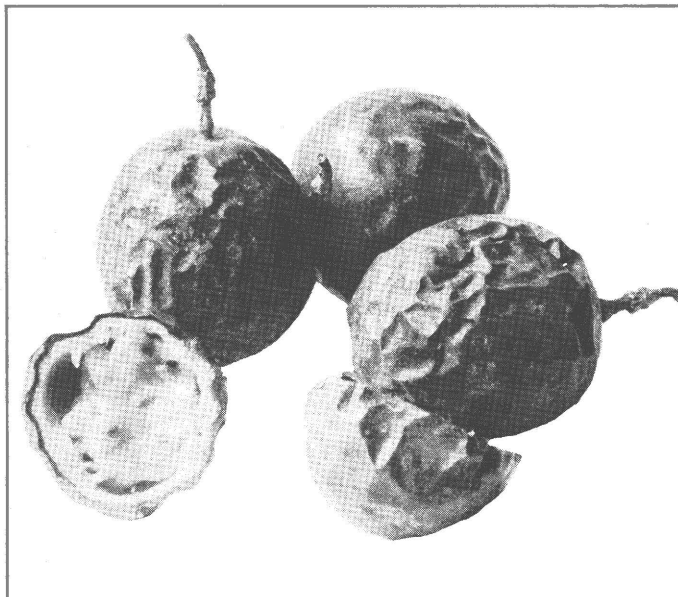
The rambutan is also known as the hairy lychee and it is a member of the same family. Indeed, the fruit, underneath the hairy exterior, is very similar to the lychee, and prospects for its acceptance by European connoisseurs must be considered as good as those for the lychee itself.

TAMARILLO

Sometimes known as the tree tomato (and it is a member of the tomato family) the tamarillo, as its name suggests, is native to South America. The fruit now grows in many tropical and subtropical regions and Kenya is among the ACP suppliers to Europe.

The fruit, which somewhat resembles the Cape gooseberry in taste, is surprisingly versatile. Sprinkled with sugar—to soften the flesh—it is an excellent dessert. Sprinkled with salt, it is a delicious accompaniment to savoury dishes. A purée of tamarillo is considered to make one of the best ice-creams. ◦

T.G.



D. Smith - Interimage

The world market for fresh tropical fruit⁽¹⁾

International trade in fresh tropical fruit has expanded steadily over the last ten to twenty years. Some of these fruits have become important earners of foreign exchange for some countries, e.g. Brazil, Ivory Coast, Kenya and the Philippines. Certain fruits which were virtually unknown on the world market at the beginning of the sixties are regularly offered now, e.g. mango, papaya, kiwi. However, if compared to the standard items of mass consumption such as citrus fruit, bananas and deciduous fruit, the volume of tropical fruits marketed is very small, but they present high value and high profit items. Because of the high incidence of transportation cost and trade margins, consumer prices of tropical fruits are usually relatively expensive. Market outlets are therefore still essentially confined to the higher income brackets of the premium markets of Western Europe, North America, Japan and Oceania and recently outlets have also opened in Middle Eastern countries. But consumption is spreading and outlets are growing rapidly. Some factors which have contributed to the steady expansion of trade in the past and which will also be important for further market penetration include:

- (i) Increased consumer familiarity with tropical products, due to: more extensive travel overseas; promotional marketing campaigns; immigrant populations initiating a market for the products.
- (ii) Higher standards of living increasing demand.
- (iii) Improved transport systems by air and sea.
- (iv) Increased technology enabling longer storage life and less waste.
- (v) A growing number of sales outlets outside the metropolitan areas.
- (vi) A need felt by some developing countries to broaden the spectrum of supplies and to diversify from traditional commodity markets.
- (vii) A more systematic and commercial approach to production and marketing of these products in the exporting countries.

This edited report will not deal with fresh *pineapples*, which are the most

(1) Edited version of an FAO paper.



Consumption is spreading and outlets are growing rapidly

important among the tropical fruits and are, followed, although at a much lower level of volume, by *avocado pears* and *mangoes*. Still smaller markets in terms of volume, but with high rates of growth, are constituted by *papaya*, *lychees*, *passion fruit* and *fresh limes*. These commodities are documented with different degrees of completeness and statistical information is more readily available for some, e.g. avocados, than for others. Nevertheless, for all commodities covered an attempt has been made to consider the present size of the market, the salient features and structure of international trade and prospects for future market growth.

Avocados

Avocado trees can be grown in all tropical and sub-tropical areas. In gen-

eral they require the same growing conditions as citrus fruit but with higher water requirements. Large scale commercial production of this crop is a rather recent (late 1940s) development. The major growing areas are the United States (California and Florida), Central and South America, the Mediterranean area, especially Israel, South Africa and Australia.

The cropping season is also similar to that of citrus fruit. In Israel the season starts in September and extends to April/May. California supplies the market the year round with the heaviest production in spring and summer, while in Florida the season is from late June to February. The season in South Africa runs from April to July. But both Israel and South Africa experiment to extend their respective supply periods.

Among the major commercial varieties in Israel, the United States and Africa are the very popular pear shaped Fuerte which is an early variety (in Israel it is marketed between November and February) and the Hass which is high and with a longer season (in the northern hemisphere available during spring and early summer). Other commercial varieties include the long shaped and smooth skinned Ettinger (in Israel on the market from September to early December) and the large and round Nabal (January to March).

Table 1 shows exports for selected countries. Data are incomplete since some countries do not show figures for avocado exports separately. In the short tradition of the international avocado market, Israel, which has pioneered this crop, is by far the leading exporter and dominates the market during the winter marketing period. South Africa, the other large supplier, ships avocados to Europe during the spring and summer. In recent years, under the pressure of a rapidly expanding production, notably in California, the United States has become a net exporter and been able to obtain a significant market share. There are also a number of minor but regular suppliers of the international market. These include several Latin American and Caribbean countries e.g. Martinique, Mexico, Guatemala, Dominican Republic, Peru and some African countries, especially Kenya, Ivory Coast and Cameroon. Spain is also an emerging exporter.

Table 2 shows imports, mainly to developed countries. It provides a more global picture of the size of the international avocado market, probably excluding only a small part of trade between developing countries, mainly in Latin America. France is by far the leading importer followed at a long distance by the United Kingdom. The two countries account for about 70% of total imports. They are also largely responsible for the fast increase in imports in recent years. With this outstanding importance it is clear that exporting countries have concentrated their promotional efforts on these two markets. In the last few years, however, demand for avocados in the smaller importing countries, especially in Europe, has also shown a tendency to grow. In the Federal Republic of Ger-

Table 1 — Avocado exports from selected countries

	1975	1980	1981	1982
	(tons)			
Cameroon	422	110	188	137
Ivory Coast	270	303	825	850
Kenya	NA	835	853	817
Dominican Republic	2 086	2 750	1 137	943
Guatemala	982	10 291	NA	NA
Martinique	747	317	14	2 136
Mexico	26	956	NA	NA
Peru	—	1 512	1 627	1 341
Venezuela	—	213	625	540
United States	NA	10 268	18 747	7 486
Spain	883 (1)	1 531	2 168	2 934
Israel	15 968	15 360	18 182	37 922
South Africa	6 326	10 400	10 000	12 000
Total of countries shown	27 710	54 846	54 366	67 106

(1) 1978.

Source: FAO (Statistics Division) and National Trade Returns.

many, for example, imports of avocados increased 52% in 1982 and again 44% in 1983. But the fact remains that consumption of avocados in Germany is only 6-7% of that in France.

Prospects for further growth of import demand are considered to be very favourable. This expectation is not only based on the fact of the very large differentials in consumption levels that exist between France and the United Kingdom on the one hand, and other European countries, Canada and Japan on the other. It is also sup-

ported by the sustained rates of increase of imports in recent years. Total imports doubled between 1975 and 1980. In 1981 they rose by 25% over 1980 and in 1982 the rate of increase was 22%. In 1983 market growth is likely to continue at similar rates because in France alone imports increased by 10 000 tons or 25% over those of 1982.

Mangoes

The mango is one of the most popular and characteristic fruits of the tropics.



Avocado picking in Kenya

These fruits "present high value and high profits"

Table 2 — Avocado: Imports

	1975	1980	1981	1982
	(tons)			
United States	NA	2 176	875	674
Canada	NA	4 635	7 185	6 480
Japan (1)	NA	479	976	784
EEC	21 565	35 505	44 051	57 000
Belgium-Luxembourg	501	969	1 055	1 205
Denmark	221	481	523	793
France	14 704	24 030	30 199	40 686
Germany, F.R.	1 297	1 612	1 816	2 755
Greece	NA	NA	NA	NA
Ireland	NA	298	235	241
Italy	—	275	357	525
Netherlands	511	1 277	1 586	1 485
United Kingdom	4 331	6 563	8 280	9 310

(1) Including mangosteens.

Source: FAO (Statistics Division) and National Trade Returns.

pics. India is by far the world's largest producer. With an output of over 8 million tons and many thousand varieties, mangoes are the most important native fruit in this country. Other large producers are Brazil, Mexico, Pakistan, the Philippines and Indonesia. However, since most of this production is for local consumption, the structure of the international market is very different. In general, the international market can be divided into two categories, the first which can be described as regional exchange and which in some cases serves also to supply an immigrant population with a traditionally used fruit. Imports are sometimes also used on the spot for making traditional ingredients of the diet such as chutney or pickles. This trade comprises a large part of the exports of India, Pakistan, the Philippines and Thailand to destinations in south east Asia, the Middle East and to the United Kingdom. Also the exchange between Mexico and the United States and in Central and South America falls within this category.

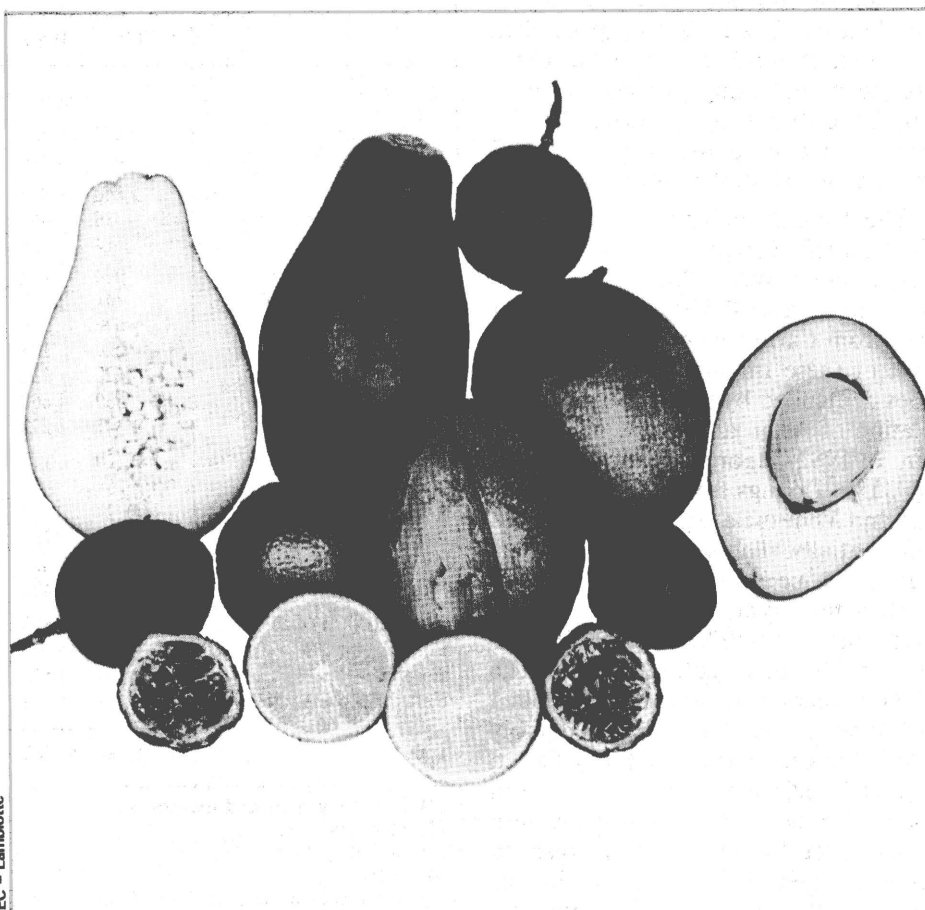
By contrast, the second segment of the international mango market is constituted by the luxury fruit trade in the developed countries of Europe and Japan. The two market segments are also clearly distinct in their import unit values. Unit values in the regional trade are significantly lower than those of the luxury trade which is mainly a reflection of the shorter travel distances and cheaper mode of transport.

Long distance shipments to the luxury market are all by air.

Table 3 shows annual exports of selected countries. The data are incomplete because statistics for a number of significant exporters including Peru, Venezuela, Mali and South Africa are

not available and for others data for 1982 are still lacking. By contrast, import statistics are probably somewhat inflated since in many countries other minor items such as guavas or mangosteens are recorded together with mangos. There may be also some amount of double counting because re-exports which play some role in certain countries, e.g. France and the Netherlands have not been eliminated.

In western Europe imports of mangos quadrupled between 1975 and 1982, from 3 000 tons to almost 12 000 tons and import values have quintupled from U.S. \$4 million to \$20 million. But, due to similar growth rates elsewhere, the share in the world import volume has remained constant at about 15% and 30% in the case of the trade values. Mangoes are supplied the year round by a large number of exporting countries but the quantities involved for each exporter are moderate to small (see table 5). The major reason for this is that the mango season in most producing countries is rather short, probably with the exception of Kenya and



A number of factors have contributed to the expansion of this sector.

DOSSIER

India which can supply over a longer period.

Generally speaking, the season for suppliers from the northern hemisphere is in the European spring and summer and that for southern hemisphere suppliers, the winter:

United States, Mexico	April-April
West Indies, Venezuela	April-July
India	April-August
Pakistan	June-August
West Africa	April-July
Kenya	January-April
	November-December
Egypt, Israel	August-October
Brazil	October-January
Peru	December-March
South Africa	December-March

As can be seen, some break still exists in the September-November period but some exporters such as Israel and Brazil are trying to fill this gap.

Table 5 lists the supplying countries to the EEC in order of magnitude for the years 1980-1982. The table indicates that there is no dominant exporter. Mali is the leading supplier but Mexico, Burkina Faso, Brazil and Peru are making rapid inroads into the EEC market. By contrast, the United States and South Africa are losing ground. In the latter country, which in the 1970s started a replanting programme with improved fibreless varieties, the decline was due to the impact of bad weather for several years in a row.

The leading importer in Europe is the United Kingdom, which draws about one fourth of its requirements from India and Pakistan and another part from Caribbean countries. A large part of these imports are green mangoes demanded by the immigrant population of Asian and West Indian origin. In 1982 imports advanced sharply by 35%. Takings from Mexico, Pakistan and Venezuela especially increased substantially. The second largest market in Europe is France where a major growth took place in 1983, with imports rising by 40%, approaching the level of United Kingdom imports. The French market is primarily supplied by West African exporters, notably Mali, Burkina Faso and Ivory Coast, although Mexico, Brazil and Peru have also been making inroads into this market. In 1983 a 50% increase in imports over 1982 occurred in the Federal Republic of Germany although the volume is still only one

fourth of that of the United Kingdom or France. Except the Netherlands, other markets in Europe receive much smaller quantities. Japan obtains its mangoes from Mexico and the Philippines.

Prospects for international mango trade appear rather bright. Import demand in the United States continues to grow rapidly. In other regional markets in South East Asia and the Middle East the trend is also clearly up-

Table 3 — Mango Exports

	1975	1980	1981	1982	1975	1980	1981	1982
	(metric tons)				(U.S. \$ 000s)			
Mexico	6 815	16 504	(17 000)		1 997	4 423	NA	
Haiti	1 108	3 229	4 500		204	1 060	1 500	
Dominican Republic	241	114	130	239	19	25	30	36
Jamaica	142	173	284		96	158	245	
St. Lucia	209	239	90		37	72	38	
St. Vincent	36	334	347		21	190	204	
Brazil	67	249	635	679	45	241	637	845
Ivory Coast	69	994	971		17	542	424	
Kenya	...	1 284	2 568		...	1 425	2 398	
Burkina Faso	1 633	2 116	2 862		252	294	533	

Other producers include Egypt, Israel, Pakistan, Philippines, India and Thailand whose exports totalled 31 800 tons in 1982.
Source: FAO (Statistics Division) and National Trade Returns.

Table 4 — Mango imports

	1975	1980	1981	1982	1975	1980	1981	1982
	(metric tons)				(US \$ 000s)			
United States	8 054	19 588	19 949	29 731	4 444	11 664	15 986	20 569
Japan	n.a.	1 216	1 573	1 362	n.a.	3 165	3 978	3 575
EEC (1)	2 840	8 897	8 504	10 337	3 183	16 944	15 281	19 191
Belgium-Luxembourg	86	460	529	498	126	890	893	792
Denmark	14	14	17	28	26	37	39	57
France (2)	603	2 268	2 535	2 900	706	4 125	4 283	4 626
Germany Fed. Rep.	231	968	742	746	315	1 953	1 310	1 559
Greece	n.a.	n.a.	10	6	n.a.	n.a.	21	17
Ireland	n.a.	103	15	111	n.a.	35	42	134
Italy	20	131	163	159	25	398	445	417
Netherlands	539	1 660	1 325	1 597	1 166	2 555	1 934	3 286
United Kingdom	1 347	3 293	3 168	4 292	819	6 951	6 314	8 303
Finland (5)	20	118	166	410	29	308	398	715
Norway (5)	54	72	86	141	64	185	194	254
Sweden	(4) 27	52	78	353	743	157	205	534
Austria (5)	n.a.	285	319	468	n.a.	559	525	595
Switzerland	71	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Western Europe	3 012	9 424	9 153	11 709	4 019	18 153	16 603	21 289
Hong Kong	5 032	12 807	8 420	9 606	1 969	6 846	4 612	6 757
Saudi Arabia	883	5 819	6 143	10 293	622	5 421	6 607	10 785
Singapore	—	3 555	1 367	3 639	—	1 882	1 283	2 736
United Arab Emirates	2 303	5 174	2 974	6 000	1 188	5 942	3 782	7 000
Total	(3) 19 284	57 583	49 579	72 340	(3) 12 242	53 073	52 851	72 711

(1) Includes guavas and mangosteen.
(2) Mangoes only.
(3) Excluding Japan.
(4) 1976.
(5) Includes avocados, guavas and mangosteen.
Source: FAO (Statistics Division) and National Trade Returns.

ward although annual fluctuations may occur around this upward trend. In Europe trade circles consider mangoes as a luxury and novelty fruit with excellent growth potential. However, in order to arrive at such goals a number of conditions must first be met.

The first problem is the supply of varieties that are attractive for the consumer, i.e. with excellent appearance and good eating quality, high sugar content, delicate fragrance, firm, fibreless flesh and a stone which presents only a small part of the total weight of the fruit. At present, the American red, violet/yellow varieties like Haden, Irwin, Keitt, Tommy Atkins, Kent, Ruby, Sensation and Zill meet these requirements and command a premium in the market. But the Julie, Amelie and Peach varieties which are grown in West Africa and the Alphonso, the finest Indian variety, are also considered as very attractive and have a good market potential. Exporting countries such as Brazil, Israel, Mexico, Peru, South Africa and countries and territories in the Caribbean have developed and are further developing mango plantations with these improved varieties. They will be able to supply in future an increasing amount of sizes and varieties of mangoes for which European consumers have expressed a preference. However this should not exclude other suppliers because European importers have expressed interest in other sources of supply which may even be as far away as the Philippines or Australia.

The mango fruit is very delicate and susceptible to decay. It must therefore be handled very carefully at all stages.

Another problem is that mangoes are still not well known in Europe. They belong to the category of tropical fruit that has to be brought to the knowledge of the consumer and the use of which has to be explained. Thus, there is a great need for promotion and consumer education through in-store demonstrations, especially on how to prepare mangoes, point of sale material, recipes, etc. Trade circles believe that once a wider number of European consumers have become acquainted with mangoes, they will become regular buyers of this fruit.

Apart from consumer familiarity, a very important factor is also price. Be-

Table 5 — Imports of fresh mangoes (and guavas and mangosteens) into the EEC by countries of origin and ranked in order of market importance

1980		1981		1982	
	(tons)		(tons)		(tons)
1. United States	1 034	1. Mali	920	1. Mali	1 417
2. Mali	1 002	2. United States	860	2. Mexico	1 213
3. South Africa	768	3. Kenya	810	3. Burkina Faso	1 167
4. Kenya	700	4. Peru	747	4. Peru	592
5. India	628	5. Burkina Faso	602	6. Brazil	586
6. Mexico	593	6. Mexico	430	6. Pakistan	574
7. Venezuela	582	7. Brazil	423	7. Kenya	472
8. Ivory Coast	302	8. India	412	8. India	470
9. Brazil	257	9. Israel	395	9. Venezuela	436
10. Peru	250	10. Pakistan	342	10. United States	411
11. Pakistan	214	11. Venezuela	332	11. Israel	394
12. Burkina Faso	214	12. South Africa	303	12. Senegal	237
13. Israel	193	13. Ivory Coast	187	13. South Africa	194
14. Senegal	181	14. Senegal	143	14. Guinea	173
15. St. Vincent	158	15. Jamaica	103	15. St. Lucia	84
16. St. Lucia	128	16. Guinea	87	16. Thailand	78
17. Jamaica	110			17. Jamaica	77
18. Congo	80			18. Egypt	38
19. Egypt	71				

Source: Statistical Office of the European Communities: analytical Tables of Foreign Trade, NIMEXE, several volumes.

cause of their perishability and because they do not store well, mangoes are air-freighted and the high cost of air transport adds considerably to the price at which they can be offered. At such price levels mangoes are not likely to become an item of mass consumption. But if a breakthrough occurs in transport technique towards containerized sea transport, this would allow a shift away from expensive air-freight and a cut in prices which might lead to a considerable expansion of the market.

Papaya

The papaya tree is very prolific and fast growing; it can easily be propagated by seed. Papaya trees thrive generally under the same growing conditions as bananas. They are widely grown throughout the tropical regions of the world and the papaya fruit plays a large role in the indigenous diet. In addition to being consumed fresh, e.g. as a breakfast fruit or boiled and steamed as a vegetable, the papaya is also used as a source of the enzyme papain, which has an application in the brewing industry, in the manufacture of chewing gum and toothpaste and medicinally as a digestant. Most of the production takes place in scattered small plantings of unselected

varieties which bear large sized fruits (of 1 kg or more) for local consumption but production statistics are in most cases nonexistent. By contrast the demand for export supplies is for smaller sized fruit weighing between 250 and 400 grams from selected varieties of the Solo type. Larger sized fruit would be too expensive at the retail level.

The international market for papayas is extremely small and difficult to monitor because only a few countries show trade statistics for papayas separately.

In the EEC, papaya imports are rising rapidly but the total volume is very small, still less than 1 000 tons. The main supplier is Brazil which has succeeded in building up a market for its Amazon Red papayas, which are sweet, with juicy flesh of red colour. Brazil supplies all the year round and has expanded its market share in the EEC between 1980 and 1982 from 40 to over 70%. Production of Amazon Red papayas for export is expanding rapidly in Brazil and this might lead to a further squeeze of supplies from other sources which are mainly the United States, Ivory Coast, Kenya and South Africa which all produce papayas of the Solo type. The United

Table 6 — Papayas: exports from and imports into selected countries

	1975	1980	1981	1982
	(metric tons)			
<i>Exports</i>				
Malaysia	n.a.	6 548	n.a.	9 494
Philippines	—	—	1 777	300
Thailand	—	5 332	9 575	12 444
United States	—	—	4 424	4 068
<i>Imports</i>				
United States	197	705	60	1 034
Japan	n.a.	2 538	3 267	2 983
EEC	(1) 143	614	741	863
Belgium-Luxembourg	17	128	74	81
Denmark	8	5	4	3
France	62	139	190	218
Germany Fed. Rep.	39	138	132	130
Ireland	—	—	—	1
Italy	4	57	51	64
United Kingdom	10	95	220	300
Hong Kong	n.a.	1 783	2 780	3 050
Singapore	n.a.	6 737	5 542	4 379

(1) 1976.

Source: FAO (Statistics Division) and National Trade Returns.

Kingdom and France are the leading importers in Europe.

Although papaya imports in Europe are likely to increase further, the opinion about the growth potential of this fruit and thus of future import requirements is not uniform. Because of the perishability of papayas, sea transport is excluded and the expensive air-freight (U.S. \$ 1.10 per kilogram from Brazil) makes them a high price item. Papayas are in strong competition with melons, which many consumers find similar. Consumers also find it difficult to determine the degree of ripeness and thus the best point for consumption. Certain trade circles believe therefore that papayas are likely to remain of limited appeal on European markets. Others, however, are of the opinion that because of the delicious flavour and versatility of use, e.g. as fresh fruit or as addition to drinks, desserts, fruit salads, as well as garnishes, demand could be increased with growing acquaintance of this fruit by consumers, and that there could be a considerable expansion of import requirements in the coming years.

Minor tropical fruits

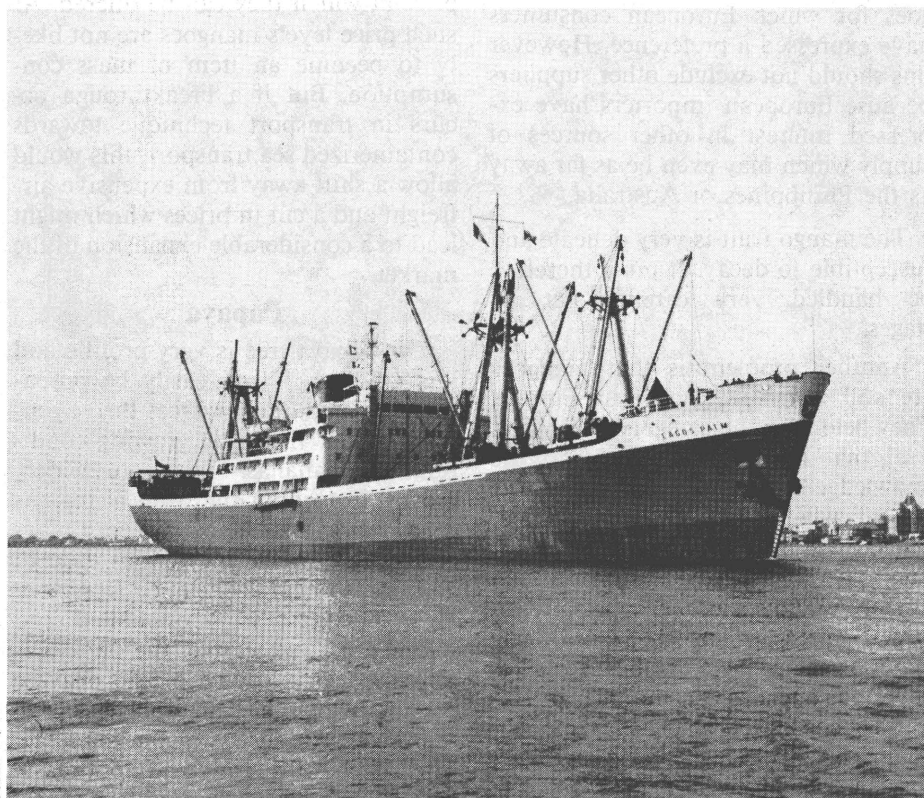
Passion fruit, lychee, and lime are the minor tropical fruits covered in

this report. Their markets are as yet very small but hold promise for growth. Because of the small volumes traded, trade returns do not usually

show data for these items separately. For all of these items a larger volume of them is traded in processed form than in fresh, but with the tendency in the high income developed countries to show increasing interest for innovative food varieties and new tastes, trade circles consider that these minor tropical fruits of today have a considerable market potential as more consumers come to know them.

The **passion fruit** (*Passiflora edulis* L.) grows on climbing vines. Botanically the fruit is a berry covered by a thick and coarse skin. The fruit, weighing from 30 to 60 grams, is oval, sometimes round, and has a length of 35-50 mm. The flesh contains black seeds which are surrounded by fruit juice and pulp. The juice has a distinct strong flavour and a high acid content comparable only to lemon juice.

International trade in fresh passion fruit is small in volume but growing rapidly. Precise statistics are not available since very few countries only provide separate data for passion fruit exports or imports. Europe seems to be the main market but Japan, Canada and the United States are also recorded as destinations in export statistics. In the latter country imports are mainly to replace the declining sup-



Ocean T+TL

Despite the perishability problem, lychees can also be transported by sea in refrigerated vessels

Table 7 — Imports of papayas into the EEC by country of origin

	1980		1981		1982	
	tons	%	tons	%	tons	%
Ivory Coast	104	17	68	9	n.a.	—
United States	147	24	107	14	n.a.	—
Brazil	237	39	436	59	621	72
Others	126	21	130	18	242	28
Total	614	100	741	100	863	100

Source: Statistical Office of the European Communities: Analytical Tables of Foreign Trade, NIMEXE 1980, 1981, 1982.

plies from Hawaii. It was estimated that EEC imports in 1982 amounted to 300 to 400 tons⁽¹⁾. Of this total, the United Kingdom took the major share with about 160 tons, followed by France with almost 130 tons. The main supplier of the European market is Kenya. Passion fruit from Kenya are supplied the year round and exports to the EEC rose from 247 tons in 1980 to 301 tons in 1982. In 1979 Kenyan exports amounted to only 135 tons. Kenya exports both the purple and the yellow varieties while other suppliers such as Brazil and Ivory Coast export only the yellow variety, which is more acid and larger and has a shorter shelf life than the purple one. Very limited quantities are also received from Cameroon, Senegal, South Africa, New Zealand and China (Taiwan). In the European Economic Community, ACP exporters, e.g. Kenya, Ivory Coast, Cameroon, Senegal, enjoy a customs preference of 5% ad valorem over other developing country suppliers and of 12% over developed country suppliers. New Zealand, which is a small exporter, has its main outlets in the United States, Canada and Japan.

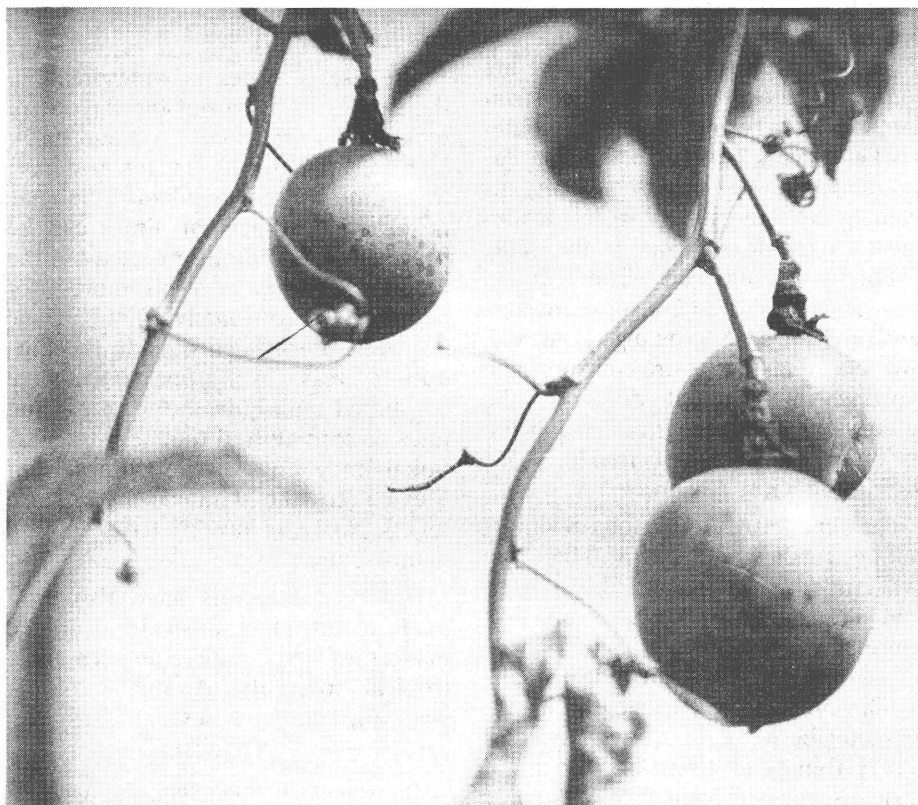
Although the market for fresh passion fruit is growing, views about market prospects are not uniform. Some importers in Europe consider that passion fruit have a bright future because of their unique flavour and versatility which constitute a true innovation for the consumer in temperate climates. Others are less optimistic about the growth potential of this fruit because

of several inconveniences. Consumer prices of passion fruit are very high, the fruit is externally unattractive and the large number of seeds tends to put many prospective consumers off. Also, unlike in the case of mangoes or papayas, there is no specific consumers' group for whom passion fruit would be a traditional part of the diet and who would therefore buy and consume them regularly. Most consumers buy passion fruit casually and there is not yet a consistent demand.

The **lychee** is native to southern China. From there it spread to other

parts of South East Asia, Africa and the western hemisphere. Today commercial production takes place mainly in China, Taiwan, India, Madagascar and South Africa though various other countries produce on a smaller scale, including Australia, Brazil, Jamaica, Japan, Israel, Mauritius, Reunion and the United States. Lychees grow on an evergreen tree which bears fruit after about 5 years. The lychee tree has a high requirement for moisture and water and does not like too hot temperatures. Yields of fully mature trees vary between 80 and 250 kg. The individual fruits are approximately the size of plums with a shell-like, warty skin. Inside is pearly white, jelly-like flesh surrounding a dark brown seed. The flesh is sweet with a faint taste of acid. If kept cool, lychees have a shelf life of 3 to 4 weeks.

In Europe, lychees originating in Asia are predominantly offered in processed form, mainly canned in syrup. Madagascar and South Africa are Europe's main suppliers of fresh lychees. Other sources are Mauritius and Reunion but with limited volumes. Madagascar has succeeded in expanding exports from 120 tons in 1978 to over 400 tons in 1983. The principal market is France where the lychees go by



Passion fruit on a branch. A "luxury" product which most consumers still buy casually

(1) COLEACP: Study of tropical fruit and off-season vegetables on the European market. Working Document, October 1983.

air, to be marketed within a few days of harvesting. The main season is between mid-November and Christmas. In the EEC Madagascar gains considerable advantage through a preferential zero tariff rate as an ACP country, while South Africa has to pay the full rate of 11% ad valorem. Its exports have risen and the largest volume reached so far was in 1982/83 with 1 085 tons. Despite the perishability problem, lychees are also transported by sea in refrigerated vessels or containers especially during the main part of the season after Christmas. The marketing season spreads over a longer period from late November to early March.

A particular trend cannot be observed in prices quoted in three of the most important European markets during the seasons 1981/82 to 1983/84, but despite the increase in volume, prices were well maintained. It seems that prices obtained depend more on the quality, colouring, conservation and presentation of individual lots offered than on origin or mode of transport. South Africa offers fruit in packs of 2 and 4 kilograms which are apparently more appreciated than the less attractive 5 kilogram packs offered by Madagascar. In addition, exports from Madagascar encounter difficulties sometimes because the air-freight connections of the country are concentrated on Paris from where fruit has then to be re-shipped to other market places. This operation can entail a decline in quality of this extremely delicate fruit. Prospects for lychees are considered good in the trade. There is a trend away from canned lychees to fresh and consumer awareness in Europe is growing. However, two related problems are confronting a growing international demand: the selling season is very limited, and the provision of sufficient freight space during the short season.

The **lime** (*citrus auratifolia* Swingle) belongs to the genus *citrus*. There are two kinds, the sweet and the sour or acid lime but only the latter one has commercial significance. Limes grow on a dwarf tree. The fruit is also smaller than most other citrus fruits with a diameter between 45 and 60 mm and a very thin skin. There are two main varieties, the Mexican, West Indian or Key lime with small round to oval fruit and a dark green peel and the

Tahitian or Persian lime which bears somewhat larger, seedless and juicier but slightly less acid fruit. The Tahitian lime is the main commercial variety. The lime tree is one of the least hardy of the citrus species and its cultivation is therefore mainly limited to tropical areas or sub-tropical zones which are absolutely frost free. The Tahitian lime is also not tolerant of drought and irrigation is necessary in areas with a dry season.

Mexico and Brazil are the largest producers of limes but Egypt and the United States (Florida) also produce substantial quantities. Considerable plantings of Tahitian lime have also been made within the Cuban citrus programme and production in this country should gradually increase. Smaller volumes, of one to several thousand tons, are produced by almost all Caribbean islands, Central America, Ecuador, in various West African countries such as Cameroon, Ghana, Gambia, Ivory Coast, Mali, Senegal, Burkina Faso as well as in Kenya and Tanzania in East Africa. Precise statistical data are not available for most countries but a recent study⁽¹⁾ estimates that the total production of limes might be over one million tons and that the Tahitian lime might account for a little more than 35% of this total.

The use of limes is widespread in the tropics to bring out the flavour of most foods, particularly fish and meat, in refreshing drinks or, for instance, fresh lime is used to enhance the taste of papayas. In general, limes can be used wherever lemons are used but the flavour of limes is a bit more pronounced. Traditionally, limes have not been used much outside the producing areas. In Europe limes were consumed mainly in the form of lime juice or cordials and the main international trade flow of fresh limes from Mexico to the United States also serves partly as raw material for the manufacture of lime juice.

However, attempts have also been made to introduce fresh limes on the market of temperate countries as a tropical speciality. A small volume was imported by several European

countries from a number of sources. The largest importer is France, followed by the Netherlands⁽²⁾. The main suppliers were Brazil and the United States. Other exporters included Cuba, Haiti, Honduras, Kenya, Mali, Mexico, Burkina Faso. In order to maintain the image of a tropical speciality and in particular the greenish colour of the peel (which turns yellow if the fruit becomes over ripe), lime exports have been shipped by air. This has caused prices to remain high (several times the price of lemons) and the market narrow. In Europe, but also in North America, limes represent only a fraction of the market for lemons.

Without the occurrence of new events, the European market for fresh limes might have continued as in the past, i.e. as a speciality market for a small though increasing volume of high priced fruit supplied by the current supply sources. However, the developments in the French Overseas Departments Guadeloupe, Martinique and Guyana are likely to change this picture drastically. In the late 1970s limes were considered a suitable alternative to traditional export crops and an ambitious lime growing programme was adopted in all three departments. Most progress has been made so far by Martinique where a fruit diversification plan envisaged the planting in five years starting in June 1979, of 1 000 ha of Tahitian lime. Exports commenced in 1981 with 30 tons but rose in 1982 to 492 tons and in 1983 to over 1 000 tons. In Guadeloupe the planting target by 1984 was 700 ha and in Guyana by 1985 about 1 000 ha, all of Tahitian lime. If these planting targets are met, this would mean that by the mid-1980s there could be about 6 000-7 000 tons of export availabilities and around 1990, even more than 30 000 tons, rising to over 40 000 tons by the mid 1990s.

An overview of the trade policies of countries importing tropical fruits is given in Table 8. ○

(2) It is difficult to obtain precise data on the volume of imports because lime imports may either be included under lemons or, as on the EEC, they are recorded together with other citrus items under the heading 08.02.90: Citrus Fruit other than oranges, mandarins and hybrids, lemons and grapefruit. But a comparison with export statistics shows that the volume is small anyway.

(1) Commission of the European Communities: Agricultural Studies: Situation of the lime market—World and European Community. August 1982.

**Table 8 — Post-Tokyo Round tariff rates on fresh tropical fruits
(ex CCCN headings 0801, 0809 (1) and 0802)**

	Avocados		Mangoes		Papaya		Passion fruit		Lychees		Limes	
United States	6c/lb	(equivalent 62% ad val)	3,75 c/lb GSP 0 for Nov-Apr		8,5%		3,4% GSP 0		3,4% GSP 0		1 c/lb	
Japan	6%	GSP 4% LLDC 0	6%	GSP 4%	4%	B	10% (temp rate)		10% (temp rate)		10%	
EEC	8%	GSP 6% ACP LLDC } 0	6%	GSP 4% ACP 0	3%	GSP ACP LLDC } 0	12% GSP 5% ACP 0		11% GSP 6% ACP 0		16% GSP 9,6% ACP 0	
Austria	2%	GSP 0	2%	GSP 0	S.0,10/kg	GSP 0	S.0,10/kg	GSP 0	S.0,10/kg	GSP 0	0	
Switzerland	Sw.Fr. 0,075/kg GSP 0		Sw.Fr. 0,075/kg GSP 0		Sw.Fr. 0,05/kg GSP 0		Sw.Fr. 0,05/kg GSP 0		Sw.Fr. 0,05/kg GSP 0		Sw.Fr. 3/100 kg	
Canada	0	B	0	B	0		0		0		0	
Finland	0	B	0	B	0	B	0	B	0	B	2%	
Sweden	0	B	0	B	0	B	0	B	0	B	0	
Norway	Nkr. 0,2/kg GSP 0		Nkr. 0,2/kg GSP 0		Nkr. 0,6/kg GSP 0		Nkr. 0,6/kg GSP 0		Nkr. 0,6/kg GSP 0		Nkr. 1,33 100/kg	
Australia	0+2% fiscal duty GSP 0		0+2% fiscal duty GSP 0		0+2% fiscal duty GSP 0		0+2% fiscal duty GSP 0		0 B		nb.a.	
New Zealand	0	B	0	B	0	B	0	B	0	B	0	

(1) The EEC classifies papayas and passion fruit under heading 0808.

Sources: GATT: COM. LTD D/W/352 of 11 November 1981: Tropical fruits and nuts and products thereof Various issues of the Official Journal of the European Communities.

0 = duty rate zero. B = bound. QR = Quantitative Restrictions.



Photo : Editions Isle de France, Mauritius

*"The lychee tree has a high requirement for moisture".
Lychee tree in Mauritius.*



Photo : PUBLINIC

The Tahitian, or Persian lime is the main commercial variety.

COLEACP—Liaison between the professionals

by Catherine GUICHARD (*)

COLEACP—the liaison committee for the promotion of tropical fruits and off-season vegetables from ACP States—is a professional organization that liaises between ACP sellers and EEC importers of off-season tropical fruits and vegetables. It was set up after the meetings the EEC ran at trade fairs and other international events in Marseilles, Milan, Munich and Paris in 1971 and 1972, and came into official existence on 11 May 1973.

The membership, now more than 100 strong, includes:

- representatives of ACP producers;
- importers in the Member States of the EEC who specialize in off-season tropical fruit and vegetables;
- sea and air freight companies and transport agents;
- representatives of official bodies and research institutes specializing in agricultural research and the techniques of producing and packaging the produce in question.

In addition to the General Assembly, which meets once a year, and the Administrative Board, on which ACP producers and EEC importers are equally represented, the Committee has a permanent body, the General Delegation, which is sited at the Rungis international market, and a Promotion Committee, which devises trade promotion programmes, in agreement with people on the production and commercial side, and monitors the way they are run. So there is professional consultation between ACP sellers and EEC buyers at all levels of the Committee.

One of the first things the Committee did, in 1975, was to run a 300-day mango promotion campaign with financial help from the EEC. Although this was an immediate success with the public, the producing countries were unable to keep pace with the increase in demand it generated, so, before embarking on any further programmes, the EEC invited COLEACP to run a large-scale survey in the ACP countries to assess real production po-

tential, ensure that technical assistance and the facilities needed to export high-quality produce were available on the spot and to organize a producers-importers information system to keep production permanently in line with the demand of the European market.

A survey of the African ACPs was completed in 1978, providing the EEC with a general report comprising:

1. a study of the European market produced after an importers' meeting in Brussels on 20 April 1977;
2. a report on production, setting out objective targets for African production and laying down a programme of technical assistance for the producers;
3. a multi-annual trade promotion programme currently being run with EEC help.

Information from and for producers and importers comes out in a monthly bulletin that describes the state of production and gives news of the markets so that trade promotion programmes can be based on realistic ideas of supply.

I. Trade promotion

The multi-annual trade promotion programme that the EEC and the ACP group approved in February 1978 provided for 600 promotion schemes to

be run in the Community every year of the three-year period 1979-81. When it came to an end, a second three year programme began in 1982, whereby an annual 1000 publicity schemes were run in the main towns of the Community every year. The third three-year programme, begun this year, will be an opportunity to increase the number of days' promotion financed by the EEC to 1500.

As things stand, the EEC's financial contribution covers 50% of promotion costs and the other 50% is paid by the members of COLEACP, as follows:

- The producers supply free samples for tasting.
- The air freighters transport these products free of charge.
- The importers provide their services (also free of charge).

This is a good example of co-operation in the profession and people in other fields would do well to follow it.

This co-operation, which is achieved within the framework of a multi-annual trade promotion programme that gets financial help from the EEC, does not, of course, rule out individual schemes being run solely by people from the profession who join forces without Community assistance.

Generally speaking, these promo-



Commercial training programme organized by COLEACP

(*) Executive Secretary General of COLEACP.

tion days are run through chain stores, so that a wide public can be reached. The shops are given the samples they need for tasting and advertising material to decorate the stalls (posters, banners, presentation stands etc.) and hand-outs to the public (recipe-cards etc.) while COLEACP also reimburses the cost of demonstration staff to the members responsible for implementing the distribution side of the programme.

The results of these combined schemes are extremely encouraging where products are produced in large quantities. This is the case with, for example, mangoes, where there has been a noticeable increase in the tonnages marketed, bringing the total (all countries of origin, all European markets) up to more than 12 000 tonnes (it was only 5 925 t in 1978), more than 40% of it from the ACP group.

For Malian mangoes alone, the spring 1979 promotion campaign increased consumption by 85% in Germany, where the fruit was very little known, and by 30% in France.

The inadequate supplies of other products, such as papaya, limes, passion fruit and lychees, have prevented full benefit being reaped from the promotion schemes and have precluded the possibility of attracting a wider public on a lasting basis. COLEACP is now working on mobilizing surpluses at the places of production by providing the technical and commercial assistance that is still required.

II. Producer-importer information

The very favourable results obtained with trade promotion and, as a consequence, with the development of ACP exports to markets in the EEC have highlighted the need for COLEACP to develop information from and for the producers and the importers.

A first scheme, which we have already mentioned, involves the publication of a monthly bulletin in two languages which synthesizes information on ACP production and European markets, provides a link between members of the Committee and prints constantly updated facts about all relevant issues—marketing, the techniques of production, packaging and processing, trends in transport, me-

dium-term prospects for fruit and vegetable production; trends in Community regulations and so on. This publication is distributed regularly to 500 French- and English-speaking readers in countries of the ACP group and the EEC.

But the producers needed immediate information on the conditions of sale of their products on the European markets and on daily trends in competition, so COLEACP had to set up a data treatment-distribution unit.

The COLEACP commercial data bank began operating in early November 1981, telexing:

- details of prices on the European markets and on the importers' needs (quantity and quality) in the short and the medium term to ACP producers every week;
- details of trends in the ACP supply of fruit and vegetables (export planning, progress with crops and harvests etc.), in return, to EEC importers every fortnight.

Obviously, telexes are sent to the appropriate people in the profession immediately anything occurs that may alter ACP supply or EEC demand.

This means the ACP exporters now have a very precise means of gearing their consignments to actual demand in Europe and the European importers can now each adopt a proper commercial policy to the exporters. This should make for practical enlargement of the European market outlets for ACP fruit and vegetables.

What really counts in an operation of this kind is the reliability of the information provided, so it is important for the body providing it to have a representative on all the major markets involved and to provide rigorous back-up for those representatives. This is exactly what COLEACP does. It has permanent representation on the biggest European wholesale market, the one in Rungis, and it is directly represented by the importers who belong to it at all the other major markets of the Community.

III. Technical and commercial assistance in the producing countries

COLEACP has done a great deal since 1980 to extend its influence in both the Community and the ACP group.

The first COLEACP scheme was undertaken within the framework of technical assistance provided for Caribbean countries when the information mission, which the Committee ran at the request of the EEC Development Directorate-General, went out in February 1981. In addition to analysing the situation in these countries and making recommendations on action to be taken as a result, the mission:

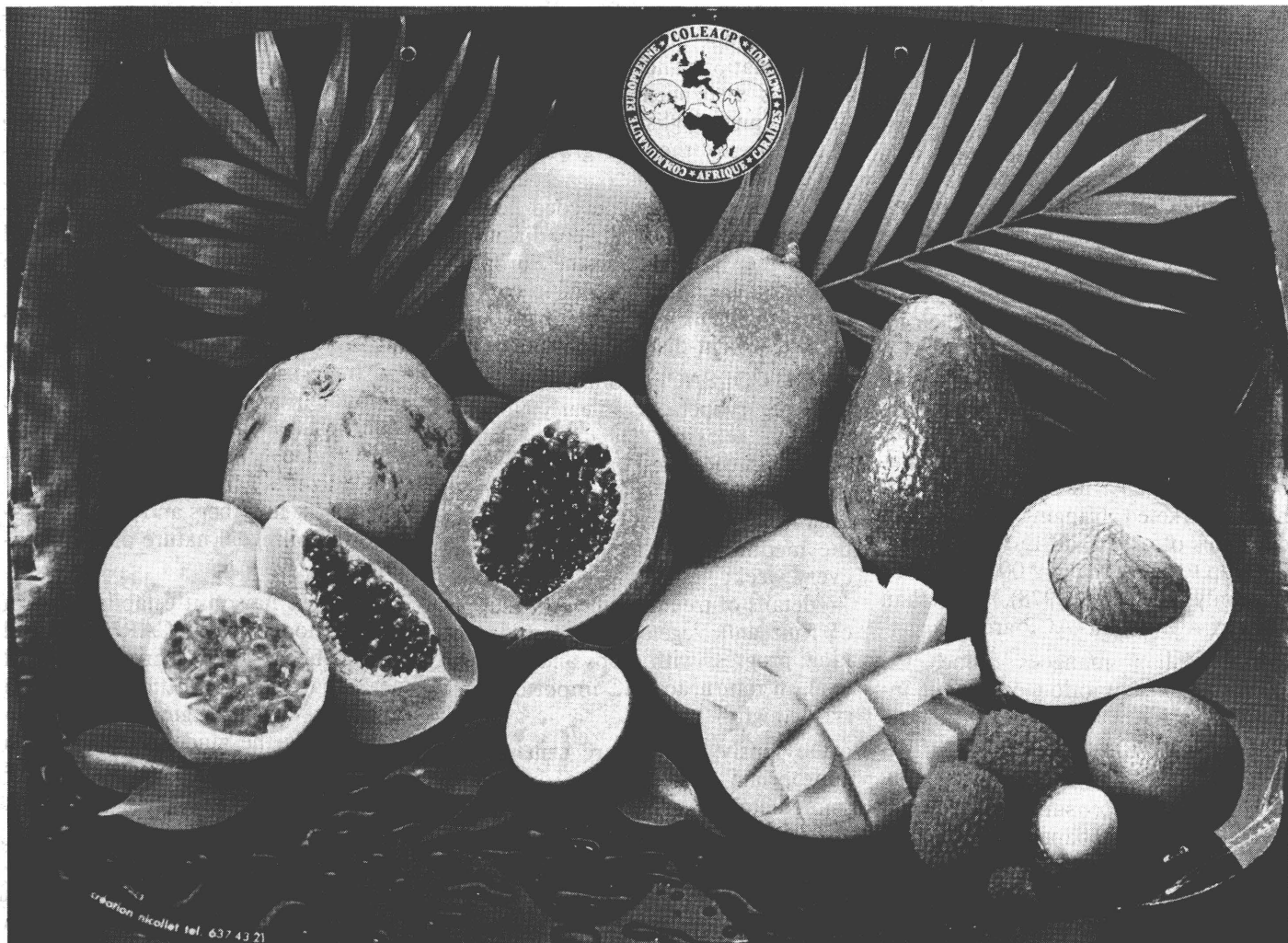
- publicized the work the Committee did in producer-importer information and trade promotion;
- made new trade contacts in the countries visited;
- extended the Committee's audience to the Caribbean;
- got new members and thus emphasized the bilingual nature of the Committee.

The close liaison it established with organizations such as CARICOM and the Caribbean Food Corporation will mean that the Committee's work can in future have a regional dimension that reflects the guidelines laid down by the EEC's Development Directorate-General.

After the mission to the Caribbean, the EEC agreed to COLEACP's request to run a special trade promotion programme for Caribbean products in Europe and Canada in 1982. In May of that year, the Committee also ran a technical seminar in the Caribbean and the French, British and Dutch West Indies with a view to introducing and spreading the new kinds of fruit the European consumer wanted and telling people about the sort of quantity and quality the importers were looking for.

This first COLEACP seminar in this part of the world was a great success in terms of the level of the discussions and the number of participants—140 people came from seven countries in Europe, 11 in the Caribbean, two in Africa and nine in America (Mexico, Canada, the USA etc.).

Discussions during the seminar ultimately led to the production of a technical assistance programme for Caribbean producers, who would be provided with a team of specialists to develop the experimental orchards and nurseries needed to introduce and reproduce the sorts of fruit and vegetables the European and American importers wanted and with experts in



The COLEACP symbol

packaging, wrapping, storage and transport.

This proposal (EEC order no. 29263 of 29 December 1983) involves ECU 248 370, which is in addition to the ongoing three-year programme.

It was also decided to get the European importers to take selected middle and upper management staff from Caribbean export firms as commercial trainees so as to introduce them to the techniques of marketing in Europe and familiarize them with the sort of quality the buyers wanted.

A proposal along these lines was made in Article 21(b) of Lomé II (basic training, management training and vocational training of technicians in fields related to the development and promotion of national and international trade).

The second technical assistance mission, for countries in eastern Africa and the Indian Ocean, was to Nairobi

on 28 October to 4 November 1983 (order no. 12465 of 1 June 1983). About 100 people from 18 producing countries in Africa and the Indian Ocean and seven importing countries of Europe and North America attended.

The most immediate results of this mission were, obviously, the establishment of new trade links between producers and importers. But the resolutions it voted are particularly significant, since they stress the need to develop trade within the ACP group and to seek new outlets outside the EEC, especially in the Middle East, the Indian Ocean, North America and Western Europe.

COLEACP has undertaken to apply these resolutions by running a specific technical assistance mission for the ACP countries concerned. Particular attention should be paid to this mission, which should, initially:

— compare the import requirements

and export possibilities of each ACP country in the region with a view to both developing trade and achieving greater self-sufficiency in food within the ACP group;

— identify new outlets outside the EEC for ACP products in countries of the Middle East, the Indian Ocean and North America, with a view to improving export earnings;

— alongside this, analyse the situation as far as existing air and sea transport is concerned and decide what infrastructure is required to make this regional co-operation possible;

— run trade missions to external markets for the benefit of ACP producers and exporters.

A proposal has been made along these lines pursuant to Article 91(4) of the second Lomé Convention (encouraging regional co-operation in the ACP States).

The last technical assistance scheme in the Commission's multi-annual

programme of March 1981 (Vth EDF regional schemes, ECU 100 000) was a technical assistance mission to the countries of central Africa.

It went out to Cameroon in 1984, with aims similar to those fixed for the two previous missions to the Caribbean (1982) and eastern Africa (1983).

The idea was to look to the spirit of Lomé in pursuing:

- the development of co-operation between economic operators in the Member States of the EEC and the countries of the ACP Group, i.e. between, in this case, European importers and African producers;
- the quest for greater self-sufficiency in food in the ACP Group through the development of regional trade;
- the exploitation of market and marketing studies produced by COLEACP;
- better collection and distribution of the commercial data processed by the COLEACP commercial data bank.

The next technical assistance mission on COLEACP's agenda is to Dakar in November this year. This mission will be in the form of meetings between people from the profession in both the EEC and the ACP Group and these will be followed, as they were at Nairobi, by a COLEACP General Assembly. These meetings, which will be preceded by two preparatory meetings in Dakar and Rungis, will be primarily concerned with the problems of transporting products and actually putting them on the market, as these are the things that are holding back the expansion of off-season tropical fruit and vegetable exports to the European consumer markets at the moment.

Conclusions and results

COLEACP's work all comes under the heading of trade promotion, but, as we have seen, it involves three separate kinds of activity—trade promotion in the strict sense of the term, trade information and technical-commercial assistance for the producers. We have mentioned the particular results obtained under each of these headings, but a general idea of the overall results of COLEACP's efforts can only be derived from a comparison of the original economic objec-



The commercial data bank ensures that producers have up-to-date information on market conditions.

tives and the increase in the volume and value of the exports made from the producing ACPs to the importing countries of the EEC.

Compared with the export potential recorded in 1977, the latest results for tropical fruits show that the tonnages exported to the EEC markets from the ACP countries have doubled in five years. Value has increased threefold, a 60% per annum jump which is far in excess of the average rate of inflation in Europe.

Although the increase in the volume of vegetables exported from the ACP group has stayed the same throughout this five-year period, there has been an increase in value of 63%, an annual growth rate higher than the average rate of inflation (12.5% as opposed to 10%).

This clearly shows that the original production and export programmes have been gradually modified to take account of market requirements—something which the commercial data bank could not fail to underline.

This constant adjustment of supply

to demand is thanks to the progress COLEACP has made with producer-importer information.

The combination of trade promotion schemes, trade information and technical assistance has made it possible to adapt ACP production to market requirements more quickly and to bring about a salutary diversification of exportable products in the original programmes.

This speed of adaptation has led to a doubling of high-profit exports such as green beans, which have taken the place of products which could not withstand the soaring price of air freight attendant on the second oil shock (aubergines and peppers) or the competition from countries of the Mediterranean such as Morocco and Israel (tomatoes).

The most significant result, overall, is the increase in the general turnover. This figure, 85% in five years, represented an inflow of foreign exchange of ECU 42 692 000 in 1981 (this does not include pineapples), as against ECU 22 867 000 in 1976. o

C.G.

“The tropical fruit market in Europe is not a marginal one”,

says Mr Libert Bou,
Delegat General of COLEACP

COLEACP is the central knot, tying together ACP exporters and European importers, linking the Malian farmer with the Danish housewife in a trade the importance of which is growing. COLEACP's Delegat General is Mr Libert Bou, who has at his fingertips all the commercial and administrative aspects of this market. He was, for ten years, President of the Paris-Rungis produce market and, before that, a senior official of the French government, during which time he was an assistant to Jean Monnet. During this period he helped to prepare those parts of the Treaty of Rome dealing with agriculture. In this interview, The Courier attempts to derive benefit from his vast experience.

► *Can you explain how the Committee started?*

— COLEACP, was set up 12 years ago as part of the EEC's regional action under the Development Directorate-General. It used to be called COLEAMA (the Committee for liaison on the promotion of tropical off-season fruits and vegetables from the countries of Africa and Madagascar). It combines people from the trade who are directly involved in marketing tropical fruit and vegetables from the ACPs on the European markets—European importers, producers and exporters from the ACPs, transporters and transport agents and representatives of various public and private bodies that specialize in the production and marketing of these products. As soon as it was formed back in 1973, it got support from the EEC and local authorities in the ACP Group.

COLEACP now has a membership of about 100, with equal representation of European and ACP operators, plus 80 correspondents and 120 subscribers to its periodicals. These members pay something like BFRs 2 million in subscriptions, dues and other payments every year. It is, in this respect, a fine example of economic cooperation in line with the recommendations of the Yaoundé Convention, now embodied in Lomé. All

these agreements have stressed the need to improve co-operation between the economic operators of the Community and the ACPs and have provided for the creation of liaison structures that would encourage this. There is no doubt that COLEACP is the sort of structure that can ensure closer and more constant links and greater understanding between importers and exporters.

The exemplary nature of COLEACP as a professional economic cooperation organization was stressed by Claude Cheysson, then Development and Cooperation Commissioner, at the EEC-ACP meetings in Marseilles in 1982.

With EEC support behind it, COLEACP has run a vast programme of economic cooperation between European importers and ACP producers.

The programme is in three parts:

- trade promotion of off-season tropical fruit and vegetables from the ACP group;
- information from and for producers and importers via a commercial data bank;
- technical assistance missions to western Africa, to eastern Africa and the Indian Ocean and to the Caribbean.

► *What is the accession procedure*



Mr Libert Bou: “It is to be hoped that, in the future, people in the trade will take an increasing part in the financing of COLEACP's trade promotion schemes”

for a new ACP country that is interested in the tropical fruit market?

— Any ACP country can call on COLEACP's services and get:

- technical assistance from its experts with developing the production and export of fruit and vegetables;
- trade information from the COLEACP commercial data bank's telexes and the monthly information bulletin;
- trade promotion schemes for off-season tropical fruit and vegetables;
- advanced commercial courses for cadres from ACP firms exporting horticultural products.

Applications for COLEACP assistance for a particular ACP country can be made direct to the Committee, which will then refer them to the EEC Commission, or to the Commission Delegat in the country in question.

Private or public ACP companies and bodies involved in the production or marketing of horticultural products may become members of COLEACP after approval by the General Assembly. Members pay an admission fee and an annual subscription.

► *What is the potential for development of the tropical fruit market like, particularly for the ACP countries, as it seems, at first sight, only to be a marginal market?*

— The tropical fruit market in the EEC is not a marginal one if you take all the products the ACPs export, particularly those that have reached the mass consumption stage (pineapples, bananas, coconuts and so on). What COLEACP is trying to do is get other fruit sold on as wide as scale. This is what is happening with mangoes at the moment, where tonnages imported into the EEC, from all destinations that is to say, went from 1000 tonnes in 1970 to more than 13 000 t, almost half of them from the ACPs, in 1984.

This improvement should continue at the same rate over the coming years, bearing in mind that production potential is far from being fully exploited, particularly when it comes to products which are still only consumed marginally in Europe and which COLEACP is trying to get across (papaya, passion fruit, limes, lychees and so on).

► *The European consumer is already familiar with mangoes, avocados and kiwis. But what about the even more exotic things, passion fruit and rambutans, say?*

— COLEACP's promotion schemes for products other than mangoes can only be developed where the problems of production and marketing can be solved in the ACP countries so that there is a guarantee of regular supplies

and the sort of quality the consumer wants. This is what COLEACP is doing at the moment, extending its promotional schemes to other products and providing the producers with technical assistance.

► *There have been marketing campaigns for some fruit, particularly the kiwi, to make it more than just a fruit and show how to use it in cooking and for making alcohol. Is this also going to happen with mangoes and papaya?*

— There can be no comparison with kiwis and avocados as these are things that keep for a long time and can therefore be transported by sea. This is not the case with the more perishable tropical fruits which COLEACP is trying to boost and get transported in a controlled temperature and atmospheric conditions.

The recipe-cards the Committee gives out to the consumers, however, suggest as wide a range of uses as for the kiwi. Cards exist for mangoes, limes and lychees at the moment and next season will see them extended to papaya and passion fruit too.

► *Are the ACPs able to make technological progress with production, storage and transport so they can strengthen their position vis-à-vis their principal competitors?*

— Trade promotion is only one aspect of COLEACP's work and it is

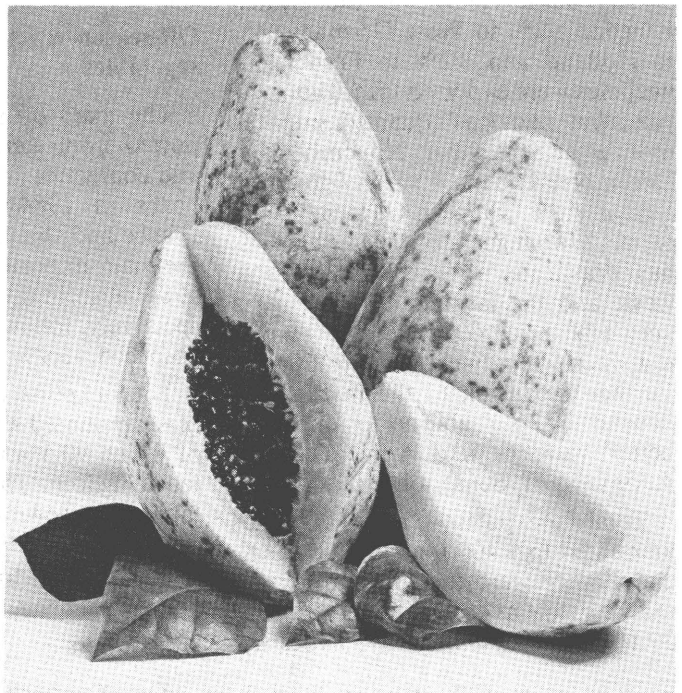
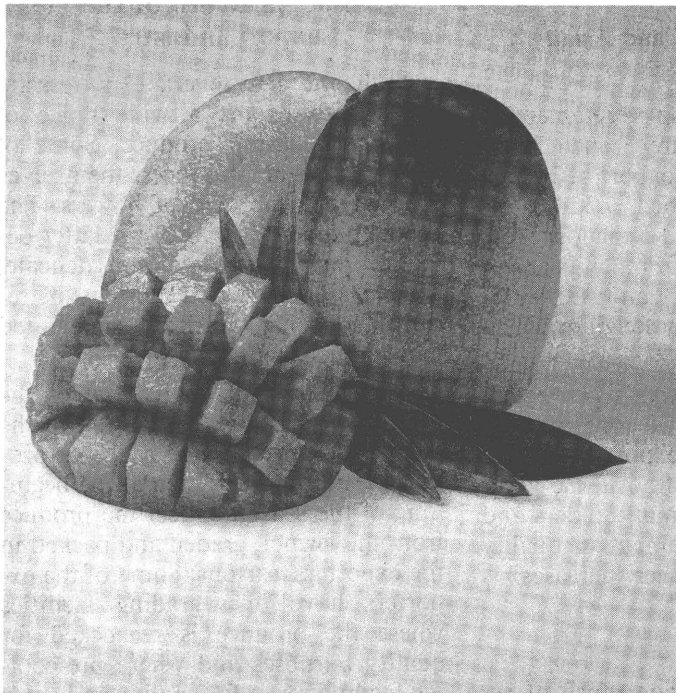
doing more and more in the field of technical and commercial assistance for producers, in particular with a view to developing new storage, packing and transport techniques for the products.

► *How and how far has the Commission given you its backing to date and how do you see the future of this co-operation?*

— COLEACP was set up at the instigation of the Directorate-General for Development and it has had massive support from the EDF, culminating in the Community's approval of the Committee's third multi-annual programme, lasting three years, for ECU 3 103 205. COLEACP's own resources do in fact double the volume of the Committee's intervention in the fields of trade promotion, commercial information and technical assistance for producers. Without EEC help, the professionals' commitment would probably not have developed to the extent it has.

It is to be hoped that, in the future, people in the trade will take an increasing part in the financing of COLEACP's trade promotion schemes and that EEC assistance will be more concentrated on getting new technical-commercial assistance operations off the ground and getting new outlets. ◊

Interview by T.G.



An attractive way of presenting attractive fruit

KENYA

Aspects of the export marketing of tropical horticultural products

by Martin A.S. MULANDI (*)

In the last few years, the horticultural industry has undergone a recognizable change. It has made a considerable contribution to food needs and has developed into an important earner of foreign exchange. It provides considerable employment opportunities, being labour-intensive.

After about a decade and half, the horticultural sector has become the third most important foreign exchange earner in the agricultural sector after coffee and tea.

In 1984, we exported 31 298 metric tons of fresh fruits, vegetables and flowers which earned K£ 20.8 million as compared to only 3 224 tons valued K£ 0.3 million in 1970. This represents a substantial earning to the country and makes horticultural exports one of the most important foreign exchange earners. No doubt, if we take into account the freight paid to for-



"The exports of passion fruits... are growing"

foreign carriers, the industry would have earned over K£ 3.8 million for fresh produce and flowers only.

Tropical fruits

The main tropical fruits exported from Kenya are pineapples, avocados and mangoes. The exports of passion fruits and papaya are growing.

Among the tropical fruits, mangoes had the highest quantity exported in 1984. Their total exports amounted to 2 472 tons of which 46.6% exported to Saudi Arabia, 21.9% to the United Kingdom, 7% to West Germany, 4% to Holland and 3.2% to France. Pineapples were exported throughout the year, but had least quantities in the months of September, November and December. The main variety grown in Kenya is the "Smooth Gayeene". The export of mangoes to the Middle East has drastically reduced considerable waste and the farmers are realising a very high price compared to the period when we only exported to Europe. Further expansion of the market will depend on our ability to introduce better varieties like Apple, Tommy Atkins, Keitt, Sensation etc.

Total exports of avocados amounted to 1 400 tons in 1984. U.K. and France were the most important markets for avocados and absorbed 39.1% and 34.1% of Kenya avocados,

respectively. West Germany followed with 11.2% and Holland with 5.5%. Avocados were mainly exported from February through September, 1984. The main variety grown is the Fuerte. Other top quality varieties such as Hass have also been introduced. There is great scope in this area but proper husbandry practices will have to be undertaken.

Off-season vegetables and Asian vegetables

The main off-season vegetables exported from Kenya are French beans and courgettes. Total export of French beans in 1984 reached 7 524 tons. France and the United Kingdom were the main importers of French beans in 1984, absorbing 33.9% and 33.9% respectively, followed by Belgium which absorbed 13.9%.

Total exports of Asian-type vegetables amounted to 9 130 tons in 1984 of which 90.5% was exported to United Kingdom. The bulk of these vegetables are grown by small-holders and no doubt an improvement in quality will contribute to further increases.

Cut flowers

Kenya exports a wide range of cut flowers which include carnations, al-

stroemeria, molucella, roses, statice, liatris, anthuriums and orchids.

In 1984, export of cut flowers amounted to 6 960 tons among all fresh horticultural produce. Cut flowers were mainly to West Germany which absorbed 57.5%, Holland 24.6%, U.K. 6.9% and Switzerland 3.7%.

The structure of the export industry

At the moment several exporters are licensed to export a wide range of fresh horticultural produce. Some of the exporters are producers themselves especially in the field of flowers. The production and export of the latter being more sophisticated and delicate, the investor is assured more of his return by being vertically integrated with the marketing.

For the bulk of the vegetables the exporter has a loose contract with the farmers to grow a wide range of products. The exporters then at the beginning of the season collect the produce from the farmer, graded and packed in the exporters' cartons. Some of the exporters have own grading facilities where the produce is rechecked for quality purposes and where pre-cooling facilities exist for cooling and cold-storage.

(*) Managing Director, Horticultural Crops Development Authority.

A major constraint in this area is that the majority of the exporters do not provide a specialized extension service to their farmers. Consequently, some of the produce may be brought to the airport poorly graded or diseased. The lack of guidance from the exporters results also in a considerable amount of waste as the exporter has to wait until the Government inspector determines whether the produce presented is of export standard.

Production

Each exporter organizes his supply through either established or new farmers. He at times supplies seeds, other inputs and cash advances. He also relies on farmers who produce on an ad hoc basis with the knowledge that an off-season market exists from October-May and also an exotic vegetable market all year round. The matter contributes to excessive waste when cargo space shortages are acute as production is not planned or controlled.

The pricing has been a major attraction for the farmer to produce for export. As compared to produce grown for the local market the return on export produce is very high. For some of the produce, the local market is almost negligible. A very good example is



Scene at Nairobi airport as cargo awaits loading onto a night flight

French beans where a farmer growing for the local market will get only K.shs. 3-4 per kg while for the export market he can get K.shs. 8-10 per kg.

Packaging

The bulk of the vegetables are packed in either 3, 5 or 6 kg semitelescopic, self-locking cardboard cartons. A major and recurring complaint from the importers is that boxes are not strong enough, especially during the rains. The problems intensify during wet spells or when produce is held in a cold store. We have also noticed that the paper used in the corrugated cardboard cartons has in some cases been recycled. The shorter cellulose fibres reduce the products' strength, thereby increasing their propensity to absorb water.

In the absence of consideration by the converters of the paper, exporters are resorting to the use of "inserts" to strengthen the carton. This has proved effective in practice and produce arrives in better condition.

Market information

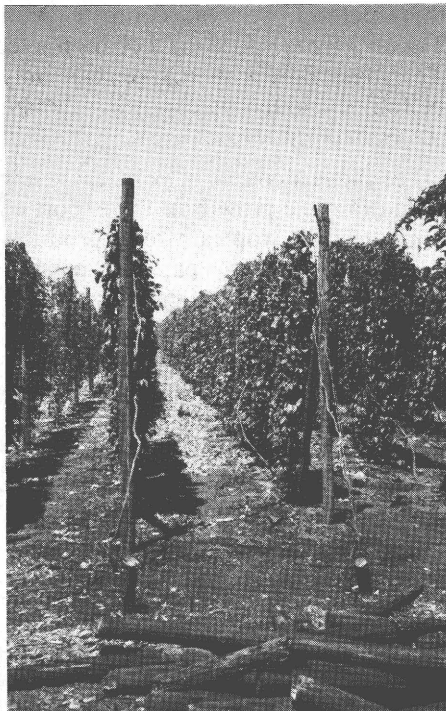
The European market for fresh horticultural produce has become increasingly competitive. Exporters to this market therefore need to secure information on the rapidly changing market condition on a daily basis or more frequently. Due to the size of some of the exporters, they are not in position

to receive information on prices, suppliers from competing countries etc. Consequently this affects the profitability of their business.

To meet this short-fall in a vital input for a successful export business, the Horticultural Crops Development Authority, through the auspices of ITC Geneva and COLEACP, provide weekly information covering a number of European markets. The telexed information is in text form and is of use immediately. The prices given represent prices obtained in the wholesale markets of each individual import market. By deducting the importers commission, customs duties or levies, cost of delivery from airport to wholesale market and the freight rate, an FOB value is obtained. This FOB value is used by HCDA to set minimum export prices for various horticultural produce. The same information is used to advise farmers on prevailing prices and whether the prices being paid to farmers by licensed exporters are fair.

Our own experience has confirmed the usefulness of this information in determining the price for the produce. It is also an asset for planning production for export to sophisticated markets like the ones we operate.

From our own observations the present information could even be made more effective if it was available twice a week instead of once. This, in addition to what the individual exporters



Passion fruit trees at the Sunripe farm at Thika

"The maintenance of quality standards is vital for the national image".

are receiving from their own clients, will go along way in assisting distant suppliers who are far from the market and unable to influence the market unlike Israel or South Africa.

Promotion

No individual exporter can afford the cost of promotion, advertising etc. This involves expertise and capital. Consequently, the industry relies on fairs and exhibitions organized by the Kenya External Trade Authority and tropical fruits promotion undertaken by COLEACP.

Transportation

All our fresh horticultural exports are exported by air. This has put the industry at the mercy of the airfreight industry which is growing at a far slower pace than the horticultural industry and the markets. The lack of adequate cargo capacity on north-bound flights has contributed to losses at the airport and at the farms. Studies are being undertaken to find out ways and means of minimizing this problem. Further growth of the industry will depend on our ability to increase cargo capacity available and diversification to sea transportation for the less perishable horticultural produce. We are looking forward to the COLEACP taking a more active part in the field of sea-transportation trials.

Pricing

Taking into account the exporters' costs and a reasonable margin, the exporter agrees his prices with the importers. These prices are based on the market situation or on experience built over several seasons. They are further rechecked with the market news service against which we set up minimum prices to guide the exporters. When the market dictates low prices below cost the exporter has to weigh the economics of undertaking a shipment.

Financial assistance

The individual exporter has to make use of established financial institutions to finance his or her operations. There is no direct incentive to the exporter hence fresh produce does not qualify for export compensation. However, the Government—directed rate for the uplift of horticultural produce acts in a way as an incentive. It is a lower rate compared to the specific commodity rate set by IATA.

All in all, therefore, although the industry has achieved considerable pace in development, the lack of adequate cargo capacity and increasing freight charges is a major constraint. To be able to combat this and retain our market position we have increased our consciousness with regard to quality. The maintenance of quality standards

is vital for the national image as a supplier of horticultural produce. With sales being computerized it is essential to maintain very high quality. A reputation as a supplier of high quality products not only increases sales but will help maintain Kenya's role as one of the major suppliers of export crops in the face of ever-increasing competition.

In this area we have to undertake improvements in the post-harvest handling on farm grading, transport, quality standards and grading. Quality standards have to be updated to keep pace with market requirements and sophistication.

With regard to local transport from farm to the airport or the exporters warehouse serious thought is being given to the use of refrigerated vehicles fitted with coolers for the highly perishable products. Some of the other products can be transported by ordinary trucks but with modifications. This is an area where the EEC countries can play a major part.

Further major expansion will also depend on our ability to diversify some of our products to sea-transportation. The Middle East market could be one area we can exploit by shipping pineapples, mangoes and other, less perishable, produce. It is only through this method we will compete with Turkey, Syria, Jordan, Lebanon etc. The mass European market can only be fully exploited by exporting through sea transportation.

For the last couple of years there has been dramatic growth in the export of some of the tropical fresh products such as mangoes, papaya, passion fruits. For some it has been as a result of generic promotion by some of the big supermarket chains and efforts by COLEACP. Individual country producers like Israel have contributed substantially to the promotion of increased consumption of the products. We have taken the advantage.

It is imperative for developing producer countries to adopt or introduce better selling varieties in the field of mangoes. Some of the old varieties do not make any impact and only sell when the popular, coloured varieties are not on the market. We are taking appropriate measures to increase the production of these varieties. ○

M.A.S.M.



Export by air "has put the horticultural industry at the mercy of the airfreight industry"

JAMAICA—tropical fruits, a sector full of promise

by Hernal HAMILTON (*)

Jamaica, with a total area of 4 243 square miles and a population of approximately 2.3 million in 1982, has various micro-climates to support the production of a wide variety of tropical fruits. It is strategically located in the Caribbean Sea to take advantage of shipping routes to North America and Europe. Coupled with this is a modern port with transshipment facilities and a container terminal. In addition, it is served by two international airports with direct flights to major destinations and connections to others. Infrastructure is in place, and is being improved to handle perishable agricultural cargo, to take advantage of the opportunities that exist in the export markets.

Agriculture in Jamaica

Banana, sugar, coffee, cocoa, citrus and pimento (allspice) have historically dominated the island's agricultural economy and are responsible for significant foreign exchange earnings. The development of these products hinged on a combination of large plantations and smallholdings, with Government support by regulation of these industries through Government-appointed Boards or supported growers associations. This has assisted in the orderly development of production and marketing (export) of these crops. Questions have been raised recently and a managed policy of de-regulation is being implemented where growers or groups of growers can enter directly into the export marketing process.

The exports of the traditional agricultural sector have had serious and significant declines which has led to a weakening in the country's overall economic base. Banana export tonnage fell from 134 000 tons in 1970 to 22 000 tons in 1982. Similarly, sugar exports fell from 293 000 tons in 1970 to 134 000 tons in 1982. Of note, too, is the reduction in acreage of banana under cultivation from 75 535 acres in 1973 to 51 223 in 1982 while sugar's

acreage dropped from 128 000 acres in 1978 to 106 000 in 1982.

The structure and performance of the tropical fruit sector

The development of this sector has been based on smallholdings scattered over the island and backyard production in the urban areas. Citrus has been the most organized fruit crop. It is organized around a growers' association with functions carefully set out in law under the Agricultural Produce Law. Export of this crop is controlled by the association. However, I will not be examining the citrus industry in this article, as our main focus will be on mango, papaya and avocado.

As mentioned earlier, the fruit crop production is widely dispersed and there has been little development in orchard or pure-stand production of tropical fruits.

Attempts were made in the 1960s by Government through its Agricultural Development Corporation to establish an orchard of Solo papaya but the project, having been established, was later disbanded. Again in the 1970s, Government, through State farms and its general agricultural policy, encouraged the development of fruit trees, but very little development took place on an orchard scale.

To further support this thrust, the

Government set up nurseries to propagate seedlings and also contracted with private nurseries.

Several factors accounted for the underdevelopment of the fruit crop sector;

- 1) It was seen as long term investment and required development funding;
- 2) Farmers had developed an affinity for "cash crops" that is, short term crops which had prices guaranteed by the Government's Agricultural Marketing Corporation;
- 3) The sector did not have a Board or association specifically responsible to foster its development;
- 4) Reluctance of the exporters to contract production for exports;
- 5) In the case of fruit trees, little research to isolate local varieties that are of commercial significance and the promotion of these varieties.

The Ministry of Agriculture, through its extension service, provided support to those farmers who had fruit trees, and assisted in pest control and general agronomy. During the 1970s, also, with the establishment of the Government's export promotion agency, the Jamaica National Export Corporation, information about tropical fruit potential for exports began to filter out slowly to the farming community.

Now I will examine a few tropical fruits and explain what has happened. Later on I will deal with current developments and future prospects.

Mangoes

Traditionally, Jamaica grows a wide variety of mangoes, some of which are unknown in the international market. A few are St Julian, Number Eleven, "Black" mango, "Stringy" mango,



Mango seedlings in a Jamaican nursery

(*) Managing Director, Jamaican Export Trading Co.

DOSSIER

Table I
All Island estimate of
tropical fruit crop production
Unit is short ton, i.e. 2 000 lbs

Crop	Calendar year						
	1978	1979	1980	1981	1982	1983	1984
Papaya	2296	1631	1376	2126	1832	1821	2345
Pineapple	3376	2670	4296	5368	9031	6973	8823
Watermelon	5308	3820	3304	5364	3202	3848	6083
Mango (*)							
Avocado (*)							
Guava (*)							
Plantain	22110	24391	18684	18208	22049	19948	24562

(*) Not available.
Source: Data Bank and Evaluation Division, Ministry of Agriculture.

Table II
Exports of Jamaica fresh fruit
Fiscal year—April to March
Unit: short ton, i.e. 2 000 lbs

Crop	Year						
	1978/1979	1979/1980	1980/1981	1981/1982	1982/1983	1983/1984	1984/1985
Papaya	4	4	(*)	(*)	(*)	39	(*)
Pineapple	(*)	(*)	(*)	(*)	(*)	(*)	(*)
Watermelon	(*)	(*)	(*)	(*)	(*)	366	—
Mango	186	297	263	394	367	339	
Avocado	88	76	57	81	56		
Guava	(*)	(*)	(*)	(*)	(*)	(*)	(*)
Plantain	171	157	71	69	96		
Melon (1)	(*)	(*)	(*)	(*)	(*)	201	751

(1) Galia, Honeydew. (*) Not available.
Source: Ministry of Agriculture, Marketing and Credit Division.

East India, Beef, Hayden, Graham and more recently Tommy Atkins and Keitt (varieties from Florida). Mango developed more as a backyard crop, with households having two to five trees at varying stages of maturity. In addition, small farmholders would have a few trees of mixed variety. The products from these found a captive and lucrative domestic market but did not lend themselves to the establishment of any serious export trade. In the 1970s two orchards totalling 200 acres (privately owned) were developed in the island—one in St James and the other located in St Thomas.

Three main varieties are produced on these acreages with the export market the target, these being St Julian, Keitt and Tommy Atkins.

The fruits are ready for export by mid-May and harvesting goes on for a further two months. Most of the fruits are exported to U.S.A., Canada, the United Kingdom, and Bermuda to a lesser extent. The total acreage (pure-stand) under mango is approximately 500 acres up to 1984, and as mentioned before, many smallholdings have several trees.

The information relating to total production of mango has not been finalized and a survey to update information is being planned by the Ministry of Agriculture.

One must admit that this fruit crop as with many, has developed in an unstructured manner as indicated before. The export performance of fresh mangoes gives some indication of their increasing prominence. In fiscal

year 1973/74 about 137 short tons were exported to USA, Canada and the UK. This increased to 367 short tons in 1982/83 or by 167%. This trend is very encouraging and later on in the article I will examine plans for its future development. Additionally, mango is important as a processed food. The "Beef" mango, which is the variety that is processed in the largest volume, is fermented and packed in brine for export for use in the manufacturing of chutney. This particular variety is preferred in the United Kingdom because of its good colour, lack of fibre and firmness of texture. Other varieties like "Black" mango are canned in syrup whole for export; "Number Eleven" mango is used to make nectar and purée.

Papaya

The majority of papaya grown in Jamaica are "El Salvador" and it is a very large fruit. This is used mainly for processing and for the local fresh fruit trade. As a processing fruit, it presents a problem because of the different colours of fruit pulp. Its size makes it unsuitable for the fresh export market. In terms of acreage under production, this has not increased over 618 acres in 1977. This crop grows mainly in St Thomas, Clarendon, and St Catherine and is susceptible to anthracnose and bunchy top diseases. The latter is known to have destroyed sizeable acreage in St Thomas.

Over the last five years, we have witnessed the reintroduction of the

"Solo" variety on orchard scale with the fresh export market in mind. These attempts are with large size farms, i.e. over 200 acres, establishing up to 50 acres in papaya production.

Of interest also is the processing of papaya into nectars for domestic sales and the manufacturing of a dried fruit (Papaya Chunks). Trial shipments were made in 1984 to Caricom and Canadian destinations. A brief examination of the export information reveals that, to date, fresh papaya is not of significant volume and tonnage declined from 16.4 short tons in 1974/75 to 4 tons in 1979/80.

Avocado

The avocado is a native of Mexico, Central America and the West Indies. Although the plant grows in every parish in Jamaica, there are only a few commercial groves, and the acreage under production has not been verified recently; crude estimates suggest about 100 acres in pure stand. The four popular varieties are Simmonds, Collinson, Lulu and Winslowson. It should be noted that the last three varieties are out-of-season varieties and do not mature until about January.

As with papaya and mango, avocado predominates as a "backyard" operation or two trees on a small farmer holding. During the 1970s plans were announced to expand the crop on state-owned farms, but this did not materialize. Private exporters, however, have scoured the entire island to collect the product and export to Canada, USA and UK. The best

year for exports was 1978/79 when 88 short tons were exported. There is no growers' association to cover this crop and the Government, through the Extension Division of the Ministry of Agriculture, has been the main body encouraging this crop in the 1970s.

There are many other fruit trees of economic value on the domestic market, e.g. sour sop, lychee, sweet sop, naseberry, and guava.

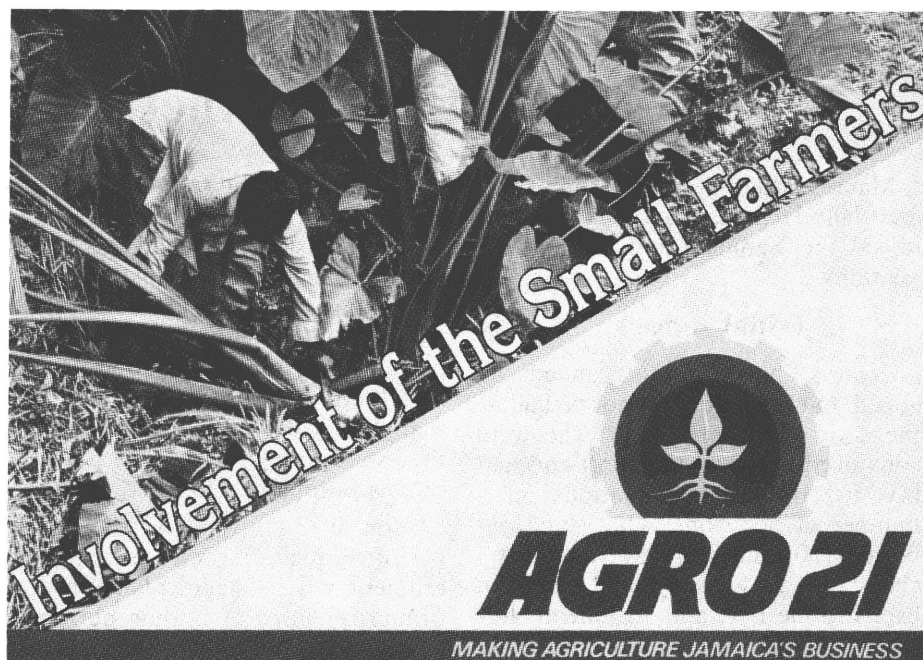
However, there are no organized orchards and they are reflected in the statistics as "other fruit". It should be noted that these products provide a very important source of additional farm income even though little time or money is spent caring for these tree crops.

Current developments and future prospects

In the review so far I have attempted to show what has been happening with regard to fruit crops. The main organization that encouraged its development was the Government through its Agriculture Ministry and Agricultural Development Corporation. In addition, a government-owned agricultural entity BRUMDEC (Black River Upper Morass Development Company) was established to develop lands in St Elizabeth adjoining the Black River. The main emphasis was rice. However, lands were planted in mango (Tommy Atkins and Keitt) and also plantain. The project was also encouraged to grow citrus. Much of this development project has been thwarted and rice is the main crop currently produced.

The Government through its investment company, Jamaica National Investment Company, later renamed National Investment Bank, was made responsible for providing funds for investment into agriculture involving overseas markets and investors. Along with Jamaica National Investment Promotion Limited, which was formed in 1981, the agency responsible for executing the Government's investment promotion efforts, attempts were made to encourage foreign investment into agriculture with the view to modernizing the sector.

To further cement the commitment to a modern agricultural sector, the Government established the Agro 21 Secretariat in 1983. This secretariat



The two phrases say it all—the cover of an Agro 21 brochure

was conceived as a new thrust in agriculture, emphasizing a number of new features:

- 1) putting a possible 200 000 acres of land into commercial production over four years. This will be achieved by putting idle and underutilized lands into use;
- 2) involving commercial-level production which refers not only to the size of the operation but the level of technology input. This production will emphasize private sector involvement as opposed to traditional Government involvement;
- 3) involving a wide range of new crops and new markets are the main objectives of this programme.

The area of Agro 21's programme that is of interest to this review is the fruit crop development programme. Under this section it is planned to establish 3 000 acres of mango, 3 000 acres of papaya, 1 800 acres of pineapple over a four-year period commencing in 1983. The mango subsector is well advanced, as over 150 000 seedlings have been budded with Tommy Atkins and Keitt and are now ready for planting. To complement this effort, the European Development Fund, through COLEACP, will provide a tree crop specialist for Jamaica for five months commencing in May to assist in the establishment of the mango orchards among other tree crops.

One could say that the stage is being

set for a rapid expansion in the acreage of tropical fruit, other fruits included in the programme being guava, avocado and lychee. The possibility to develop other crops should not be ruled out. The Agro 21 Secretariat is moving positively to ensure orderly development in the tropical fruit sector and every aspect is being examined carefully, namely

- (i) selection of good plant stock;
- (ii) selection of the best sites for production;
- (iii) introduction of improved technology and planned post-harvest facilities;
- (iv) grading and assembly stations;
- (v) and last but not least, ensuring that overseas marketing arrangements are in place so that the crops are sold and earn scarce foreign exchange for the country.

The tropical fruit sector has contributed significantly to the economic life of the country in its underdeveloped state. With the advent of Agro 21, many are of the view that some orderly development will be instituted. The markets for tropical fruits are expanding rapidly and provide an outlet for the production. In addition, farm credit is being mobilized to deal with orchard crops which have longer pay-back periods. One can only hope that this development will be sustained and we look forward to support from European importers for our efforts. ○

H.H.

MAURITIUS: a microcosm of ACP experience (*)

Mauritius has been exporting fruit, especially lychees, since long before it joined the Yaoundé and Lomé Conventions.

Initial setbacks

Exports have not expanded as hoped, but the blame cannot be laid at the door of the producers, who were convinced they had to export and had invested in lychee plantations on a number of occasions. The island exported 100 tonnes of fruit, mainly lychees, plus a few papaya and mangoes, back in June 1971 and, in June the following year, something like 3000 more trees were planted, so an estimated 300-400 t of lychees could be exported in 1975 and as many as 1000 t in 1977. Such investments, of course, were long-term ones, as it takes four or five years for these trees to bear fruit.

In 1973, the Government put restrictions on lychee exports, apparently because of a shortage of fruit on the local markets, cutting exports by about 65% to 34 t from the 100 t of 1971.

And on top of these restrictions, 1975 saw one of the worst hurricanes in Mauritian history devastate the plantations, so no fruit was exported that year and there were repercussions in the years that followed too.

However, in October 1977, the conclusions of the first COLEACP (the ACP liaison committee) mission to the island gave fresh hope to the producers by underlining the very high quality of Mauritius' lychee exports and encouraging them to plant new orchards so that 200 t of fruit could be produced for export every year. But those who invested as a result of the mission were disappointed yet again, as their export permits were granted too late or not at all.

The impact of COLEACP

It was not until November 1983, when COLEACP ran a technical semi-

(*) Article provided by the Mauritius Chamber of Agriculture and by the Chamber's Delegate in Brussels, Mme Dalais.

nar for 21 EEC and Canadian importers and 45 producer-exporters from 11 ACPs of East African and the Indian Ocean, that the Mauritians (and there were seven of them at the meeting) realized they were in a position to produce a whole range of products in demand on the European market and that they had to get organized fast if they were to try and benefit from the outlets Europe had to offer.

Soon after the seminar, the Chamber of Agriculture presented the Government with a detailed plan of action, primarily aimed at finding out about government policy on exporting fruit and vegetables, inventorying the Mauritian products that might be exported to markets abroad, studying the problems of freight (volumes and prices) and calling on an international organization to give technical and financial assistance with setting up the supervisory services and infrastructure needed to export these products.

Right at the beginning of 1984, the Mauritian Government decided to liberalize the export of fruit and vegetables and asked COLEACP for technical assistance with a thorough study of Mauritius' prospects.

COLEACP sent out a two-man mission from 14 November to 15 December, mainly to investigate the possibilities of promoting exports of fresh fruit, vegetables and flowers and make practical suggestions for a promotion programme.

They found that Mauritius indeed does have considerable potential in the field of fresh and processed products and that these exports will bring in an estimated US\$ 1.1 million in foreign exchange in 1985/86, rising to as much as US\$ 3.1 million in 1988/89.

The best bets for immediate export are lychees and Victoria pineapples.

"The best guarantee of keeping the local market supplied"

The present estimate for lychee export potential is 80 t per annum while the figure for Victoria pineapples

could go from 50 t in 1985/86 to 600 t in 1988/89. It is worth noting that roughly 100 t of lychees were exported during the 1987 harvest (November and December). Papaya, mango, passion fruit, strawberry and melon exports could also be boosted to a certain extent in the future.

However, the development of the Mauritian export fruit and vegetable trade is currently being impeded by two major obstacles—non-availability of air freight space and a lack of pre-refrigeration facilities at the airport. They are not insurmountable, of course, and the COLEACP mission has already come up with a proposal for action along the following priority lines:

- instal the vital fruit and vegetable pre-refrigeration facilities at Plaisance airport on Mauritius
- set up a committee to look into the air freight constraints and get the airlines to alter their space allocation for the benefit of perishables during October, November and December
- run training courses in Europe for Mauritians
- launch promotion campaigns as soon as new products, such as Victoria pineapples, have been despatched.

Recommendations from the COLEACP experts have also led the Agricultural Marketing Board to set up an Export Unit which will be responsible both for setting up and managing a pre-refrigeration station at the airport and for providing a link between small Mauritian producers and foreign importers and organizing market prospectation.

So this new fruit and vegetable export policy should mean the Mauritian producers can now go out and win European markets, thereby helping to broaden the bases of their country's agriculture. For the Government, of course, the influx of foreign exchange is very much to be appreciated. And the experience obtained with exporting flowers has proved that organized exports are the best guarantee of keeping the local market supplied. o

Post-harvest handling of tropical fruit for export

by Felicity J. PROCTOR (*)

The requirements of tropical fruits destined for export demand careful attention at every stage from before harvest through to consumption, if product quality is to be achieved and maintained. The principles to be considered along the handling chain are essentially the same regardless of commodity or growing region. However the particular needs, infrastructure or technologies, to be applied depend on a large number of factors. Some of these factors together with the principles involved are presented in this article. The post-harvest chain requires an integrated approach where each integral part must be appropriate to the system as a whole.

Tropical fruits present special problems of both transport and conservation because they are generally more perishable than temperate fruits and because of the long distances between the producer countries and their major export markets.

This article concentrates on some of the main technical components of the post-harvest chain, namely commodity needs, field operations, product preparation for export market, temperature management and quality requirements. It places specific emphasis on tropical fruit which are generally less well known but where there are growing markets within the European Community member countries; these include avocado, mango, papaya, passion fruit, lychee, and lime.

Commodity needs

Tropical fruits are living tissues, high in water content and diverse in terms of morphology, composition and physiology. Fruits may be classified as climacteric (ripening) or non climacteric (non ripening). All those considered, with the exception of lime, are defined as climacteric fruit. Holding climacteric fruit in an unripe condition until it reaches its destination

(*) Post-Harvest Technologist, Acting Head of the Fruit, Vegetable and Root Crops Section TDRI (Tropical Development and Research Institute), London.

market is critical to the success of any export programme of tropical fruit. Some of the causes of deterioration are given below:

Metabolic change; this includes the natural respiration process, compositional changes and ethylene production. Changes which occur during ripening and senescence can increase the commodity's susceptibility to mechanical damage and attack by disease.

Mechanical injury; perishable products are highly susceptible to mechanical injury, which can occur at any time from the point of harvest to the point of consumption. Injury can detract from the product's appearance and increase the potential for infection by disease.

Disease and pest; attack by disease and pests can seriously affect the product's market acceptability and is a common problem with many tropical fruit.

There are many environmental factors which affect the rate of decline in product quality. These include:

- temperature;
- vapour pressure deficit;
- relative humidity;
- atmospheric composition e.g. oxygen and carbon dioxide;
- light.

The careful management of the product within the marketing chain is therefore critical. Post harvest practices can influence the commodity's response to the environment. These might include fungicide treatment, application of wax or fruit wrapping.

Treatments which might involve the manipulation of the environment include:

- packaging;
- relative humidity control;
- temperature control;
- regulation of air movement;
- ventilation;
- modified atmosphere;
- removal of ethylene;
- sanitation.

Individual commodities have different inherent lives; after harvest, they may differ in their response to the environment and can be subject to one or more of the environmental manipulations to the advantage of product quality maintenance.

Field operations

Pre-harvest

The selection of suitable and appropriate planting material is essential to the industry. This is of particular importance when considering the investment required for fruit trees and the time lag between planting and receipt of revenue from exports.

Particular attention should be paid to the following

Pre-harvest factors:

- climatic suitability/adaptability;
- yield;
- disease/pest resistance.

Post-harvest factors:

- ease of harvest;
- resistance to diseases which may develop post harvest;
- shipping, storage and shelf life characteristics;
- market characteristics e.g. size, shape, colour, flavour;
- uniformity.

Cultural practices also play an essential role in production of produce suitable for export marketing. Points for particular attention include:

- pest and disease control;
- nutritional status and irrigation;
- plant spacing.

Maturity at harvest

Harvest maturity may be defined as the stage at which a commodity has reached sufficient development that, after harvest and post-harvest handling including ripening, its quality will at least be at the minimum acceptable.

Harvesting produce at the correct state of maturity is essential to ensure:

- fitness for consumption;
- suitability for storage and for transport;
- ability to ripen normally;
- conformity with legislation (where applicable).

For most commodities, maturity in-

dices can be readily defined, for example avocado, minimum oil content and first harvest date; papaya, soluble solids content, skin colour; mango, skin colour and fruit shape.

Harvest

The first stage of product handling begins at the time of harvest. Critical points for attention include:

- identification of suitable product;
- adoption of correct harvest practices;
- use of field containers;
- suitability of field container;
- immediate transfer of product to shade;
- selection out and destruction of reject produce;
- good field hygiene;
- careful transport from field.

One large capital investment required at the product harvest and pre-

To protect produce from impact and vibration damage at field level attention should be paid to:

- improving farm roads;
- reducing transport speeds;
- reducing tyre pressure;
- modification of trucks and trailer suspension.

Product preparation for export market

The need for capital investment

In general, investment in physical infrastructure is not the limiting factor in penetration of export markets and establishment of a horticultural export industry. Infrastructure must, however, be appropriate to the technical and organizational aspects of the industry. It is usual for there to be a number of alternative approaches, each of which

- field containers;
- packhouse and packhouse equipment;
- requirements for temperature management;
- vehicles.

The packhouse

The packhouse facility may range in size and level of sophistication from a field shed to a large centralized unit containing all support services.

Prior to investment in infrastructure, the following aspects should be considered.

Commodity needs: market requirements, post-harvest processes, volume throughput, cost, alternatives.

Ownership and management: relationship of the packhouse process to the entire marketing chain i.e. farmer or exporter owned, ownership of product, relationship of grower with the market chain.

There are no firm rules, regulations or guidelines which can be adopted or proposed for packhouse investment for any given commodity or market situation. It is unlikely that there are two plants in the world that are identical from a design, operational, equipment and management viewpoint. For specific commodities, destined for known markets, common procedures are adopted, but it is essential to evaluate each circumstance individually and define location-specific needs.

There are, however, certain criteria which are common to all decision taking processes and these are considered.

Aspects to be considered in planning, designing and locating a facility are:

- relationship to production area;
- relationship with market or point of export;
- access by road;
- suitability for heavy goods vehicles;
- room for expansion;
- ease of labour access;
- adequate vehicle turn-around space;
- security.

The building design can play a critical role in its ease of operation.

Packhouse operations

Operations carried out in a pack-



Harvesting at the correct stage of maturity is essential

paration level is that of field containers. A range of container types, wood and plastic, is available and considerable care should be taken in the evaluation of alternatives prior to investment.

Significant damage and reduction in produce quality occurs at farm level. It is important that farmers and farm labour are made aware of the basic commodity needs and understand the practices which they are asked to follow.

could, both from a technical and economic viewpoint, be viable, i.e. centralized and decentralized systems.

Centralized systems are more commonly adopted where there is a higher level of technology required e.g. waxing/fungicide treatments, fumigation; or a greater volume e.g. need for mechanized grading, or a lack of skilled manpower available to manage a decentralized system.

Potentially the main capital costs in the post harvest system are:

house include: delivery, unloading, washing, post-harvest treatment, selection, grading, packing and stacking or palletization. The decision as to whether or not all the above operations are carried out, and the level of mechanization required, are factors dependent on one or more of the following; commodity type, volume throughput, length of operating season, market requirements, cost structure on the market, and labour costs, availability and skill.

Post-harvest disease control

The appropriate technique for combating diseases in post-harvest handling depends largely on whether or not the infection takes place before or after harvest and the correct identification of the disease organism. Whilst a range of fungistatic (bacteriostatic) and fungicidal (bactericidal) compounds are available and effective in control of many of the major disease organisms, an integrated approach to disease control is essential e.g. field control, hygiene, temperature management.

For the post-harvest control of some disease organisms e.g. mango anthracnose, relatively sophisticated procedures are required, involving post-harvest fungicide treatment combined with hot water treatment.

Sorting for quality and sizing

The objective is the removal of produce unsuitable for marketing and the subsequent separation of the produce into quality grades. Such sorting may be carried out on the floor or on simple tables, though the use of semi-mechanized systems can greatly facilitate this operation. Most produce is sorted for quality manually.

Produce sizing is a common requirement of the market. As with quality sorting, manual sizing is still commonly practised for many tropical fruits. The operator may select out a size, grade or type and pack directly into the market container or select the size, grade or type and place on a conveyor for packing into the market container further along the line. The efficiency of either operation is dependent on the skill of the operator, the varia-



ITC
Plastic field containers used in Kenya.

"One large capital investment required at the product harvest and preparation level is that of field containers".

bility of the produce and the quality and size ranges required.

Mechanical sizers are available for nearly all commodity types. They use systems which are dependent on the measurement of either diameter or length, volume or weight.

Temperature management

The lower the product temperature, so long as it is above the critical chilling temperature, the longer the storage and transportation life. This means of maintaining the product's inherent life involves product temperature management from the time of picking through to consumption. The careful management of store or transportation conditions are of much reduced value if the product has been left for a number of hours in the sun in the field prior to shipment or chilled on a cold night on arrival in the recipient market.

Temperature management, from farm level through to the consumer, does not automatically imply the need for refrigeration; many highly successful fruit and vegetable handling operations exist without such an input, attention being paid to time scheduling and optimizing on using low cost "cooling systems" i.e. harvesting at the coolest time of the day and the use of shade at all stages along the handling chain.

Pre-cooling i.e. the rapid removal of product heat, prior to storage or trans-

port may be required for highly perishable fruits. A number of pre-cooling techniques are available, those suitable for tropical fruits include air cooling, forced air cooling and hydro-cooling.

Transport

Two general solutions to the problems of high perishability and long distances have been adopted; one is shipment by air, with relatively short transit times, and the other the use of refrigerated sea shipment. The relatively high costs of airfreight and its limited capacity indicate that for many tropical fruits with an expanding market, the solution rests with the continued development of appropriate sea transport techniques. Whilst avocado are almost exclusively transported by sea into the EC market, fruit crops such as mango and papaya are transported at the present time primarily by air.

For most of these fruit the journey time by sea is close to the limits of the product's life at the defined minimum carrying temperatures (Table 1). Improvements in the design and capability of reefer containers over the past five years have given increased impetus to the expansion of this industry by means of sea freight. It is critical that industries are established in such a manner that attention is paid to every stage in the post-harvest chain. The procedures of operation with the banana industry serves to illustrate the type of post-harvest crop management systems which will be essential for the

Table 1
Guideline holding temperatures for tropical fruit and expected life

	Temperature in °C	Duration
Avocado Fuerte and Hass (Unripe)	5.5 - 8	3 to 4 weeks
(Ripe)	2 - 5	1 to 2 weeks
Guava	8 - 10	2 to 3 weeks
Kiwifruit	0.5 - 0	2 to 3 months
Limes	9 - 10	1 to 2 months
Lychees	3 - 4	0.5 to 1 months
Mango	7 - 14	1 to 4 weeks
Papaya (turning)	7	1 to 3 weeks
Passionfruit	7 - 10	1 to 3 weeks

Table 2 — Post-harvest considerations relevant to climacteric tropical fruit

Harvest	Select maturity for particular cultivar Select undamaged fruit Avoid damage Transfer rapidly to packhouse
Packhouse	Select for quality and size Treat with post-harvest fungicide and wax (where applicable) Pack
Transit	Identify lowest safe temperature for cultivar Specify storage pattern Bring to carrying temperature rapidly Define optimum air recirculation and air refreshment to: (i) keep ethylene to minimum; (ii) avoid excessive carbon dioxide build-up; (iii) maintain transit temperature Minimize moisture loss
Discharge	Avoid chilling in winter months in Europe Transport preclimacteric (unripe) fruit to ripening rooms
Ripening Operations	Define temperature to give good appearance and flavour Expose to ethylene gas to trigger ripening
Distribution	Distribute triggered or ripened fruit Avoid damage Define optimum distribution temperatures



"Produce sizing is a common requirement of the market"

future success of other tropical fruits marketed in volume by sea (Table 2).

Fruit ripening

Ideally fruit should reach the market in an unripe condition. This enables the wholesaler or distributor to effectively manage the fruit at the distribution and retail levels. The practice of ripening fruit in ripening rooms similar to those used by the banana industry is increasingly being adopted in many EC countries for controlled ripening of avocado, mango and papaya. The consumer may then purchase fruit in a condition fit for consumption on the day of purchase. The adoption of this last stage of the integrated product management process is limited by both technical and non technical factors. The non technical or commercial limiting factors include:

- lack of integrated marketing systems;
- increase in fruit cost incurred by ripening;
- increase in fruit sensitivity to mechanical damage on ripening;
- increased commercial risk to retailer due to shorter shelf life of product.

However, in the long term, it must be anticipated that such limiting factors will be overcome or accepted to allow volume marketing of quality fruit in the condition required by the consumer.

Quality requirements

No legally binding quality standards currently exist within the European Community for this range of tropical fruits. The Working Party on Standardization of Perishable Produce of the UN is, however, giving consideration to the need for quality standardization of avocado, mango and custard apple.

However, fruits such as avocado and mango are now becoming commonplace in the major markets of the European Community countries and fruit importers, wholesalers and distributors have established guidelines and/or specifications for suppliers of tropical fruit to this market. Similarly, major suppliers e.g. Brazil, South Africa, Israel have established their own export specifications in line with the market needs. New suppliers to the market must examine current competitors' packs and presentation and importers' specifications to ensure that a

competitive pack is offered.

To effectively penetrate the EEC market and to hold a position in the market it is essential to supply produce of consistent quality, of defined specification and in a reliable condition at outturn. Attention must also be paid to phytosanitary regulations and permitted pesticide residue levels for a given market destination.

To effectively maintain quality through the market chain and ensure that the required quality is delivered to the recipient market requires an industry to be totally integrated and fully aware of implications of the handling practices adopted at each stage, harvest to market place, and the effect of such on the final product quality.

A lack of awareness, commitment and, where relevant, investment in each component part of the chain are frequent causes of unsuccessful export programmes. Exporting countries should critically evaluate their technical, infrastructural and operational requirements against a thorough knowledge and understanding of European Community market opportunities for fruits of export potential, in order to achieve successful export programmes. ○ F.J.P.

Air transport of tropical fruit (*)

The idea behind COLEACP's 1985 air transport survey is to see how far the fruit and vegetable trade can be developed in the exporting countries of Africa and to define requirements and restrictions at all stages of the air freight process.

If these requirements and restrictions are to be properly investigated, it is vital to know the tonnages from each place of origin and the air transport facilities used to move the goods out in previous years. So total tonnages shifted by all air freight companies per place of origin and per month were taken for 1983 and 1984, highlighting, wherever possible, details of the products of concern to COLEACP members—i.e. fruit and vegetables.

The ultimate aim is to be able to supply a realistic idea of transport availability all along the chain prior to each agricultural season.

Before dealing with the problems the African ACPs come up against when flying out their produce, it is perhaps a good idea to mention how an airline goes about introducing a passenger or a freight transport programme.

An airline studies the starting up of a north-south and south-north network on a basis whereby it can operate between the different points on the authorized routes flexibly and profitably and regularly. This is what might be called the natural available capacity.

In addition to this, there are extra flights at certain times of the year (at the beginning and end of European holidays, for example), but, unfortunately, most of this additional capacity is left unused, as the periods in question do not coincide with periods of fruit and vegetable production.

And, of course, the transporters start by making optimum use of their natural capacity on regular flights, in the light of the anticipated tonnages scheduled to be freighted to different points on their network, and only afterwards will they establish a cargo programme for the remaining tonnage.

This way of doing things is ideal in theory and likely to satisfy everyone, but in the case of Africa, the situation is less than ideal.

There is a difference between the tonnages to be freighted north-south and south-north. The latter is very large and it has increased constantly over the years, to the detriment of north-south traffic.

It is also worth mentioning that the periods of fruit and vegetable production, when maximum south-north capacity is called for, are only relatively short (December to June), which heightens the imbalance. For although demand far outstrips capacity during the vegetable season, capacity at other times is left unused, which is unsatisfying for the transporters. So this imbalance means the difficulty of return flights can only increase, particularly since freight prices for fruit and vegetables are less remunerative to the transporter than those for other products (fresh fish, spice etc.).

Note, too, that one thing that will be happening soon is likely to have an effect on the air transporters' cargo programmes and that is the introduc-

tion of Boeing 747s that take both passengers and freight.

While all-cargo planes can, under certain conditions, detour to pick up freight at extra stops, the lack of flexibility of passenger flights will prevent maximum use being made of these dual-purpose aircraft. So the problems of flying out the goods which we are experiencing at the moment because of the reduction in north-south flights will be further accentuated.

In most cases, specific air freight tariffs (co-rates and seasonal rates) are studied and applied to fruit and vegetables in the light of the economic parameters of each product on the market for which it is destined. This means that relatively low-priced goods can cope with the cost of air transport and be sold on the best market terms.

Because of the tariff reductions granted on the transport of fruit and vegetables by air, the minimal profits they bring in on south-north flights means they are considered as a kind of makeweight freight and so the transport possibilities are, of necessity, subordinate to the capacities brought into



Photo : BCal

"When there is no freight to go out (north-south), there can be no return trip (south-north)"

(*) Article provided by COLEACP Secretariat-General.

use for north-south requirements. That is to say that:

— *When there is no freight to go out (north-south), there can be no return trip (south-north).*

In most cases, import freight prices are far higher than the basis for tariffs for tropical export products. The logic is simple. Imports subsidize exported agricultural produce. So if the air transporter wants to make the most he can, he will, wherever possible, use some or all of his cargo space for more profitable goods (plants, flowers, fish, removals etc.) and leave the agricultural goods to the last. And he will save part of his space for the more profitable products that need shifting all the year round.

These one or two points are being made to enable the reader to get a bet-

ter grasp of certain aspects of airline policy, so it is vital to:

— state the production ceiling the various countries have to apply if they are to be sure of flying out such goods as can only be transported in this way. This means that forecasts by place of origin, quantity and variety have to be collected and centralized before the production season begins. This information, which would be sent to the producers, the exporters, the importers and the distributors, would enable each of them to gear or adapt the development of his production with less risk, as any decisions would be taken in full knowledge of the facts;

— study and seek either very highly marketable products that might bring new outlets on the European market or deep-frozen, preserved or vacuum-packed goods for out-of-season per-

iods in the light of available cargo space;

— use the maritime facilities in countries which have port infrastructure in the light of trends in preserving techniques in this sector, particularly as regards containers.

COLEACP has agreed to collect as much information as possible, initially, on fruit and vegetables leaving the main ACP countries of Africa. A number of ACP-EEC professional meetings will be run by the Committee (one at Rungis in June 1985 and one in Dakar in November) to compare the points of view of the different partners, be they producers from the ACPs or importers from Europe, and thereby further the study of this important subject which will shape the future of fresh fruit and vegetable exports from Africa. ◦

Promoting tropical fruit in Europe

It is with financial assistance from the EEC that, for the past 10 years, COLEACP has run annual campaigns to promote fresh fruit from the ACP countries.

These promotion campaigns comprise two separate operations, for the northern hemisphere (the spring campaign) and the southern hemisphere (the autumn campaign).

They involve two promotion days a year at 1000-1500 sales outlets on retail markets, at trade fairs and in chain stores in the main towns and business centres of the big consumer countries of Europe and North America.

The countries with the biggest coverage are the main members of the EEC, i.e. Germany, Italy, the Netherlands, Belgium, Luxembourg, France and the UK, plus some others outside the Community, Austria, Switzerland, Sweden and Canada, for example.

On promotion days, the public can sample the products in question free of charge and there is massive cut-price selling and a flood of advertising material (recipe cards, mobiles, posters, prospectuses, brochures and so on) to give out.

The outlay on advertising, demonstration staff (hostesses) and materials (fitting out of the stands) is covered by COLEACP and most of the wholesale importers will agree to cover addition-

al promotion days to complete the COLEACP-financed quotas.

Since the first promotion campaign—307 selling-sampling days in the main chain stores of France, Belgium, Italy, Germany and the Netherlands—in 1973, which was followed by a COLEACP scheme to develop production in the main African countries concerned and produce a general inventory of production potential, a multiannual promotion campaign for 1978-81 was approved by the EEC and run by COLEACP. This time there were almost 3000 promotion days and almost 40% of them were taken over by people from the profession.

The snowball effect which Community aid has produced in the trade is worth emphasizing, because it is completely in line with the COLEACP promoters' and EEC Development Directorate-General's original target of getting the people actually concerned to take an active part in trade promotion operations and generating a lasting interest in developing ACP exports to the European markets.

The success of the first trade promotion campaign led to the EEC approving two successive programmes (in 1981 and 1984) to provide assistance to the technical-professional organizations involved in COLEACP, which was thus in a position to double the

number of promotion days it could run in the EEC every year.

During 1982-83 and 1983-84, when the second multi-annual programme was completed, 3000 promotion days were run, 48.5% of them by the professionals.

All in all, COLEACP ran more than 6400 promotion days in the five years ending 1984. This was a rate of 1300 days per annum. Nine countries of the EEC and 20 producer countries of the ACP group were involved and the financial aid allocated for the purpose was ECU 1 175 000.

A proper assessment of the results of the trade promotion campaigns means noting that the tonnages of tropical fruit exported to the European market from the ACP countries doubled in five years and that the value of these products increased threefold, which is an increase of 60% per annum—far greater than the rate of inflation recorded in Europe.

This record is, of course, not solely due to the trade promotion. It also has something to do with the schemes the Committee has provided in the fields of technical assistance for producers, business information and commercial training, all of which will be dealt with in more detail elsewhere. ◦

COLEACP

Tropical fruit—getting to grips with a worthwhile market

by A. La ROSA (*)

France's consumption of fresh fruit may be slowly declining, but over the past 12 years or so, its consumption of tropical fruit has increased by an overall 15% per annum. There is a considerable variation in the trends for different places and products. While the attitude of the consumer is the first reason for this, the products themselves and the way the consumer markets are approached also have something to do with it.

For many years, France has been getting regular supplies of traditional tropical fruits, such as pineapples and coconuts, along with its imports of bananas, but it was not until the '70s that, thanks to the avocado, the consumer really discovered exotic fruit. The development of sales of these new and sometimes strange products reflects a phenomenon of the consumer society that is still gaining ground—after the necessary and the useful, the consumer is increasingly interested in the superfluous. When it comes to

food, he moves from the eating for nourishment that reflects the shortages of the post-war era to that symbol of abundance, eating for pleasure, as his motivation for buying tropical fruit shows.

Dream fruit

In the French consumer's mind, exotic fruits belong to a dream of distant lands, of sun and sand, of idyllic scenery and holiday-time, of a paradise where he can forget for a moment his colourless daily round in unspoiled natural surroundings.

This is why it is vital for it to be clear where the product comes from and it can be achieved by proper marking, by evocative wrapping or, better still, by romantic advertising which triggers the housewife's imagination and encourages impulse buying.

But tropical fruits themselves are idealized. The consumer dreams of bright colours, exuberant fragrant, seductive tastes and places far away.

And he may not always be right either—just look at the kiwi, that downy fruit produced in the south of France and Europe, to see the difference between dream and reality. Yet kiwi consumption is expanding fast and the housewife still thinks of it as something from the tropics, so it is possible to bring on to the market and sell fruit that meets the demands of production and distribution provided the consumer can keep his image.

The consumer's first contact with a new product occurs either in the country of origin, something increasingly common in these days of exotic travel, or at home when a desire for change and novelty prompts him to try this strange fruit. In the latter case, ease of consumption and taste will decide whether he buys it again. But if other varieties he cannot identify properly are on sale when he goes shopping, he will be worried. This is what happened with avocados.

Mastering the technology

If exotic fruits are to be exported then their production must clearly satisfy the producers, both technically and economically. The product must also be of interest to the consumers, either because they are already familiar with it or because they have been encouraged to discover it. The vital link between the two is trade, which has its own demands which the importers must meet if they are to sell.

These demands have first of all to do with the quality of the fruit—which has to be good to look at and good to eat—and the way it is presented. Look-alike fruit in quality packaging is more attractive, and Dutch vegetables, presented as veritable standardized industrial products, are an example to every operator.

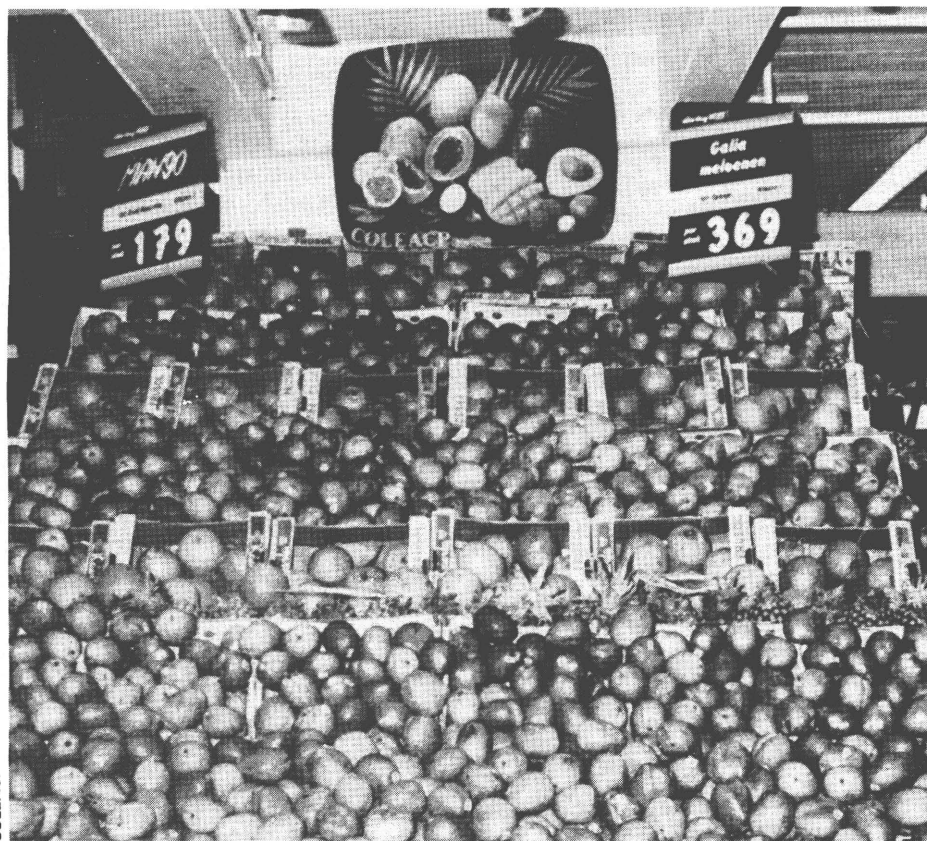
The packaging must, first of all, protect the fruit and, second, it must boost sales if possible. If handling costs are to be kept down, it is better if the goods can be loaded on to pallets and trade is easier if packaging and net weights can be standardized, regardless of product origin.

And lastly, current regulations in the consumer countries have to be scrupulously respected, particularly when it comes to traces of pesticide and preservatives for which the French importer is legally responsible.

(*) Director-General of Pomona Import.



"Exotic fruits belong to a dream of distant lands, of sun and sand..."



COLEACP

"In this field of the promotion of exotic fruit, the very active role of COLEACP... is worth underlining"

It is at this stage in the technological process that the big export organizations are at a considerable advantage, as the export controls they impose mean that quality and a fair amount of homogeneity can be guaranteed. And, of course, the grouping of goods ensures better control of supplies.

Mastering the logistics

Sometimes the market will be dominated by a product from one particular place, as is the case with avocados and pineapples, and sometimes, as with mangoes, for example, some places will dominate the market when their crop is in season. But in any case, the coordinated approach necessary for proper marketing should be aimed at. Excessive atomization of supply often has the opposite effect and whole avalanches of exotic fruits may be brought through customs at Roissy or Marseilles, for example, on days when there is no demand from the wholesale markets, and stores of not-so-fresh goods hamper the market throughout the week, penalizing all the operators.

Sales can be encouraged by prepackaging. In most cases this cannot be

done at the production stage, as happens with, say, limes. There again, it is better for supply to be concentrated in the hands of one or two operators so that a certain degree of homogeneity can be ensured for more minor products and the housewife can identify them better.

But the main sales boost, particularly when it comes to rare or little-known goods, is individual promotion and here, a certain control of the market is necessary, even on a momentary basis, to establish and finance a marketing and even a merchandising policy.

However, this policy has to match the market as closely as possible so as to make the best of every opportunity of winning new customers. There are opportunities that must not be missed. On the lime market, for example, one can only regret the absence of any promotional policy during the summer of 1983 when the European market was clearly under-supplied with lemons. This would have had the advantage of situating limes, essentially from the Caribbean at that stage, in relation to lemons. It would have made the new product known and enabled it to corn-

er part of the competing lemon market. But instead, lime sales failed and the price of lemons soared.

In this field of the promotion of exotic fruit, the very active role of COLEACP, which not only gave advice to the exporting countries but ran the last campaign with the importers (1510 days' promotion in Europe, 819 of them in France), is worth underlining.

With some products, control of the logistics at the sales end is in the hands of export organizations which also work further down the chain. In other cases, it is done by one or more importers who have the exclusive marketing of one product from one place.

Avocados are no doubt the best example of the launching of a new exotic fruit. An analysis of the keys to their success should make it possible to investigate the optimum conditions for the development of exotic fruit exports from the ACPs.

Keys to the success of the avocado

Avocados appeared on the French market in the 60s. Israel was then the only supplier in the winter months and fruit from Cameroon, South Africa and, above all, Martinique, appeared successively in the spring and summer.

Israel led the field at that stage and in 1966, 500 t of the 800 t of avocados imported came from there. Developments were spectacular—the figure was 10 000 t of a total of 15 000 t in 1975 and more than 21 000 t of a total of almost 30 000 t in 1979. After one or two bad years when there was frost, imports from Israel continued to soar, reaching 25 000 t of a total of 41 000 t in 1982 and 35 000 t out of 51 000 t in 1983. What was behind this success?

Israeli exports are based on two competing organizations. The main one, AGREXCO, encouraged the planting of certain well-suited varieties, Ettinger, Fuerte and Hass in particular, which are well known and appreciated by the consumer today. Together with the Fruit Board, it ran quality control on production, grading and packaging and exports and organized shipping, convinced that the success of exports depends, at the top of the production-marketing chain, on

the quality of the product, on homogeneity and on the regulation of export consignments. The standard and seriousness of its work won it the confidence of the distributors.

On the consumer markets, AGREX-CO hands the marketing over to a number of distributors, in the light of their sales potential, and works in close collaboration with them. It provides a back-up for the commercial policy and runs promotion campaigns that, in the early years, had budgets that were colossal in comparison with turnover. These campaigns were an opportunity, in particular, to get the avocado known, get certain varieties across and get the housewife to buy it.

It was this, backed up by one or two structured, motivated trading partners and supported by adequate publicity, that has enabled avocado consumption to be developed among an increasingly large population.

At the moment, Israel supplies more than 60% of the French market with its subtropical varieties, Fuerte, Hass and Ettinger in the main. South Africa, the USA and, for a few years now, Spain, also export these varieties. In 1984, it would be reasonable to say that subtropical varieties accounted for 90% of supply. So it comes as no surprise that housewives hesitate when offered tropical avocados—Lula, Booth, Pollock and Nabal—that they are not familiar with. And, of course distributors are more reluctant to market them as they do not keep so long and are more easily damaged.

The problem of varieties is one of the principal reasons for the decline of ACP products on the French market, as the Group produces tropical avocados in the main. However, note the rapid development of the Spanish product which has gone from 1200 t to around 6000 t in five years, and this in direct competition with avocados from Israel and Kenya (Spain and Kenya both export Fuerte and Hass).

The other limiting factor as far as ACP products are concerned is presentation. Most of France's suppliers of sub-tropical avocados have managed to establish quality standards and it is only countries that can do likewise with grading, packaging and presentation that will integrate easily into the marketing circuit. The problem will

have to be settled all the faster now that the countries of the OECD and then the EEC are to adopt a standard soon.

Lastly, logistically speaking, it is increasingly obvious that the fruit has to travel by container and by sea. Air freight is prohibitive and the cost cannot be added to the selling price, so, in all but exceptional cases, this means of transport has to be ruled out.

What is true of the avocado is also true of other tropical fruit.

Quality and ripeness first

In terms of volume, pineapples are the second exotic fruit on the French market with an increasing tonnage that had almost reached the 50 000 t mark by 1984. The pineapple market is clearly dominated by Ivory Coast, which accounts for 90% of supply. A large and increasing part of supply, almost a third to date, is flown in and this method of transport is well accepted by the distributors, as quality is guaranteed and the consumer is willing to pay more for something that is at the optimum stage of ripeness. Containers are also increasingly common alongside the traditional methods of sea freight.

So Ivorian pineapples are an interesting example of a sound approach to the market that has brought considerable success.

Mangoes should also be mentioned. French imports of this fruit have practically doubled over the past five years, reaching more than 4400 t in 1984. This has happened in spite of the multitude of supplying countries (there are more than 20 of them) and without any of them really dominating the market for anything more than a short period.

The rapid development of consumption is thanks to COLEACP which, together with the distributors, has run many a promotion campaign to get the fruit known and bought.

The results so far show that this market is really scheduled to develop—although product technology and transport have to be better controlled.

The range of countries of origin leads to a large number of varieties being on the market and they are all-too-often local ones that can be too stringy, small and green when ripe,

while the consumer's image of a mango is much nearer the American product—red, fibreless and soft and without an after-taste of turpentine.

As far as size is concerned, it is worth noting that the consumer tends to want a mango weighing 250-400 grammes and the distributor, who sells the fruit by the piece and seeks to avoid large price differences, prefers smaller ones (250 g) in winter when prices are usually high and bigger ones (400 g) in summer when they are low because supply is plentiful. The soon-to-be-adopted OECD standard should solve these marketing problems.

Lychee imports, mainly from Reunion, South Africa and Madagascar, are growing slowly. The application of the French law banning sulphur dioxide treatment put a serious brake on imports from South Africa last winter. Better organization by the importers or exporters would no doubt have made it possible to obtain the authorization to treat the fruit after harvesting.

Although papaya imports are expanding regularly, they are still low and have not yet reached the 300 t p.a. mark. Progress so far has been largely thanks to Brazil which accounts for 80% of supply. Note that this country has forced the small, red-fleshed Solo variety (also found in Ethiopia) onto the market and that the large orange African varieties are not so popular.

The market in small, violet passion fruit, such as those exported by Kenya and Brazil, is also tiny, but there is limited demand for the bigger, more acid granadilla.

Consumer trends favour exotic fruit and demand should continue to expand regularly. However, only those countries that are willing to obey the laws of the market will be able to cash in. There are a number of essential conditions—the growing season should be as long as possible, any given lot should be homogeneous, with, mainly, a good degree of ripeness which satisfies the consumer and ensures distribution, packaging that protects the product properly, rigorous grading that facilitates marketing, and attractive presentation. These conditions have to be met if the importers are to do a proper job of defending the interests of their partners—the producers. ○ A.La R.

Guidelines for establishment of tropical fruit export industries

by J.D. WINTER (*)

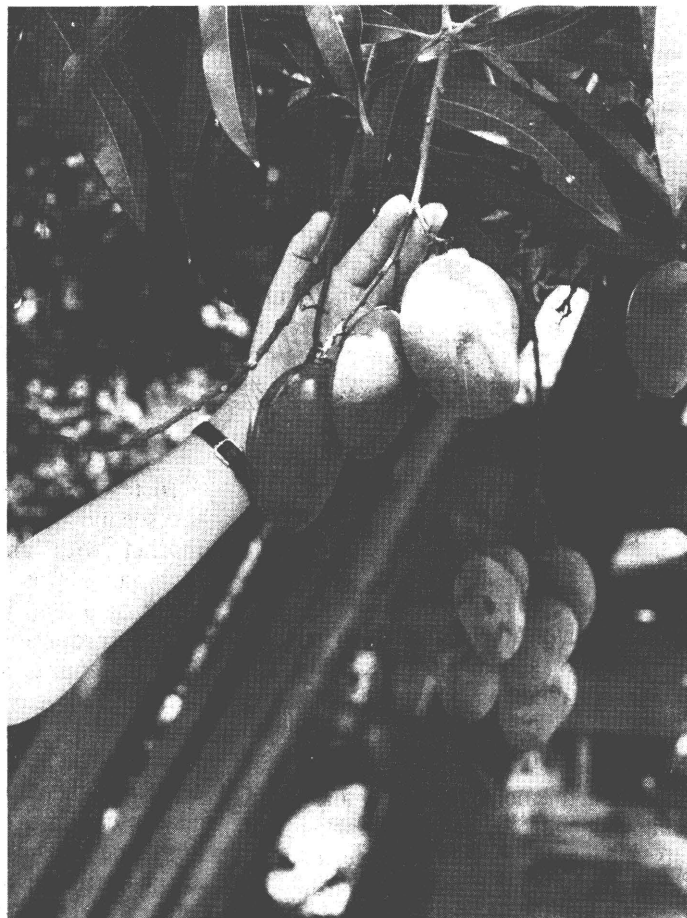
Tropical fruit, except for bananas and pineapple which are not the subject of this article, are relatively recent arrivals on the EEC market; they include avocado, mango, papaya, passion fruit etc. The demand for these fruits is increasing quite rapidly, trade having been stimulated, both by producing countries seeking to increase foreign exchange earnings, and by importers, distributors and retailers in the EEC seeking to widen their product range.

This article reviews aspects that ACP countries need to consider before entering the market, or indeed before expanding exports. The various aspects are considered individually and finally the Government's role is considered.

It is appropriate to mention two matters at the outset. First, while this article concerns only tropical fruits, many countries already exporting these items also export other fresh produce, such as off-season temperate vegetables, in order to broaden their production and export base and to spread overheads. Second, if after appropriate study and evaluations a country decides to commence commercial exports, it must be recognized that in all marketing the various stages from production to final marketing are interdependent; with export marketing of perishables to distant international markets which demand high quality products, competitive prices and regularity of supply it is absolutely

To know that the demand for tropical fruits in the EEC is expanding is not sufficient to justify starting exports. The market is extremely competitive and any country contemplating entering it for the first time, or expanding its exports, should study and evaluate the situation thoroughly, in effect carry out a feasibility study. Such a study involves: investigating the market; reviewing the production base, post-harvest aspects, institutions, infrastructure, transport facilities etc. in the country concerned; planning how constraints shall be overcome; appraising the proposal financially and economically and establishing how funds and personnel may be obtained to overcome constraints.

(*) J.D. Winter, Marketing Economist, Head of Section, responsible for fruits in Marketing and Industrial Economics Department of TDRI (Tropical Development and Research Institute), London, United Kingdom.



Mangoes in St. Lucia

"The strength of a chain is its weakest link".

essential for all the various stages in marketing to be fully catered for and integrated as necessary. *"The strength of a chain is its weakest link"*

Market study

Study of the market is the first essential. Considerable information is readily available from COLEACP⁽¹⁾, ITC⁽²⁾, FAO⁽³⁾ and TDRI⁽⁴⁾ amongst others. It is essential to ensure that the study is comprehensive, a purpose-designed study may be necessary to augment existing information. Information will be required on:

- the size of and trends in the market(s), with particular reference to the production period(s) concerned;
- sources of competition in the period(s) concerned, including information on trends in supply from these

(1) Comité de liaison des fruits tropicaux et légumes de contresaison originaires des états ACP, Paris.

(2) International Trade Centre UNCTAD/GATT, Geneva.

(3) Food and Agriculture Organisation, Rome.

(4) Tropical Development and Research Institute, London.

sources identifying also underlying reasons;

- non-tariff barriers, such as phytosanitary regulations (ACP countries enjoy tariff-free entry);
- quality and packing requirements, both as required by regulations and trade preferences, and including variety or type preferences;
- prices on the market(s), identifying seasonal fluctuations and variations by quality, variety, source etc.;
- the structure of the import trade, in order to identify appropriate points of entry and potential trading partners;
- preferred terms of trade of potential trading partners, which will generally be consignment for sale on commission.

Production base

A sound production base is essential for successful export marketing and

various aspects have to be considered.

Location of production areas

Perishable commodities must be prepared for export and transported to the export point as quickly as possible. Times required vary, depending on the commodity; not more than two days should be the aim for the fruits concerned. The acceptable distance between production areas and export points varies with the condition of the roads, whether or not a cold chain exists and whether the produce is to be exported by air or sea. The location of production areas is also important in relation to provision and availability of services and facilities, such as water, electricity, banking and agricultural extension.

Size of production units

Production units range from small holdings, of say, two hectares to four hectares total family holding for all crops, through large private farms and estates to publicly or privately owned plantations.

Size of holding can confer advantages or disadvantages for crop production for export marketing.

Smallholders' disadvantages may include lack of finance for crop production, difficulties in obtaining in-

puts such as seed and fertilizer, lack of knowledge of the latest agronomic techniques etc. Yet smallholders may take very great care of their crops and be able to compete for product quality with larger growers; they may also be prepared to take lower farm gate prices, having fewer overheads.

Large production units potentially enjoy advantages of scale such as easier access to current production techniques, possibly in containing unit production costs, being able to employ horticultural experts etc. However, problems can arise in management because the skills and experience are often in short supply.

Concentration on the large or small production sectors will depend on political philosophy, the stage of development of the small farmer sector, the institutional back-up and credit availability to the small farmer sector.

It may be appropriate to establish nucleus estates with outgrowers, or to encourage large private growers to draw some of their requirements from smallholders.

Dispersion of production areas

If export production is based on smallholdings it is imperative that they should be in one or a few concentrated area(s). Extreme dispersion leads to immense problems in servicing their needs in procurement and

transportation, and in achieving high and even produce quality standards.

Crop varieties or types

Market research will establish the preferred varieties or type. Existing crops may not be ideal. Judgements have to be made on short-term acceptability, price discounts that might apply, the practicability and cost of planting more preferred varieties.

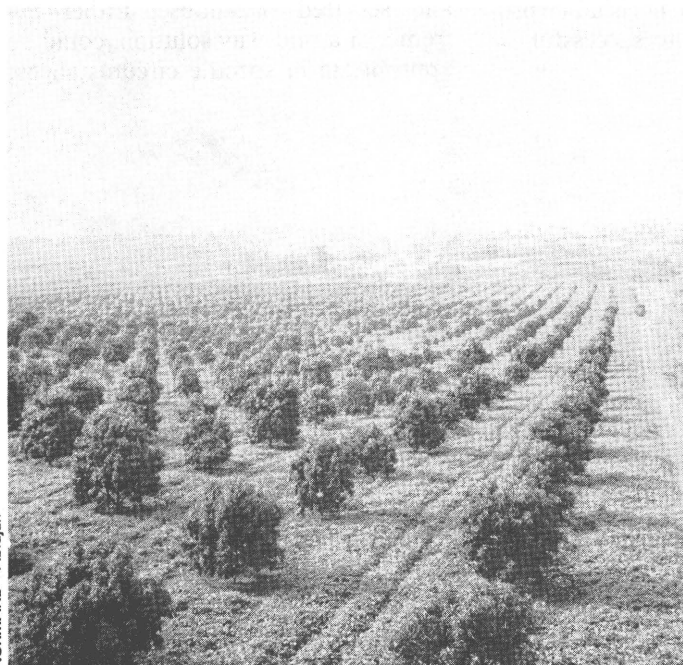
A prime example is mangoes; currently preference is strongly for the bred "Florida" varieties.

Harvesting

Harvesting and on-farm handling of fruit are extremely important aspects of production for export. Harvesting techniques should eliminate avoidable damage; inappropriate techniques cause damage leading to unsightly scars and/or development of secondary infections. Produce should be harvested when field heat is low, ideally in the early morning, shaded thereafter and packed into suitable containers which are designed to reduce bruising, puncture wounds and to limit heat build up.

Research and extension

An existing and on-going research and extension capability is essential. Research needs to cover plant intro-



NORMAND - Abidjan

Avocado plantation in the Ivory Coast
"A sound production base is essential"



ITC

A low-cost cool store in Kenya
"Produce should be... shaded thereafter"

ductions, yield, fertilizer and husbandry trials. Extension of proven results is essential particularly to the small-holder sector; extension staff must be mobile, and they must receive in-service training.

Procurement

With vertically integrated enterprises which cover all aspects from production to export, procurement as a separate operation is not a factor.

More commonly, the production sector has no involvement in downstream activities, and procurement is a fundamental consideration.

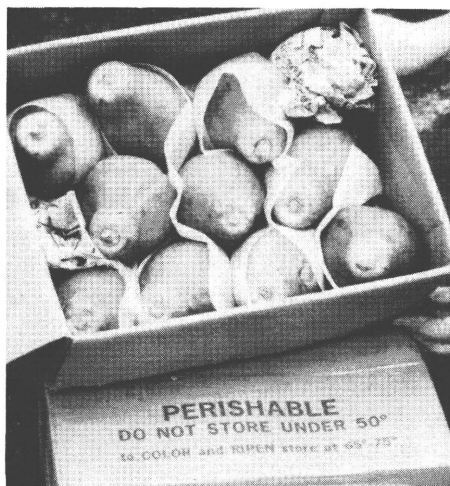
The traditional pattern in many countries has been to rely on itinerant traders who buy at or near to farm gate or in a village market paying the going price, and then transport the goods to the next stage. Rarely do they handle the produce satisfactorily. One advantage of this system is that it enables primary assembly and bulking to be effected without great, or any, investment in fixed facilities in the early stages of marketing. If this system is used it is essential to have well defined buying-in standards for the secondary stage transfer, i.e. buying by the exporter.

Some export agencies run a mobile collection system at or near to farm gate, and transport the goods to produce preparation area(s). The agency(ies) can:

- reject export sub-grades at the time of buying;
- apply appropriate handling and packaging techniques;
- directly control schedules;
- avoid large investment in fixed collection/assembly facilities.

The cost of this system can be high, particularly as "down time" is often excessive. It is probably best used in the early stages of an export industry, or for areas where production is limited.

Another major procurement procedure requires growers to deliver their produce to fixed points operated by the produce preparation/export agency. This system will involve a one-stage movement if the growers are delivering to the final export preparation centre, or two-stage if the first point is merely for assembly and initial purchase with the agency concerned sub-



Example of correct packaging

sequently transporting the produce to its final export preparation centre.

With this system, buying-in standards can be firmly laid down and volumes and prices can be agreed over extended periods in a structured fashion. Furthermore, growers become attuned to the needs of export marketing in many respects—quality, quantity, price, regularity, reliability etc. There are very clear implications for capital investment in facilities and for a substantial budget for operating costs.

Post-harvest handling, selection and size grading

Correct post-harvest handling, selection and size grading, packaging and transportation of perishable produce are fundamental to successful export marketing.

Handling

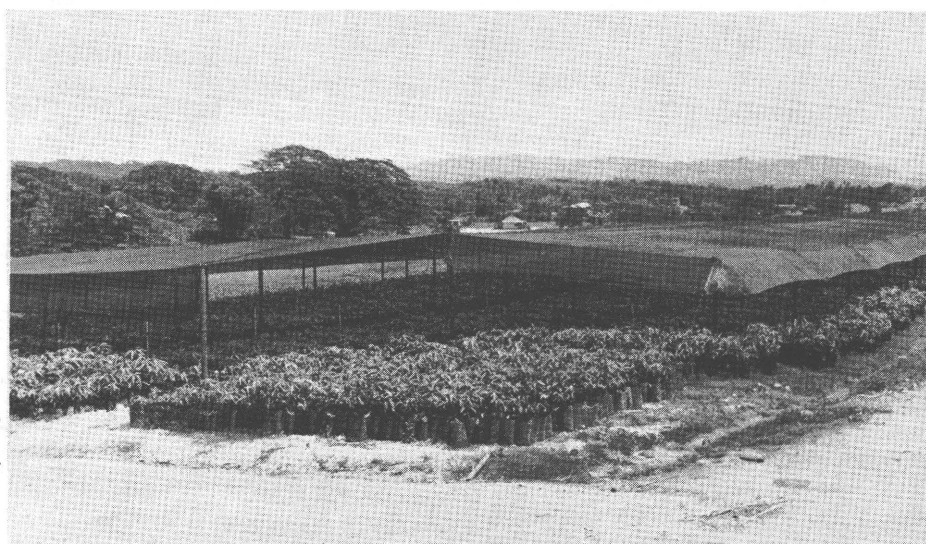
Poor handling causes damage to produce. Even if the effects are merely physical, e.g. scars on fruit, the produce will be sold at a discount or will be unsaleable. Very probably, secondary infections will occur which will further reduce acceptability of the produce. Appropriate handling procedures are required throughout the marketing chain to reduce damage to the minimum.

Selection and size grading

Selection and size grading to high standards are essential for marketing produce in the EEC. Principal criteria include: minimum and maximum sizes, condition and appearance of the fruit, cultivar, stage of maturity; in the final pack all the fruit in individual cartons must be as uniform as possible. However tight the primary buying-in standards, a proportion of the fruit will not be suitable for export to the EEC, but it may be suitable for other outlets, e.g. the domestic market.

Facilities for selection and grading

Facilities will be required for selection, grading and packing of produce. They can be a simple airy shed supplied with water and tables and operated on a labour intensive system, or a very sophisticated, fully equipped and serviced packhouse. Either extreme, or a mid-way solution, could be appropriate in specific circumstances;



Mango seedlings in Jamaica

"Market research will establish the preferred varieties"

factors influencing the choice will include:

- stage of development of the industry;
- volume of exports;
- capital availability;
- technical and managerial expertise available;
- number and dispersion of production areas.

Location of selection and grading facilities

Facilities can be located in or near to production areas, or near to export points.

Advantages of location in or near production areas include:

- avoiding unnecessary costs of transporting reject produce;

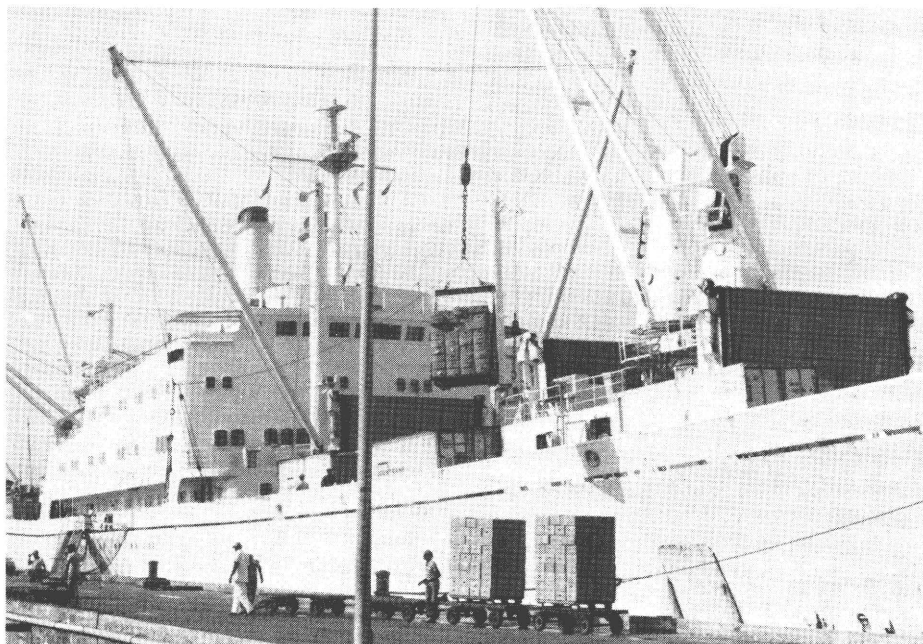
of several smaller dispersed facilities are, by and large, reversed with one centralized facility.

Choice between concentration or dispersal will depend on a given situation. Whichever alternative is appropriate it is often advisable to invest in simple plant and to use labour intensive systems in initial stages of export industry development.

Packaging

Appropriate packaging is essential in three major respects:

- to protect the produce;
- to present the produce attractively and in the container size(s) required by the markets;
- to conform to legal requirements where these exist—as in the EEC.



Loading tropical fruit in Dominica

- minimizing damage to produce by packing in "safe" export containers early in the marketing chain;
- providing a focal point in the production areas, which can also cater for input supplies and extension services.

Disadvantages include:

- possibly larger aggregate capital investment and operating cost compared with a centralized facility;
- variable produce by individual facility;
- problems associated with dispersion such as supervision, produce inspection, transportation, scheduling etc.

The advantages and disadvantages

Protection applies throughout the marketing chain, from field harvesting containers, through transportation containers to market containers.

Choice of container type for visual appeal and size applies only to market containers.

Field containers, and transportation containers if required in the system, may be plastic or wooden.

Market containers are most likely to be fibreboard cartons. Two important points are:

- use of inappropriate containers will almost certainly cause discounts in the market price;

- preferred containers vary by commodity, e.g. from 2 kg to 10 kg capacity (for air freight items).

A country engaged in, or expecting to engage in, export marketing must have access to appropriate packaging. The various containers may be locally made, or imported. In the early stages of an export industry it is almost certain that, unless there is a large demand for fibreboard cartons for other purposes, it will be necessary to import the cartons because it would be uneconomic to invest in a package making factory.

Transport and freight forwarding

Transportation is a fundamental factor in export marketing. It falls into three main areas:

- collection at or near farm for delivery to the first assembly point (which may be the packhouse);
- transport from the first assembly point to the packhouse and from the packhouse to export point (air or sea port, but usually airport for the newer tropical fruits, except avocado);
- external transport (usually by air for the newer tropical fruits).

For transport of produce in the exporting country it is generally better to rely, if possible, on hiring private transport, than to invest heavily in new public sector owned and operated fleets. Experience shows that the costs of running a publicly owned transport fleet are very high. Such a fleet may be necessary:

- if the privately owned fleet is inadequate in number or type;
- if the privately owned fleet is unreliable for scheduling or punctuality;
- in order to provide a small proportion of the required capacity to act as a discipline on the private sector and for use in emergencies;
- if "down time" is inordinate, such as with a mobile primary buying service.

As regards air transport for despatch to overseas markets, the problems likely to be encountered are:

- capacity
- scheduling
- lead time for delivery to airport
- lack of adequate airport facilities
- possibly trans-shipment in the later stages (e.g. at European airports);
- documentation.



FAO

"When reviewing and appraising the export market.... remember the domestic market and various other external markets in the region"

With sea transport, where applicable, problems include:

- availability of reefer vessels
- minimum consignments acceptable
- frequency and scheduling
- voyage time
- ports of discharge and subsequent distribution
- documentation.

There are freight forwarding agents in most countries. They secure space, deal with the formalities of despatch including documentation and arrange for trans-shipment if applicable. They charge fees, but almost invariably the cost is less than exporters would incur by dealing with these matters themselves.

Role of government

As mentioned at the outset, the various sectors of an export industry are interrelated and interdependent. Governments have a central and vital role to play in ensuring that the potential of the industry is properly assessed before it is initiated and thereafter in various aspects of support or control.

Feasibility study

Initially a feasibility study is required. Governments should ensure that this is carried out and they often

provide or obtain the financial and personnel resources for it. The study should:

- assess the market potential in relation to the country's production period
- review market requirements by cultivar(s) vis-à-vis the country's crops
- estimate likely fob returns
- identify likely trading partners and preferred terms of trading
- review the production base for produce suitability, location and scale
- review the infrastructural and institutional aspects in the country, identifying gaps and shortcomings and recommending how these should be rectified
- carry out a full financial and economic appraisal of the proposed export industry.

When reviewing and appraising one export market, in this case the EEC, it is important to remember the other potential outlets for produce and to take account of these. They could include the domestic market for fresh produce and for processing and various other external markets in the region or further afield. The existence and size of these outlets can be major considerations in overall planning and viability, e.g. alternative outlets can ease produce disposal, while broad-

based outlets should enable spreading of overheads for infrastructure, facilities and institutional support, etc.

Support

On-going support will be required from government. The major areas are:

- research and development
- extension
- training
- credit facilities
- market intelligence
- market promotion.

Research and development will be required on crop production and post-harvest technology. Aspects on crop production will include: varietal introduction and testing; crop husbandry; pest and disease incidence and control. Post-harvest technology aspects will include: harvesting techniques and immediate post harvest handling; handling and packaging at various points in the marketing chain; container structure and manufacture; post-harvest diseases and treatment.

Extension of research findings is essential. This requires an extension staff which is well trained, receives in-service training, and is mobile and adequately funded to enable it to visit growers regularly.

Training will, or may, be required in many areas, including: in-service training of extension staff on production and post-harvest technology; for managers, line supervisors and operators on produce preparation; special group courses for growers; managerial and other staff in commercial organizations, e.g. in business administration, accountancy etc.

Lack of credit facilities and availability can be a major constraint in all sectors of the industry. It can be particularly severe for smallholder growers who rarely have collateral acceptable to commercial banks. Government may need to deal with this constraint, e.g. by providing or securing funds for disbursement through existing institutions, such as cooperatives, or through purpose-designed institutes.

Regular availability of market intelligence, i.e. particularly on prices and supply/demand balance, is essential. Both ITC and COLEACP provide market intelligence information. Governments in exporting countries need to ensure that there is a channel for

obtaining this information and for disseminating it.

Market promotion includes preparation and distribution of publicity material; mounting of trade missions; attendance at trade fairs; facilitating two-way contacts between exporters and importers. A number of developing countries have set up Export Promotion Centres, usually with external assistance.

Provision of the support outlined above requires considerable financial and personnel resources. For many of the aspects there will be appropriate institutes already in existence, e.g. for crop production research and extension (Ministry of Agriculture Research Centres and Extension Services); for training (Ministry of Agriculture, Universities, Colleges); for credit (Cooperatives, Development Corporations). However, close examination is likely to reveal limitations and gaps which need attention. Governments need to provide the financial and personnel resources required, and may need to seek external assistance in the early development and implementation stages.

Control

Governments have a key role in industry control, which covers the following main aspects:

- plant quarantine
- quality standards and inspection
- licensing
- production planning.

Appropriate control on plant introductions must be exercised to safeguard crops in the country; executive plant quarantine powers and appropriate staff are required, usually in the Ministry of Agriculture.

In order to penetrate and retain markets in the EEC, top quality produce will be required. Exporting countries have to conform to Community standards where these exist, generally need to develop their own standards where they do not exist and require a system of produce inspection of export produce to safeguard their reputation. It is government's responsibility to evolve standards which should be realistic and attainable, and to provide the Produce Inspection Service.

Licensing is clearly a government responsibility. It may be required on one or more of the following: permits

to import essential production inputs, equipment for production and post-harvest handling and marketing requirements—possibly on a duty-free or concessionary duty basis; exporters—to ensure both their capability individually, and maintenance of the national reputation generally; export produce—to ensure proper remittance of foreign exchange earned.

Governments also have a role in production planning, through their relevant central planning and Ministry of Agriculture planning departments, to ensure both the best possible use of resources nationally and to assist growers in making appropriate selection of crops in terms of their own returns.

Conclusion

The EEC market for tropical fruit, although expanding, is highly competitive and requires top quality produce.

Existing crops in an ACP country may or may not be suitable as regards cultivar(s), location for export and costs of production. Requirements downstream of production, i.e. infrastructure, produce preparation facilities, transport within the country and

to the EEC, availability of appropriate packaging, may all need attention to a greater or lesser extent. Some of the requirements and problems have been reviewed. Governments have a key role to play in any country contemplating entering the market, or expanding its exports. First a thorough appraisal, i.e. a feasibility study, is required and governments should ensure this is undertaken. Even if exports of tropical fruits are shown to be potentially viable there will almost certainly be need for: investment to upgrade infrastructure and facilities; provision by government on an on-going basis of support, including initial bolstering institutions, on research, extension, training and credit; involvement by government in various control activities such as plant quarantine, quality standards and inspection, licensing and production planning.

Finally, it should be observed that if entry into the market involves a substantial degree of new planting, as distinct from exploiting existing crops, great care should be taken with the appraisal since for many crops it will be five to ten years before significant quantities of produce are available and there is therefore a high risk factor. ○

J.D.W.



Exotic tropical fruit, an area with an interesting future for all parties... as long as the necessary care is taken

FAO

The West African cola nut market

by M. FROMAGEOT-LANGSTAFF (*)

This article is about cola nuts, which, in spite of being of great commercial and cultural importance, are little known outside the main areas of production and consumption.

The wooded countries of western Africa have always traded cola nuts with the savannah countries of the region.

The cola tree, which grows right across the forest zone, produces red and white nuts which are very popular with the local people, particularly those of Moslem culture. This nut, which has great symbolic meaning, used to be presented to visiting families and foreigners and it was used to get friendly discussions going and to cement alliances, engagements and contracts. It had its cultural importance too, as it was an offering in the worship of both domestic and personal deities and ancestors.

Today, the cola nut is a popular everyday snack and stimulant and it is eaten on great occasions, at marriages, baptisms and so on. It has retained much of its symbolic meaning and is valuable in trade too.

Ivory Coast is the only producer in the CEAO (West African Economic Community) and all the other members import it, either from Ivory Coast direct or through one or two other importing countries, mainly Mali. Senegal is the main outlet for Ivorian nuts and Mali is the second big market, while Niger and Burkina Faso are less regular takers. Niger in fact imports large quantities for re-export to Nigeria (this was particularly the case before the borders were closed), which does not produce enough to meet its local demand. Mauritania takes less, its only demand being from people living along the river and in the big towns.

The cola nut is a very special product and the market is very difficult to assess. The marketing circuits are long-standing and informal, trade being based on tradition. It is a closed shop. The dealers are not used to enquiries, they keep no figures, often do

not speak French and are nearly all illiterate. There is practically no information about them and details are hard to come by, which is why we have confined ourselves to an analysis of the two main countries concerned with the cola nut trade in this sub-region — Ivory Coast, a producer, and Senegal, an importer.

Trade and production

Ivorian production has increased since independence, having gone from 34 000 tonnes in 1960 to 67 000 t (estimated value CFAF 4 062 000 000 (1)) in 1981, and the country is apparently the world's biggest producer and exporter. Two of the neighbouring countries, Ghana and Liberia, also produce the nuts and Nigeria's output is thought to be around 85 000 t.

The nuts are grown in Ivory Coast in virtually the same areas as coffee and cocoa. The trees grow spontaneously throughout the forest zone, but the bulk of the harvest comes from north of Abidjan, the town of Anyama being the focus of production and marketing.

Since the nuts have to be gathered, there has never been any industrial production or anything organized for export as there is for other Ivorian products such as coffee, cocoa, bananas and pineapples. There are no big cola plantations, production is very much on a piecemeal basis and confined to gathering the wild products in spite of the fact that consumption in the neighbouring countries of the CEAO and ECOWAS is high. The crop seems to pose no particular problems as people have long known how to cope with it, although the yields could be increased if it were grown rationally.

There is nothing certain about an increase in production. Although output rose for 20 years, there is no guarantee that the trend will continue as, in most cases, the nuts are grown on old plantings with declining yields. And, of course, there is no development structure behind it.

This is why the Ivorian Govern-

ment is trying to encourage production in suitable areas by using varieties developed by Sodeltel and various research institutes. It is also aiming to remove all the barriers to marketing on entry to and within the consumer countries.

Marketing

Cola nuts, which were not under the control of the big Ivorian planters, were developed by trading on the part of a large section of the local population, namely the travelling merchants and hawkers. The cola trade, in view of the important part it plays in Mandinka civilization, is mainly in the hands of the Dioulas and the marketing is a very old and traditional system. The nuts are gathered and stored at the place of production and it is the gatherer, rather than the planter, who goes round to the plantings and does the marketing. The nuts are sold on the local markets, from the storage sheds, through wholesalers or direct to the consumer countries.

The producers sell haphazardly (there is no guaranteed price) to what are often unscrupulous buyers in much the same way as they do plantains and yams.

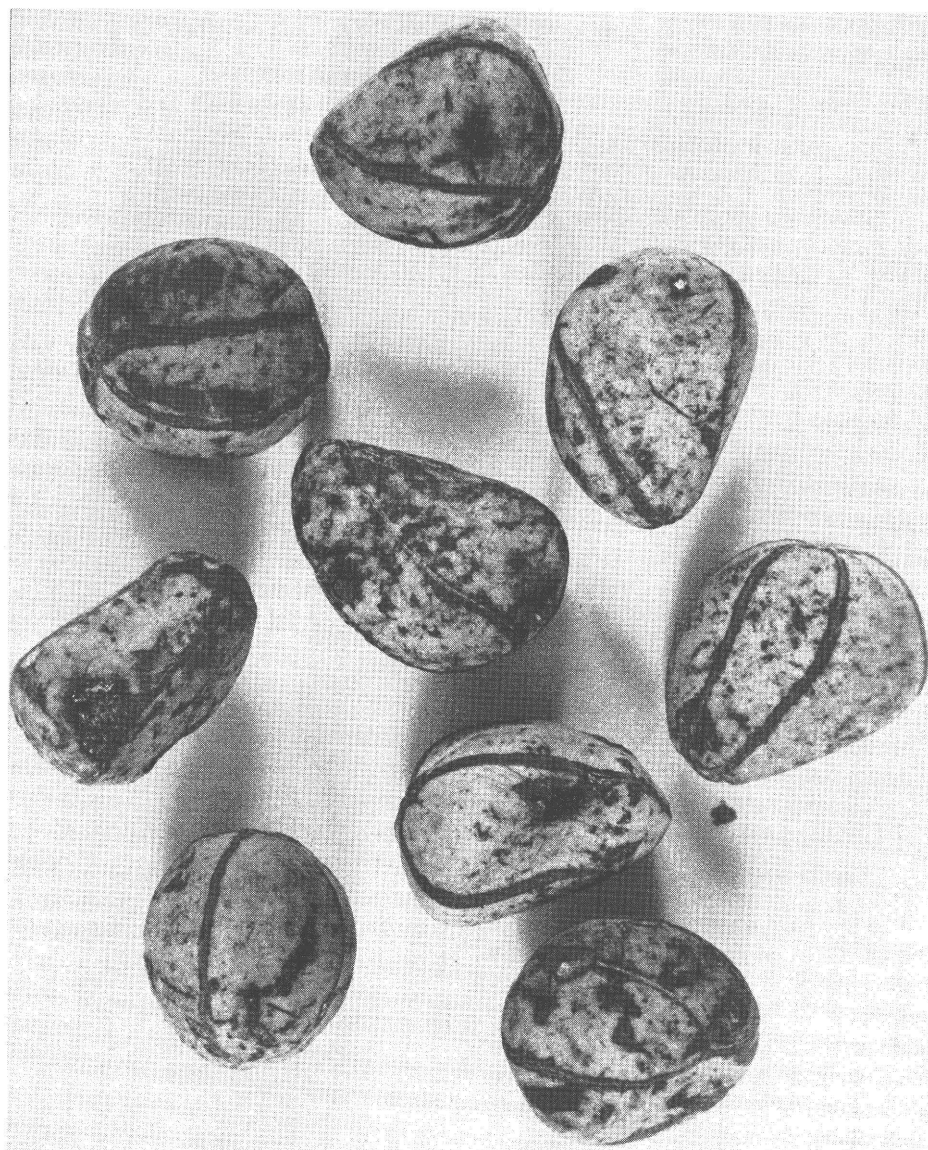
There has been one attempt at organization, in SYNAPCCI, the National Unprocessed Products Union which was set up in 1981 as a group of three corporations dealing in fish and shellfish, meat and cattle and fruit and vegetables. Two of the corporative sections are actually operational — those dealing in fish and shellfish and fruit and vegetables, including cola nuts. The Union, however, was formed back in 1976 after problems had arisen with the distribution of products imported by the old Agripac company when suppliers claimed that an Agripac-Distripac monopoly was doing them a great deal of harm by forcing them to keep their prices down and they decided to take the law into their own hands and introduce a series of big increases. The operators then decided to get organized and SYNAPCCI now has more than 3000 paid up members from the cola nut business alone.

External trade

Cola nuts have always been one of Ivory Coast's exports. They, with coffee and cocoa, are very important in

(*) A Paris-based international consultant.

(1) CFAF 1 = FF 0.02.



Cola nuts from the Bamileke region of Cameroon. They are multicotyledonous, while most nuts from West Africa are mono- or dicotyledonous

the sub-region and they are of considerable economic importance. In fact, along with imported herding products, they are the main item of global trade between Ivory Coast and Mauritania, Senegal, Mali, Burkina Faso, Niger and Nigeria. Ivorian cola nuts are also exported to Gabon and Zaïre and, sporadically, to North Africa, Europe and the USA. This is a traditional product which deserves to be better known, as the volume and value of exports make it a major export product.

Exports, assessed as being worth CFAF 1 082 million in 1966, rose to CFAF 2.5 billion in 1981. However, these figures are the official story and far below the true value, as it is obvious that the real trade is well in excess of this. The annual export turnover

on the African markets has been estimated at almost CFAF 6 billion, a very important part of the income of a whole section of the country's population which is not anxious to fit into modern economic structures and gets both an economic occupation and social status from this activity.

The nuts are moved in trucks which may belong to the buyer or the seller or hired by either party. The usual thing is for the cola dealer to take his own load to the marketing point and it is he who sees it through customs and places it with the consumer. Traders from the purchasing countries may also go in person to collect the nuts at the place of production. What happens, in fact, is that Ivorian dealers go to Senegal, where people do not know how to deal with the nuts, and dealers

from Mali, Burkina Faso and Niger come and get their supplies in Ivory Coast, as indeed do the Nigerians.

The nuts, wrapped in leaves to keep better, are packed in 50 kg sacks (called *paniers*) costing between CFAF 25 000 and CFAF 50 000 according to weight and time of year.

The cola nut trade between the different countries was exclusively traditional for years and in the hands of dealers working alone or in small groups. A few years ago, an attempt was made to organize international trade and two companies, Cisewero (Abidjan), dealing with exports, and Senacigro (Dakar), dealing with imports, were set up.

Licences are issued for cola nut exports, on which there is a standard duty of 14% of the market value (equal to CFAF 20 per kg). Exporters are authorized tradesmen and belong to SYNAPCCI, which gets the benefit of the licences although it does no exporting itself, its duties being confined to facilitating the export trade. It does, however, plan to export in the end.

Before independence, Ivorian cola exports were almost all hauled overland through Mali and Burkina Faso, but now the bulk goes by sea. This new situation has given rise to a growing number of foreign middlemen, buyers and exporters, drawn mainly by the prospect of personal gain, on the Ivorian market.

The exporters have come up against problems in transporting their products abroad since a fraudulent coffee transport organization to Bamako was discovered. This is why an Anyama-based operation was set up on 21 November 1982 with the idea, as the authorities put it, of "bringing in a new era in the marketing and transport of products, especially cola nuts". It involved the departure of the first bonded cola consignment to Mali — the so-called barrier-raising expedition, which was backed by the customs authorities and run just after the October cola day, also in Anyama, which was presided over by the Minister of Trade. Since July 1983, cola nuts have been exported from Ivory Coast to the neighbouring countries under Customs supervision, in accordance with a decision by SYNAPCCI, which runs the cola export trade. Since then, cola consignments have been bonded

to prevent smuggling (which is hitting the coffee trade particularly hard), as are consignments of some other products from the Entente Council countries. Other bonding centres are due to be sited elsewhere in Ivory Coast (in Agboville, Adzope, Daloa and Man).

However, as cola nuts are particularly perishable, bonding should only be looked upon as a provisional measure. Other methods of transport are being investigated and a system of sealed grids been suggested.

Constraints

The main constraints, over and above the problems of production mentioned above, are as follows.

Cola nuts are highly perishable and affected by the heat, which is why they are often handled under water and why a lot of leaves are needed to absorb the damp and protect the nuts from the heat.

As things stand, the methods used to wrap the nuts with local leaves, without even elementary treatment to guarantee decent conservation for export, are craft ones. As a result, the consignments are often 30-40% rotten, losses are high and this is reflected in sharp price increases. Research is now being run into better ways of keeping the nuts.

The administrative services package the nuts on the quayside. The cola is therefore at the mercy of the climate and the quality of the product, which is very easily spoiled, is affected. So sales on external markets are often poor.

Freight prices are based on spice rates and considered by the trade to be too high and thus a handicap as far as export promotion is concerned. And the maritime carrier takes no responsibility for the goods either — they are loaded partly onto the ships and the shipowner is responsible for neither loss during the voyage nor the state of the goods on arrival, in spite of the fact that cola nuts represent added financial value to his trade between the ports on the west coast of Africa.

The cola trade is upset periodically by attempts at setting up marketing and export cooperatives. The exporter grouping operations that started in 1964 created organizations that proved to be ephemeral after reaction

and opposition on the part of the tradesmen and middlemen.

Movement of goods

There are two problems here — tax and finance.

Unprocessed products exported to other members of the CEAO usually have a standard export duty levied on them by the customs and this is payable on cola nuts leaving Ivory Coast. The duty has not always been charged, it is true, but it is still on the list and the traders want it suspended officially.

The many controls run along the way by the Customs, the Gendarmerie, the Police, the Waterways and Forests Authorities and the product packaging people are serious barriers to marketing, particularly since they are carried out on entering and leaving any administrative district crossed. A standard log book has been suggested to cope with all this and it could also be adapted for other unprocessed products too.

Some recommendations

In view of the very special nature of the cola nut market and the repeated failure of attempts at organizing marketing on a regional basis, there is perhaps little point in trying to reorganize the distribution circuits along modern lines. The risk of upsetting a system of trade that is closely bound up with the trade circuits of other products, getting the opposite of the desired result and creating an artificial shortage and higher prices would be great.

At best, we can suggest a few improvements to facilitate production and trade, bearing in mind the size of the cola nut turnover (several billion CFAF) and its repercussions on the trade balance of the countries involved.

The main recommendations are listed below. Some of them have already been formulated in Ivory Coast and are therefore not new.

Production

- Regenerate the plant stock and set up new plantations at the same time.
- Set up several industrial cola plantations.
- Build a factory to process by-products (for the pharmaceutical and dyeing industries).

Marketing

— Set up a commission like the one dealing with the export and marketing conditions for coffee, cocoa, bananas, pineapples etc. This could be a semi-public body comprising representatives of both the authorities (External Trade and Customs) and the cola exporters.

— Improve the packaging etc, of the nuts so they keep better. This means using materials that meet both Customs standards and the demands of preserving the product itself. Cola nuts will not stand up to being transported by container, for example.

— Develop the infrastructure, starting in Ivory Coast, by building large cola silos and treatment and packing facilities from which the nuts could be exported.

— Set up a chain of refrigeration facilities at the main change-over points along the various cola routes.

— Set up reception infrastructure in the importing countries.

All this infrastructure could be financed from public or private funds with State or Fosidéc guarantees. Mixed financing could also be envisaged.

Financing

Set up a system of pre-financing for cola marketing and export.

The main bottleneck seems in fact to be caused by the problem of financing or prefinancing marketing.

At things stand, the banks are completely divorced from the cola trade, an informal sector about which little is known, that relies on verbal contracts and does not have the confidence of the bankers. A producer/exporter who goes to the importer is forced to wait for the buyer to sell everything before he can have his money and go home — which is a considerable waste of time and money.

The role of SYNAPCCI has so far been confined to making export operations easier. Financing and pre-financing could well be put in the hands of another body, although it is quite on the cards that, in the longer term, the Union will be responsible for financing cola picking, processing, packing and storing and organizing export facilitation measures (letters of credit, for example). ○

M.F.L.

CULTURAL CO-OPERATION

The OAU and the ACP Group — shared concerns

The influence of culture on development models no longer needs any demonstration. Culture very largely determines the type of economic system that is used. It may preserve and strengthen nations. And, if their identity is not firm, it may make them more vulnerable and fragile where culture has become too diluted and other influences predominate. It is even more true that economic development results in social progress if it backs up the values of individual and community independence that are based on cultural foundations alone.

It was with this conviction and with the common ACP-European hope of centring development on man in his environment that the negotiators brought the idea of culture into Lomé III, so that the "taking into account of the cultural and social dimensions in projects and programmes (leads to) the promotion of the cultural identities of the ACP States' peoples, with a view to fostering their self-advancement and stimulating their creativity".

The OAU (Organization of African Unity), which played a decisive part in recasting ACP-EEC relations in 1974, recently said that cultural development should now enter into economic planning in a full and practical manner. So culture will figure in the revised Lagos Plan of Action which is to rethink the aims and means of African development from now to the end of the century.

Mohammed Lamine Allouane, the OAU's assistant Secretary-General, who is responsible for Education, Science, Culture and Social Affairs, came to Brussels in June to tell ACP representatives and the Group Secretariat about the Organization's wish to coordinate its cultural action with that of the ACP countries within the framework of Lomé III, whose new title, Cultural and Social Co-operation, is progress indeed.

So, at the next Council of Ministers and Conference of Heads of State and Government in Addis Ababa, the Se-

cretary-General will be presenting a draft declaration on the cultural aspects of the Lagos Plan of Action. This declaration should invite the countries which belong to the OAU and international organizations such as the EEC and the UN to take more notice of the way culture and economics interact.

The Lagos Plan that will be discussed and adapted at the economic summit scheduled for the OAU headquarters in July 1985 will include this new idea as a global approach to economic problems.

Culture is no longer a secondary activity or a luxury, said Mohammed Lamine Allouane, who suggested that the poor performances of the strategies applied in Africa over the past few years will at least have the advantage of showing that it was wrong to design development with quantitative parameters and that, one day, "we shall have to talk about culture if we want to talk about development". For, he added, in spite of our Governments' desires and our external partners' commitments, we have neither "a decent rate of growth nor the well-being that generates progress... because we were unable to use our cultural identity as a basis for designing a society or making choices or preparing new values that cater for the future". Mr Lamine Allouane noted that the ACP Group and the OAU had similar concerns and gave the enlarged meetings of ACP Ambassadors his assurance that the OAU was ready to use these new provisions in the interest of African institutions and co-operation among the ACP States.

He also said that determination, clear-sightedness and the various ACP cultural studies had made it possible to bring about considerable improvements to the Lomé Convention.

The OAU Assistant Secretary-General and Cultural Affairs head wound up his speech to the ACP Committee of Ambassadors by saying that, now the Commission is getting ready to send missions out to the ACP countries,

these priorities ought to be borne in mind and brought home to the leaders. It is not something that could be done off the cuff. Serious thought had to be given to it. As the Monrovia Seminar put it, the idea must be to lay particular stress on those things relating to internal policy, structural change and value systems, something that will be all the more necessary now that the OAU is lending its support to a World Cultural Development Decade in line with the recommendation on cultural policies (Mexico City) of 1982.

The Chairman of the ACP Committee of Ambassadors, Harold Sahadeo (Guyana), interim Secretary-General Edwin Carrington (Trinidad & Tobago) and three Ambassadors, Joseph W.N. Nyagah (Kenya), the Chairman of the Sub-Committee on Intra ACP co-operation, Raymond Chasle (Mauritius) and Seydina Oumar Sy (Senegal) again said how necessary it was for the ACP States and Governments to see that cultural factors really did get included in their economic programmes and schemes (infrastructure and information) in the interests, first and foremost, of the ACP States. For, as Mr Sahadeo said, the EEC knows more about the ACPs than the ACPs know about Europe and about themselves.

The ACP States now have two things to do—make sure they rediscover their identity and re-establish the fullness of their personalities in relation to those cultures that are dominant. o L.P.

Bantu civilization and development

The first move to take advantage of the new provision on cultural co-operation in Lomé III has been made by CICIBA (Centre International des Civilisations Bantu). CICIBA's current chairman of the council of administration, Gabonese Minister of Culture, Mr Jean-Emile Mbot, accompanied by the organization's Director General Mr Theophiles Obenga visited Brussels and Strasbourg early in June for talks in the European Commission and the European Parliament.

CICIBA was set up, at the initiative of the Gabonese President Omar Bon-

go, in January 1983. It groups ten Central and East African countries (Angola, Central African Republic, the Comoros, Congo, Gabon, Equatorial Guinea, Rwanda, Sao Tomé and Príncipe, Zaïre and Zambia) which, together with other Bantu countries, represent about 150 million people speaking 450 languages, the largest and the most widespread civilization in Africa.

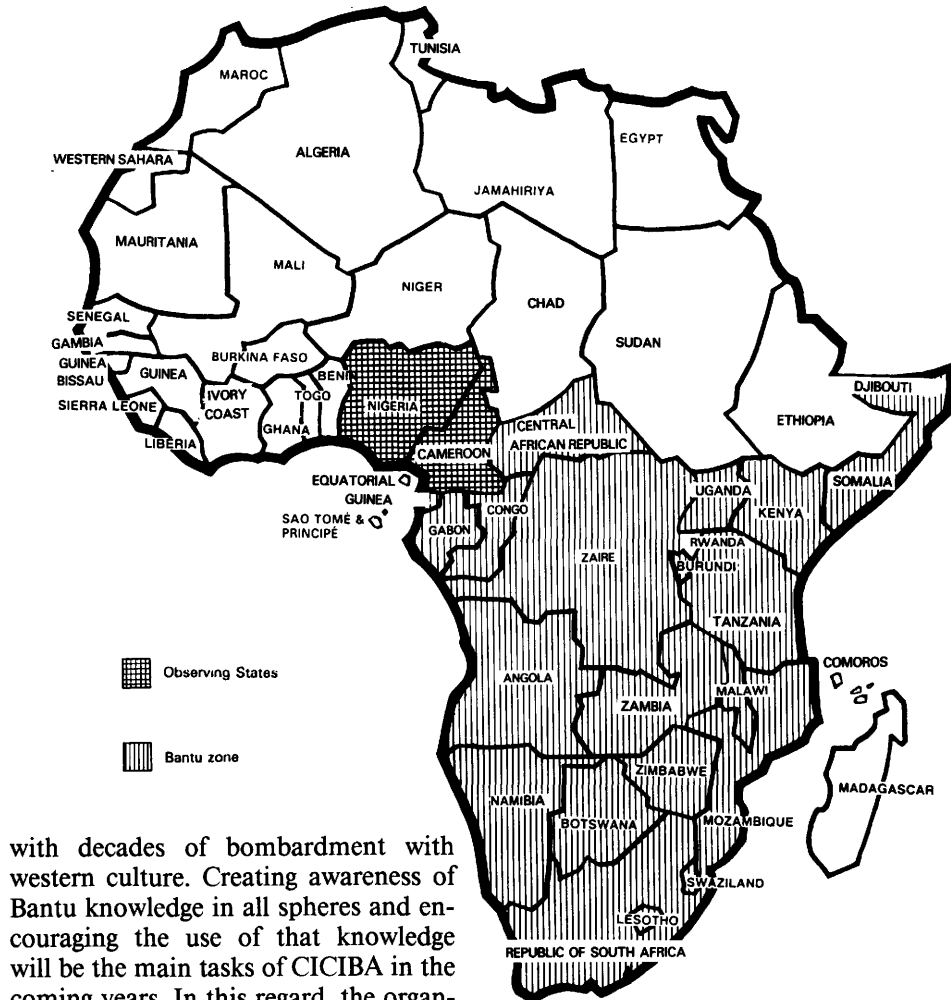
The organization has its headquarters in the Gabonese capital, Libreville, and has already established an administrative structure, comprising 10 international officials.

On the political level, a conference of Ministers of Culture of Member States is held every two years to define policies and general guidelines of CICIBA's activities. In Brussels, a committee of Ambassadors of Bantu states has been set up to liaise with the European Commission.

Faith in CICIBA, both at home and abroad, appears high if the financial resources already at its disposal are anything to go by: CFAF 800 million annual contributions from Member States plus CFAF 100 million annually from the UNDP (the United Nations Development Programme) and CFAF 100 million from French bilateral assistance. The organization expects Member States, the UNDP and France to increase their contributions over the next five years to five billion, 500 million and 400 million respectively. Additional funds are expected from UNESCO (CFAF 250 million) and from the EEC.

The attractiveness of CICIBA lies in the fact that it sees culture not just in terms of identity and acquisition of knowledge but mainly as a process of conditioning of the mind to treat all cultural manifestations as factors of economic development whether in the production of pedagogical material—books, films, newspapers; in artistic productions—music, painting, sculpture, handicraft, as well as in the utilization of traditional technologies in fields such as medicine or agriculture.

As the Gabonese Minister of Culture, Mr Mbot, noted during a press conference in Brussels, some of the economic difficulties facing the Bantu States, and indeed Africa as a whole, flow directly from a high degree of neglect or ignorance of the potentialities of traditional assets. They have not had much chance



with decades of bombardment with western culture. Creating awareness of Bantu knowledge in all spheres and encouraging the use of that knowledge will be the main tasks of CICIBA in the coming years. In this regard, the organization plans, amongst other things, to produce data on traditional medicine, studies in archaeology, music, linguistics, human sciences and ethnology and films, videos, records and cassettes on the different aspects of Bantu life, both traditional and modern. An *Encyclopaedia of Bantu knowledge and Atlas of the Bantu world* will also be launched more or less in the spirit and probably along the lines of the Encyclopaedia project in the "Age of Enlightenment" which, CICIBA Director-General Mr Obenga pointed out, largely contributed to the spread of knowledge and development, not only in France but in other European countries as well. In the hope of reaching a wider audience both at home and abroad, (particularly in Europe), CICIBA plans, furthermore, what it calls a "series of 13 television programmes of 26 minutes" reflecting the Bantu civilization. It will study the possibilities of beaming such programmes by satellite. Gabon, it should be noted, has an earth satellite station which will enable it to do so, but such programmes are unlikely to make any impact within the region, as few, if

any, of the neighbouring countries have reception facilities. It underlines one of the greatest obstacles facing CICIBA—that of communication, whether by road, rail or air.

In Brussels, the CICIBA delegation had talks in the European Commission with Development Commissioner Mr Lorenzo Natali, the Director-General for Development Mr Dieter Frisch, the Director for West and Central Africa, Mr Erich Wirsing and the chairman of the EP's development committee, Mrs Katharina Focke and in Strasbourg with the President of the European Parliament, Mr Pierre Pflimlin.

The European Commission, understandably, has welcomed CICIBA as a regional organization, noting the fact that it groups francophone, anglophone and lusophone countries. What kind of assistance it will receive from the regional fund and to which practical operations it will be allocated would be decided when the processes of ratification of Lomé III have been accomplished and the Convention goes into operation. ○ A.O.

INDUSTRIAL OPPORTUNITIES

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CDI

BRIEF ● NEWS IN BRIEF ● NEWS IN BRIEF ● NEWS IN BRIEF ● NEWS IN BRIEF ● NEWS IN BRIEF ● NEWS IN BRIEF ● NEWS IN BRIEF ● NEWS IN BRIEF ● NEWS

OUTGOING DIRECTOR PASSES THE BATON

The outgoing Director of CDI, Mr Jens Mosgard, gave a reception on 14 May to welcome Dr I. Akinrele to his new role as Director.

Addressing the staff of CDI on this occasion, Mr Mosgard thanked them for their cooperation over the last five years. He also expressed his appreciation to Dr Akinrele for his great collaboration as Deputy Director under Lomé II; and he looked forward to continuing that collaboration in their reversed roles under the next Convention.

In his reply Dr Akinrele said that the reappointment of the same people to the Directorate (though in different roles) under Lomé III, reflected credit on the performance of CDI under Lomé II.

GREATER INTEREST IN CDI

He remarked that under Mr Mosgard's leadership the volume of ACP requests for assistance had noticeably increased; CDI had become better known in the industrial milieu in ACP and EEC States; and EEC industrialists were now showing more interest in CDI, as a bridge to ACP countries.

Dr Akinrele also drew attention to the improvement in the collaboration between CDI and the European Commission and to a widening in the scope of CDI's activities and interventions.

Under Lomé II, however, he would have liked to have seen more CDI success in promoting capital transfers to ACP companies and greater involvement by the EIB in CDI-assisted projects.

STAGNANT BUDGET

Looking forward to Lomé III, Dr Akinrele regretted that CDI's budget would remain stagnant in real terms. Yet there has been an increase in the scope of CDI's activities and it would have to cover a larger number of countries. In view of this, he felt that it would not be easy to expand or promote the staff of CDI.

Dr Akinrele concluded by indicating his desire to give CDI a more independent and neutral image, in its efforts to act as a beacon for ACP-EEC cooperation and to make a recognisable impact on ACP economies. ■

News in brief continues on page 2.

VISITS OF ACP AMBASSADORS

Since the appointment of Dr Akinrele as Director of CDI, a number of ACP ambassadors to the European Communities have paid him courtesy calls, namely:

• His Excellency Mr Moteane John Mela-

mu, Ambassador of Botswana

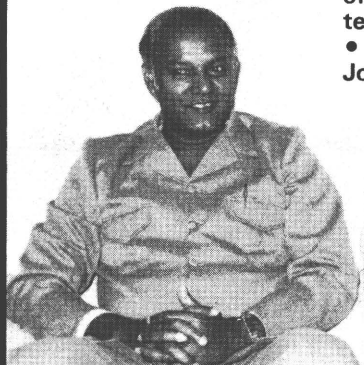
• His Excellency Mr Joshua O. B. Iroha, Ambassador of Nigeria

• His Excellency Mr Harold Sahadeo, Ambassador of Guyana and current Chairman of the ACP Committee of Ambassadors

• His Excellency Mr Josphahwa Laryea,

Ambassador of Ghana.

Also during this period Dr Akinrele received a visit from Mr Edwin W. Carrington (Interim Secretary-General of the ACP Secretariat).



*His Excellency,
Mr Harold Sahadeo
(left)
during his recent visit
to Dr I. A. Akinrele
(right)*



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CHAMBERS OF COMMERCE AND INDUSTRY

Representatives of Chambers of Commerce and Industry from the EEC and 49 ACP countries, met at a conference in Thessaloniki (Northern Greece) from 7 to 19 May.

The conference was intended to promote the development of economic cooperation between ACP states and the EEC, with special emphasis on Greek/ACP trade and ACP maritime transport.

Notwithstanding the presence in ACP countries of many traders of Greek nationality, the conference was told that there was a low level of economic transactions between Greece and ACP states.

Leading speakers for Greece suggested that there was scope for improvement in the following industrial sectors in which Greek industry is fairly strong:

- Agricultural equipment (trucks, trailers, tractors, vehicle chassis, implements, etc.)
- Metal products (such as aluminium sheet)
- Household goods
- Irrigation services and pipes
- Insecticides
- Fertilizers
- Cold storage
- Food (e.g. fruit juices, jams, marmalades, animal feed stuffs)
- Skins and furs
- Paper pulp
- Textiles and garments
- Pharmaceutical products
- Housing and civil works
- Cement, marble and other building materials
- Maintenance for airplanes
- Soft energies (e.g. solar heating panels).

In its contribution to the conference, CDI invited Greek companies to make production proposals in these sectors which it would diffuse, free of charge, among ACP business circles. It also requested Greek and ACP Chambers of Commerce and Industry to feel free to reprint or publish CDI's industrial opportunities.

The CDI stand attracted considerable attention, throughout the conference, particularly to the opportunities available through CDI.



The CDI stand at the chamber of commerce and industry conference in Greece.

These opportunities were referred to by many of the speakers who urged EEC and ACP entrepreneurs to make full use of them.

The question of encouraging investment in industries of ACP countries also aroused much interest.

It was pointed out that Greece like Ireland, has neither an investment insurance scheme covering ACP countries nor a development finance institution.

However, it was hoped that these countries would be encouraged to set up their own national systems, following the establishment of an EEC investment insurance scheme.

The notion of such a scheme is currently being studied under the provisions of Lomé III.

This could have considerable significance in the future for the stimulation of direct European investment in ACP industries.

The conference was attended, for CDI, by outgoing Director Mr Jens Mosgard, Mr Kebede Yoftahie, Manager Industrial Promotion Division and Mr Diarmuid Peavoy, Public Relations Officer.

PREFERENTIAL TRADE AREA (PTA)

On 24 April, a high level delegation representing the 16 signatory States of the treaty establishing the Preferential Trade Area for Eastern and Southern Africa (PTA), visited CDI to explore possibilities for cooperation.

The PTA delegation was led by the Honourable Mr A. Muganga, Chairman of the PTA Council of Ministers and Minister of Commerce and Industry of the Republic of Burundi.

The Secretary General of the PTA Secretariat Mr B.D. Nomvete, asked for CDI assistance to generate multinational industrial cooperation between PTA members; he went on to outline the PTA's three-tier industrialisation programme.

The outgoing Director of CDI, Mr Jens Mosgard, told the PTA delegation that some of its proposed multi-national industries may be too large for CDI to handle.

CDI, he said, was set up to assist small and medium sized industries with an upper investment limit of about Ecu 21 million.

He also confirmed that all types of assistance are available in principle, for any project submitted by an ACP sponsor who has the support of his local institutions.

CDI assistance may be requested, through PTA, for the rehabilitation, upgrading and training of multi-national industries, and for the identification of EEC joint venture partners for local promoters.

Left to right: Chairman of the PTA Council of Ministers, The Hon. Mr A. Muganga; outgoing CDI Director, Mr Jens Mosgard; and the Secretary General at the PTA Secretariat, Mr B.D. Nomvete.



INDUSTRIAL PROMOTION ATTACHE PROGRAMME

WIDE RANGE OF ACP PROJECTS DISCUSSED WITH EEC FIRMS

So far this year, senior staff from seven ACP industrial promotion bodies have spent short operational periods in Europe under CDI's industrial promotion attaché programme.

Here, with CDI back-up, they were able to make direct contact with potential European investors and technical partners.

This year's attachés have so far come from three anglophone and four francophone ACP countries.

FRANCOPHONE ATTACHES

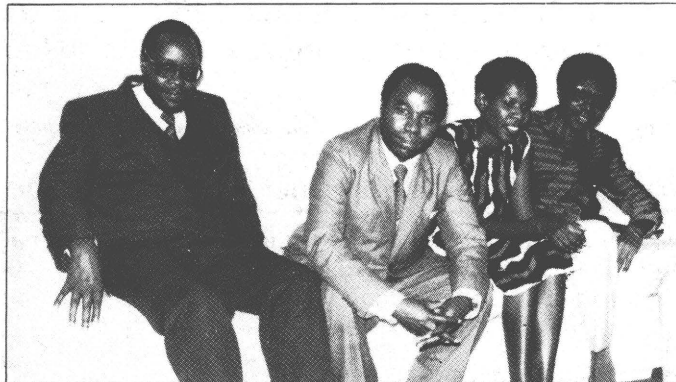
The four francophone attachés, listed below, came from Central African countries. They spent five weeks at CDI in March and April. During their stay they familiarized themselves with CDI's methods of operation and the range of its assistance. They also promoted several projects for which they made contact with 42 European companies. The details are as follows:

- **Mrs Béatrice BUKWARE**, Head of Industrial Projects Division, National Economic Development Bank of Burundi (BNDE).

Mrs Bukware was able, during her stay at CDI, to examine European products and projects for the manufacture of school notebooks, socks and polyurethane foam. She also procured CDI assistance for the evaluation of second-hand equipment for the production of envelopes and technical assistance for starting up a biscuit plant.

- **Mr Protais NSABABERA**, officer in charge of project identification and documentation, at the Rwanda Development Bank.

Mr Nsababera visited European companies to advance the development of several projects, in particular a central engineering workshop, the breeding of angora rabbits (for which one EEC company is prepared to participate in equity), brick and tile works (CDI will now assist the sponsor to travel for meetings in Europe), biscuits and babyfood, crown corks, production of lime, fruit juice and concentrates.



The francophone promotion attachés (left to right): Mr Ngendahimana, Mr Nsababera, Ms Bukware, Mr Kabonjo.

- **Mr Ndagano KABONJO**, Deputy Head of Studies Department, Société Financière de Développement du Zaïre (SOFIDE).

During his period with CDI, Mr Kabonjo succeeded in interesting two European companies in investing as joint venture partners in a cattle feed plant in Shaba, Zaïre. He had similar success with a brick factory project to be situated in Kananga. It is also expected that his efforts will result in CDI assistance with training and

start-up for a seed-oil extraction plant.

- **Mr Athanase NGENDAHIMANA**, Deputy Head of Division, in the Permanent Secretariat, Communauté Economique des Pays des Grands Lacs (CEPGL).

Mr Ngendahimana used his period in CDI to make contacts and gather techno-economic information on packaging and the production of pasturised milk, with a view to setting up productions in CEPGL countries (Burundi, Rwanda, Zaïre).

ANGLOPHONE ATTACHES

Two executives from development corporations and one from a Ministry of Planning based themselves in CDI's Brussels office from May to June.

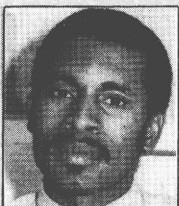
They promoted over a dozen projects. Some of these projects are outlined on pages 4 and 5. The names and organizations of the anglophone promotion attachés are as follows:



- **Ms Matseliso CHONDOMA**
Project Manager, New Products Division, Lesotho National Development Corporation (LNDC).



- **Mr Abdul COLE**
Senior Industrial Economist, Gambian Ministry of Economic Planning and Industrial Development.



- **Mr Peter AZILLE**
Marketing and Promotion Manager, Industrial Development Corporation, Dominica.

OFFERS FROM ACP SPONSORS

EEC INDUSTRIAL PARTNERS WANTED



EEC industrialists are invited to contact CDI, quoting the reference number, in response to any offer outlined in this section.

However, CDI will only reply to enquiries if EEC industrialists give brief descriptions of their current operations and are prepared to provide the kinds of cooperation requested by the ACP sponsors.

Organisations reprinting these offers in their own publications, are asked to ALWAYS include CDI reference numbers.

Tomato concentrate and fruit juice. Benin – 610.BEN.8.FOO.

A technical and joint venture partner is required for the restoration of an agro-industrial complex producing tomato concentrate and mango juice. It is intended to reach an annual output of 3 000 tons of tomato concentrate and 500 tons of mango juice. (Local yearly consumption is currently 5 000 tons and 1 500 tons respectively for these products).

Manufacture of paints, detergents and solvents. Cameroon – 610.CAM.4.CHE.

A private local entrepreneur wishes to set up a plant to manufacture three sets of products: solvents and diluents—insecticides and detergents—paint.

The production would be absorbed by local and regional markets. (The local market for paints alone is 9 218 tons a year).

It is estimated that the annual turnover for the new plant would be just over Ecu 21 million*.

Animal feed production. Dominica – 610.DOM.AGR.

The Ministry of Agriculture, in conjunction with private entrepreneurs, wishes to set up production of livestock feed for cattle and other ruminants, using banana and citrus waste plus coconut meal.

They are seeking a joint venture partner who will take an equity participation and provide technical expertise.

The capacity envisaged is 1 000 tons a year. The overall investment is expected to reach about Ecu 2.4 million*. Annual turnover at full capacity will be about Ecu 5.7 million*.

This would be the first such production in Dominica and the output would be 75% of the local market demand.

Soft footwear plant. Dominica – 610.DOM.RUB.

A local company, with experience in a wide range of business operations, wishes to establish a manufacturing unit for soft footwear (tennis shoes, track shoes and casual footwear).

For this type of footwear the size of the local market alone is 200 000 pairs per annum.

It is therefore projected that the initial output would be about 324 000 pairs per year to cater for the local market and CARICOM (regional market). It is, however expected that the output would grow rapidly in response to regional demand.

This would be the only such production facility in Dominica and its sub-region.

The initial investment required would be about Ecu 4.6 million*.

A European partner is required who will provide equity and technical assistance.

Knock-down furniture for regional and US markets. Dominica – 610.DOM.TIM.

Experienced local businessmen wish to set up a furniture manufacturing plant to produce high quality knock-down furniture for local, regional and US markets. (Duty-free access to the US market is guaranteed for twelve years under the US Caribbean Basin Initiative).

It is planned to produce office desks, office tables and chairs, wall units, kitchen cabinets, TV and stereo cabinets, beds and other bedroom items, plus conference tables.

The initial output would be 84 000 pieces a year in one shift for an investment figure of Ecu 2 million* (staggered over a two-year period).

Fine local hardwoods would be used in the production, notably *dacryodes excelsa* ("gommier") and red cedar.

Fiscal incentives already granted to this project by the Government of Dominica include exemption from duties for: building materials for the plant; equipment, machinery, spare parts; raw materials. A 10-year tax holiday has also been granted.

The local sponsors seek a European partner who will provide know-how and a share of the equity.

Wheat flour milling. Gambia – 610.GAM.2.FOO.

An experienced import/export firm wishes to move into the manufacture of flour from imported wheat.

The output envisaged is 20 000-30 000 tons a year. The local market currently disposes of 9 000 tons a year of

DOCUMENTALIST FROM MAURITANIA TRAINED AT CDI

A documentalist from the National Development Fund (FND) of Mauritania, Ms Dado Soumare, received training during April and May from the staff of CDI's Industrial Information Service. During the period of training, Ms Soumare was:

- given an overview of a complete documentation service with its range of documents, reference books and filing systems
- taught how she could make full use of CDI's information service
- shown how to utilize some specialized reference materials
- trained in the use of terminals linked to computer data bases.

FND is an investment bank covering agriculture, fishing and industry. It is CDI's antenna organization in Mauritania. ■

Ms Dado Soumaré of FND (left) with Ms Danielle Wilson of CDI's Industrial Information Service.



imported flour and the increased tonnage from the new plant would be exported to meet the demands of the sub-region.

The local sponsors are in a position to contribute 70% of the equity. They seek a European partner who will participate in equity and supply know-how.

It is estimated that the overall initial investment required would amount to about Ecu 1.16 million*.

Fishing and fish processing. Gambia – 610.GAM.5.FOO.

An existing fishing operation wishes to expand its catching facilities and to set up its own processing plant. The fish concerned in the proposed operation are high value species such as sole, lobster, shrimps, white fish. Processed and preserved fish are the Gambia's second most important export.

The sponsor seeks a European partner who can supply two trawlers, know-how, a share of the equity, and export outlets.

The estimated annual turnover of the proposed plant, operating at full capacity, is 900 tons. The initial investment envisaged is about Ecu 531 000*, excluding trawlers.

Chalk, crayons and stationery products for the US market. Jamaica – 660.JAM.3.EXT.

A long-established private company, with a commanding position in the local market wishes to expand and diversify its output for export to the USA. (Duty-free access to US markets is permitted for 12 years under the US Caribbean Basin Initiative). The company's current product range includes school chinks, wax crayons, chalkboard erasers, blank books, sheeted paper and various art materials.

The company plans to increase turnover to Ecu 2.3 million* a year. Two thirds of this increase would be derived from improved sales of existing products and the balance would come from new products.

It seeks a European partner who will provide know-how plus in-depth study and penetration of the US market. A share of the equity is also available.

Gari factory and cassava plantation. Nigeria – 610.NIA.17.FOO.

A private businessman whose current activities include the chairmanship of a diverse group of companies, wishes to set up a gari plant and cassava plantation near Ondo.

The envisaged capacity of the gari plant is 1 176 tons a year for an estimated initial investment of Ecu 1.3 million*. The output would be destined for local and export markets.

The sponsor seeks a European partner who can supply know-how and equity. ■

* For value of Ecu see box on page 8.

CDI TRAINING ASSISTANCE

TANZANIAN BREWING ENGINEERS LEARN NEW TECHNIQUES IN EUROPE

Following a nine-week training course in Europe, a brewer and a maintenance engineer from Tanzania Breweries, are confident that they have learned new skills and practices which will help them to improve operations at home. Their training was developed and financed by CDI to help improve product quality and plant maintenance.

Tanzania Breweries Ltd. is a state company employing 2 800 people. It is the sole brewing company in Tanzania and has several installations around the country.

When applying for training assistance, it explained that a shortage of foreign exchange prevented it from sending its employees abroad to acquire specialized skills.

It therefore asked CDI to cover the costs of practical training in Europe for brewer Martin Masala and maintenance engineer Lilian Kizigha.

Mr Masala's normal work entails supervision of the brewing process. It was hoped that he would be able to benefit from Europe's long experience in brewing to improve his knowledge of brewing technology and quality control.

Ms Kizigha's day-to-day duties involve the drawing up of a maintenance programme on the basis of detailed machine records. It was intended that she should study advanced maintenance techniques and industrial safety measures in Europe, for eventual application in Tanzania.

COURSE CONTENT

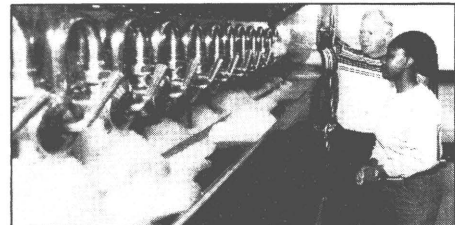
The training course was organized in the UK by Allied Breweries and was followed up by visits to Belgian breweries.

Allied Breweries arranged a course for Mr Masala which included practical brewing experience and laboratory training in bottling and malting.

Ms Kizigha's course concentrated on planned maintenance and industrial safety including attendance at professional seminars. The trainees were closely involved in day-to-day



brewing and maintenance activities in operational British breweries.



Tanzanian trainees study operations in a UK brewery. Mr Martin Masala (photo on left) carries out in-place cleaning and Ms Lilian Kizigha (above) discusses the taking of samples for organoleptic appraisal and laboratory analysis.

TRAINEES' OBSERVATIONS

In his observations following this training period, Mr Masala said that the high gravity brewing method used by some European breweries would suit the small holding capacity of Tanzania Breweries Ltd.

He also noted some effective energy-saving methods which he felt could be effectively applied at home.

Mr Masala was impressed by the way in which European breweries analyse and select barley for germinative power and moisture content, before accepting a delivery or fixing a price. His own brewery, in contrast, accepts everything brought to the plant and ends up with a lot of problems due to undermodified barley.

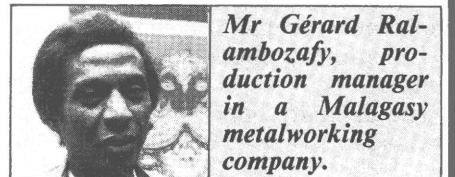
Ms Kizigha remarked that one particularly valuable thing she learned during this training period was how to run a brewery efficiently on three shifts, where one shift is devoted entirely to maintenance. ■

MALAGASY METALWORKING FIRM BENEFITS FROM TRAINING IN EUROPE

A three-month training visit to Europe will help Mr Gérard Ralambozafy, a Malagasy engineer, to diversify and improve his firm's metalworking operations at home.

His visit enabled him to spend periods with appropriate Belgian and French companies. It was financed under CDI's training assistance programme, and took place between September and December last year.

Mr. Ralambozafy is the production manager of a firm employing 250 people in Antananarivo (Madagascar) which manufactures car and truck bodies, metal



Mr Gérard Ralambozafy, production manager in a Malagasy metalworking company.

frames for industrial buildings, boilers and metal furniture. His firm wishes to diversify into the construction of agricultural trailers; and a period spent with a firm specializing in this product will allow Mr Ralambozafy to assess his firm's tooling and training requirements.

Mr Ralambozafy was particularly interested in European working methods and equipment.

On returning to Madagascar a full assessment of his European visit will enable him to recommend useful new tools, equipment and working methods. ■

ADAPTED TECHNOLOGY

PRE-FABRICATED LOW-COST HOUSES MADE FROM LOCAL MATERIALS

A European company has designed and developed a pre-fabricated housing system using wood for frames, roof-trusses and joists. Calculations made for one Central African country indicate that houses constructed using this system cost only half as much as houses built by the prevailing local methods.

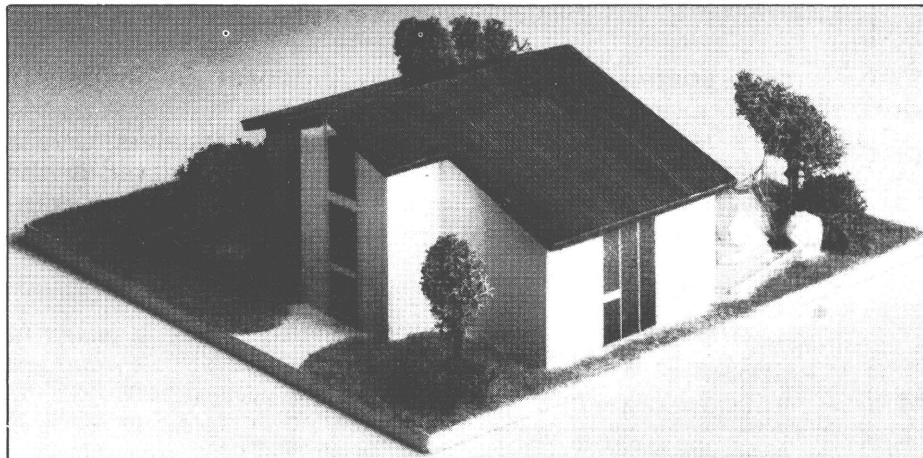
Several hundred varieties of wood have already been analysed for use in this housing system. The European company can carry out analyses to determine the most suitable wood for a given country.

The choice of raw material for the walls will depend on the availability and costs of local raw materials. Some of the possibilities are wooden panels; wire mesh coated with cement; and paving slabs.

ADVANTAGES

The system has several advantages including:

- maximum use of local raw materials
- ease and speed of construction—no hoisting equipment is required on the building site; a house can be built by unskilled workers in a few days with simple and familiar tools (hammer, saw, drill, ...)
- convenient to transport—the complete frame and roof structure for one house can be carried in a 3.5 ton truck; and a 20 foot container can hold the frames and roof structures for 15 houses of 60 m²
- quality and comfort of accommodation—the houses have thermal and acoustic insulation; and they conform to the official construction standards of a European country
- flexibility in meeting the needs of clients—the products range from two-roomed dwellings (50 m²), to



The basic model for this housing system.

six-roomed dwellings (120 m² with two floors), to office and school buildings

EQUIPMENT AND COST

The workshop for the construction of wooden frames, roof-trusses, joists, internal partitions, doors and windows, requires only simple traditional equipment.

The operation would require 30 employees for the workshop and a further 75 for the building sites.

The investment required would amount to about Ecu 280 000* for an output of 40 houses a month with one shift working an eight-hour day. This investment figure, covering the costs of equipment and training, could be considerably diminished for a project based upon an existing ACP woodworking facility.

The treatment of wood for protection against insects and weather, is not included in the investment figure. This operation is normally done by sub-contracting. It can, however, be added to the activities of the workshop for a relatively small supplementary investment.

The European company can offer expertise for:

- carrying out feasibility studies (which would include analysis of local woods)
- training local staff
- marketing

This company is also willing to

Terraced houses constructed with this system in Europe.

enter into joint venture arrangements with ACP entrepreneurs. ■

* The value of the Ecu is given in a panel on page 8.

And furthermore...

ACP sponsors are invited to contact CDI for further details of any technology outlined in this section.

CDI can provide assistance towards implementation.

EEC industrialists who have developed adapted technologies can benefit from CDI's services for the circulation of their technologies in ACP countries. ■

CDI ASSISTANCE

CDI can assist the formation of ACP-EEC joint ventures by:

- financing in-depth evaluations of industrial proposals;
- co-financing feasibility studies and market studies;
- acting as an honest broker during negotiations;
- obtaining independent evaluations of the value and suitability of second-hand plant;
- locating sources of finance;
- contributing to the cost of business trips to allow prospective partners to meet;
- helping to draft legal agreements using standard models;
- providing funds for training and short-term expertise during commissioning and start-up.



JOINT VENTURE PROPOSALS FROM EEC FIRMS ACP ENTREPRENEURS, PLEASE REPLY

INFORMATION REQUIRED OF ACP ENTREPRENEURS WHEN REPLYING

The proposals outlined below have been put forward by EEC firms interested in establishing joint venture operations in EEC countries.

ACP entrepreneurs interested in any proposal are invited to write to CDI quoting the reference number.

CDI will not be in a position to act upon letters received unless ACP entrepreneurs provide all the information requested in the box opposite. It would also be useful if they enclosed any complementary information, including the latest balance sheet.

Please ALWAYS mention the CDI reference numbers when reproducing these proposals.

Manufacture of crown corks

FRENCH PROPOSAL - 85/15

A large international company is interested in exploring joint venture possibilities with ACP firms to manufacture a minimum of 200 million units of crown corks a year.

Second-hand equipment worth about Ecu 600 000 is available of this equipment, by an independent expert.

Processing of tropical hardwoods and softwoods

BRITISH PROPOSAL - 85/16

A company specialized in wood-working equipment wishes to enter into joint venture arrangements with ACP entrepreneurs to produce the following products:

- packaged sawn hardwood
- packaged moulded hardwood (kiln dried)
- sawn machined softwood
- shaped hardwood pieces/parts (for furniture-making)

This company is already engaged in joint venture operations in developing countries.

The minimum capacity would be 30 000 m³ a year of hardwood and 20 000 m³ a year of softwood, for an estimated cost of Ecu 430 000 FOB for second-hand equipment.

CDI can provide a free evaluation of this equipment by an independent expert.

Manufacture of high quality biscuits

FRENCH PROPOSAL - 85/17

A major biscuit manufacturer wishes to explore the possibility of producing high quality biscuits under joint venture or technical assistance arrangements with ACP entrepreneurs.

The minimum capacity for a biscuit plant is estimated at 500 kg per hour for an investment in equipment of about Ecu 1.4 million FOB.

Low-cost buildings in pre-cast concrete

DUTCH PROPOSAL - 85/18

A Dutch group wishes to examine joint venture possibilities with ACP entrepreneurs for the establishment of a factory to manufacture pre-cast

- Show why it would be justifiable to manufacture the products in question in your country, e.g. give market data, indicate that raw materials or components are available locally, etc.

- Describe your present activities plus your industrial and/or commercial experience.

- State how much capital you yourself could contribute.

- State the maximum portion of the equity your country legally allows to an EEC partner.

- Can you obtain finance and if so from where?

- If you need a foreign loan or supplier's credit, can you obtain a local guarantee?

- Is your project a national priority?

- Outline the incentives your country offers to foreign investors.

concrete buildings for use as dwellings, schools, offices, clinics, etc.

The minimum output would be 1 unit of 60 to 80 m² per two days for an estimated equipment cost of Ecu 1.4 million. ■

THE VALUE OF THE ECU

We now quote all equipment costs in Ecus (European Currency Units). The Ecu derives its value from a basket of EEC currencies.

Readers will easily be able to convert the Ecu into currencies with which they are more familiar, as we shall always indicate the Ecu's relationship to three well-known European currencies, viz. the pound sterling, the French franc and the Deutsch-mark. Thus, on 31 May 1985:

1 Ecu = £ 0.571828
= FF 6.84552
= DM 2.24578

VISIT BY CHAIRMAN OF FIJI'S ECONOMIC DEVELOPMENT BOARD

Sir Ian Thomson, Chairman of the Economic Development Board, CDI's antenna in Fiji, accompanied by Mr Robin Yarrow, Counsellor at the Fiji Embassy in Brussels, visited CDI on 22 May 1985.

Discussions were held

with the CDI Directorate and specialised staff on CDI's relations with its antenna, as well as on specific subjects such as priority sectors of development for Fiji; and training assistance and investment promotion actions

*Sir Ian Thompson (centre)
with CDI's Directorate: Dr
Isaac Akinrele (right) and
Mr Jens Mosgard.*

by CDI on behalf of Fiji in particular and the Pacific ACP states in general.

Both parties showed satisfaction at the healthy state of relations between



Fiji and CDI and at the number of CDI-assisted projects nearing implementation in Fiji. ■

OPERATIONAL SUMMARY

No. 28 — July 1985

(position as at 24 June 1985)



EEC-financed development schemes

The following information is aimed at showing the state of progress of EEC development schemes prior to their implementation. It is set out as follows:

Geographical breakdown

The summary is divided into three groups of countries, corresponding to the main aspects of Community development policy:

— the ACP countries (Africa, the Caribbean and the Pacific), which signed the multilateral conventions of Lomé I (28 February 1975), Lomé II (31 October 1979) and Lomé III (8 December 1984), plus the OCT (overseas countries and territories) of certain member states of the EEC, which get the same type of aid as the ACP countries;

— the Mediterranean countries (Maghreb and Mashraq), which signed cooperation agreements with the EEC in 1976 and 1977;

— the non-associated developing countries of Asia and Latin America, beneficiaries since 1976 of annual aid programmes.

The information within each of these groups is given by recipient country (in alphabetical order).

Note

As the information provided is subject to modification in line with the development aims and priorities of the beneficiary country, or with the conditions laid down by the authorities empowered to take financial decisions, the EEC is in no way bound by this summary, which is for information only.

Information given

The following details will usually be given for each development scheme:

- the title of the project;
- the administrative body responsible for it;
- the estimated sum involved (prior to financing decision) or the amount actually provided (post financing decision);
- a brief description of projects envisaged (construction work, supplies of equipment, technical assistance, etc.);
- any methods of implementation (international invitations to tender, for example);
- the stage the project has reached (identification, appraisal, submission for financing, financing decision, ready for implementation).

Main abbreviations

Resp. Auth. : Responsible Authority
Int. tender: International invitation to tender
Acc. tender: Invitation to tender (accelerated procedure)
Restr. tender: Restricted invitation to tender
TA : Technical assistance
EDF: European Development Fund
mECU: Million European currency units

Correspondence about this operational summary can be sent directly to:

Mr. Franco Cupini
Directorate-General for Development
Commission of the European Communities
(ARCH.25/1-2)
200, rue de la Loi
B-1049 Brussels

who will pass on requests for information to the services in charge of projects.

Sectoral Index

<p style="text-align: center;">AGRICULTURE</p> <p>Irrigation and soil development, infrastructures, improvement</p> <p>Coffee, tea, tobacco, cereals, coconuts, ground-nut, maize, sugar, cotton, palm-nuts, rice, rubber, potatoes, citrus fruit</p> <p>Seed and crop protection, environment</p> <p>Agro-industry</p> <p>Forestry</p>	<p>Barbados, Burundi, Cape Verde, Comoros, Chad, Ghana, Guinea, Equatorial Guinea, Madagascar, Malawi, Mauritius, Niger, Rwanda, Senegal, Sierra Leone, Somalia, St. Lucia, Sudan, Swaziland, Burkina Faso, Togo, Zambia, Tanzania, Zimbabwe, Egypt, Tunisia, Syria, Bangladesh, Indonesia, Nepal, India, Mozambique, Thailand, Pakistan, Dominican Republic</p> <p>Burundi, Djibouti, Ethiopia, Equatorial Guinea, Ghana, Ivory Coast, Jamaica, Liberia, Madagascar, Nigeria, P.N.G., Solomon Islands, Sierra Leone, Somalia, Suriname, Zimbabwe, CILSS, Tunisia, Bangladesh, Thailand</p> <p>Bahamas, Benin, Burkina Faso, Burundi, Comoros, Ghana, Mali, Niger, Rwanda, Somalia, Tanzania, Niger Basin Authority, CILSS, Egypt, Tunisia, Jordan, Bangladesh, Nepal, Bolivia, Nicaragua, China (People's Rep.), Yemen</p> <p>Burundi, Liberia, Rwanda, Solomon Islands, Togo, Morocco, Thailand</p> <p>Cape Verde, Central African Republic, Mali, Mauritania, Niger, Chad, Guinea Bissau, Fiji, Nigeria, New Caledonia, Niger Basin Authority, Mali, Burkina Faso and Niger, Kenya</p>
<p style="text-align: center;">STOCK FARMING-FISHING-PISCICULTURE</p> <p>Improvement</p> <p>Veterinary projects</p> <p>Processing industry</p>	<p>Antigua and Barbuda, Barbados, Benin, Botswana, Burundi, Cameroon, Comoros, Djibouti, Ethiopia, Ghana, Ivory Coast, Kiribati, Jamaica, St. Vincent and Grenadines, Senegal, Sierra Leone, Togo, Burkina Faso, Zaire, Congo, Gabon, Sao Tomé & Príncipe, Equatorial Guinea, Tunisia, Angola</p> <p>Kenya, Zambia, Suriname, 28 African Countries, Eastern Africa, ICIPE, Malawi-Zambia-Zimbabwe, Chad, Egypt, Mozambique</p> <p>Madagascar, Tonga, Neth. Antilles, French Polynesia, Angola, Bahamas</p>
<p style="text-align: center;">RURAL HYDRAULICS</p> <p>Wells, bores, pumps, pipes, small dams</p>	<p>Botswana, Guinea, Guinea Bissau, Mali, Mauritania, Lesotho, Liberia, Senegal, Sierra Leone, Sudan, Swaziland, Burkina Faso, Montserrat, Egypt, Tunisia, Nepal, Syria, Bhutan</p>
<p style="text-align: center;">TOWN WATER SUPPLY AND SEWERAGE</p> <p>Water supply, pipes, drinking water</p> <p>Sewerage, waste water, collectors, pumping stations, treatment</p>	<p>Madagascar, Rwanda, St. Christopher & Nevis, Sao Tomé & Príncipe, Tanzania, Zimbabwe, Lebanon</p> <p>Cape Verde</p>
<p style="text-align: center;">SOCIAL CONSTRUCTIONS</p> <p>Houses, schools, hospitals, buildings, laboratories</p>	<p>Belize, Benin, Botswana, Burundi, Lesotho, Central African Rep., Chad, Djibouti, Ethiopia, Fiji, Gambia, Guinea, Guinea Bissau, Jamaica, Kenya, Madagascar, Malawi, Mali, Mauritania, Niger, Sierra Leone, Somalia, Sudan, Suriname, Swaziland, Tanzania, Uganda, Vanuatu, Zimbabwe, CEAO, Maritime Transport Conference, OCAM, UDEAC, MRU, Eastern Africa, CARICOM, Egypt, Syria, Lebanon, Jordan, Colombia, Nepal</p>
<p style="text-align: center;">TRANSPORTS AND COMMUNICATIONS</p> <p>Roads, bridges, airports, railways, ports</p>	<p>Antigua and Barbuda, Benin, Cameroon, Gambia, Equatorial Guinea, Uganda, Liberia, Madagascar, Mauritius, Niger, P.N.G., Sierra Leone, Solomon Islands, Somalia, Sudan, Suriname, Tanzania, Tonga, Zaire, Anguilla, Guyana-Suriname, Niger-Nigeria, Senegal-Guinea, Djibouti-Ethiopia, Kenya-Uganda-Burundi-Rwanda, Eastern African Countries, Swaziland-Lesotho, CARICOM, Pakistan, Nicaragua-Honduras, Central African Rep.-Congo</p>
<p style="text-align: center;">TELECOMMUNICATIONS</p> <p>Radio, telephone, satellites, hertzian</p>	<p>UAPT, Sierra Leone</p>
<p style="text-align: center;">ENERGY</p> <p>Power stations, dams, electrification</p>	<p>Cape Verde, Gabon, Equatorial Guinea, Ethiopia, Kenya, Madagascar, Mauritania, P.N.G., St. Christopher & Nevis, Somalia, Suriname, Zaire, Zambia, O.M.V.G., Egypt, Wallis and Futuna</p>
<p style="text-align: center;">NEW AND RENEWABLE ENERGY</p> <p>Solar, wind-wills, biomass, gas, geothermics</p>	<p>Guinea, Senegal, Suriname, Indian Ocean ACP Countries, Pacific OCT</p>
<p style="text-align: center;">MINING</p> <p>Soil survey, research, geophysical survey,</p> <p>Infrastructure, production, processing plants</p>	<p>Mali, Rwanda, Uganda</p> <p>Ghana, Rwanda</p>
<p style="text-align: center;">MAPPING</p> <p>Soil-Air</p>	<p>Botswana, Congo-Gabon, Mali, Rwanda</p>
<p style="text-align: center;">INDUSTRY</p> <p>Plants, productions</p>	<p>Burundi, Malawi</p>
<p style="text-align: center;">TRADE, INDUSTRY, TOURISM, INVESTMENT PROMOTION - MANAGEMENT - MARKETING - S.M.E. TRAINING</p>	<p>Barbados, Burkina Faso, Chad, Ghana, Guinea, Guinea Bissau, Kenya, Madagascar, Malawi, Mali, Niger, Rwanda, Senegal, Somalia, Sierra Leone, St. Lucia, St. Vincent and Grenadines, Trinidad and Tobago, Uganda, Tanzania, Zambia, Neth. Antilles, Pacific ACP Countries, UDEAC, Lebanon, Occupied West Bank and Gaza, Egypt, Morocco, Banco Centro-Americano, Andean Pact., China (People's Rep.), Thailand, Costa Rica, N.A. Dev. Countries</p>

ACP STATES

From this issue onwards each project will be accorded a specific code which later will be used to identify project under a data processing system.

★ Denotes new projects

ANTIGUA AND BARBUDA

Livestock development — Phase I. Resp. Auth.: Ministry of Agriculture. Estimated cost 2 mECU. Works, supplies, T.A. T.A.: Darudec (DK). Project on appraisal. Date foreseen for financing decision 2nd half 85. 4th and 5th EDF. EDF AB 5003 A3a

Road Reconstruction. Resp. Auth.: Ministry of Public Works. Estimated cost 3 mECU. Study: GEOPROGETTI (I). Project on appraisal. Date foreseen for financing decision 2nd half 85. 4th and 5th EDF. EDF AB 5002 A2d

BAHAMAS

Fruit crop nursery. Resp. Auth.: Ministry of Agriculture. Estimated total cost 1.016 mECU. EDF 0.510 mECU, local 0.506 mECU. Works, supplies and T.A. T.A.: Short-list already drawn up. Project in execution. 5th EDF. EDF BM 5003 A3a

Animal feed plant. 0.200 mECU. Date financing decision June 85. 5th EDF. EDF BM 5001bis A3a

BARBADOS

Tourism development. Resp. Auth.: Barbados Board of Tourism — Barbados Hotel Association. 0.192 mECU. Production of a multilingual Travel Trade Manual and supply of equipment. Supplies: int. tender in 84. Project in execution. 5th EDF. EDF BAR 5004 A5c

Orchard fruits programme. Estimated cost 0.55 mECU. Project on appraisal. Date foreseen for financing decision last quarter 85. 4th and 5th EDF. EDF BAR 5006 A3a

Speightstown fishing port. Construction of a jetty and market centre. Estimated total cost 2.9 mECU. EDF 1.575 mECU, local 1.325 mECU. Project on appraisal. Date foreseen for financing decision last quarter 85. Project stage identification. EDF BAR 5003 A3a

BELIZE

Belize College of Arts, Science and Technology (BELCAST). Resp. Auth.: Ministry of Education. Estimated cost 7 mECU. Works and supplies. T.A. for tender dossier and plans: short-list already drawn up. Project on appraisal. 4th and 5th EDF. EDF BEL 5001 A6b

BENIN

Djougou-Porga road. Resp. Auth.: Ministère des Travaux Publics. Intermittent road improvements over 180 km. Works: Int. tender foreseen in the 2nd half 85. 4th EDF. EDF BEN 4013 A2d

Dassa-Parakou road renovation. Resp. Auth.: Ministère des Travaux Publics. Reinstatement and asphaltting of 75 km of the road. Estimated total cost 55 mECU. Estimated EDF participation 18 mECU. Cofinanced by IBRD and possibly by CEDEAO,

BOAD and FADES. Economic study: SEDES (F). Project on appraisal. 5th EDF. EDF BEN 5005 A2d

Upgrading of health service infrastructure in Porto Novo Hospital. Resp. Auth.: Ministère de la Santé Publique. Estimated cost 10 mECU: renovation and construction of the hospital building and equipment. Project on appraisal. Works: Int. tender with prequalification, launched (conditional) in August 84. 4th and 5th EDF. EDF BEN 5010 A7a

Parakou polytechnical complex. Resp. Auth.: Ministère de l'Enseignement Moyen, Général, Technique et Professionnel. Total estimated cost 6.9 mECU. Construction of 8 000 m² of pedagogical and administrative buildings and hostels. Supplies and equipment. Technical and architectural study: Arch. VINOUE (Local). Project on appraisal. Date foreseen for financing decision 2nd half 85. 4th EDF. EDF BEN 4011 A6b

Cotonou maternity hospital. Resp. Auth.: Ministère de la Santé Publique. 2.5 mECU. Works: Acc. tender. Equipment: int. tender in '85. T.A.: TECHNO-SYNESIS (I). Date financing decision: May 85. 4th EDF. EDF BEN 4010 A7b

Livestock development in the Borgou region. Resp. Auth.: Ministère des Fermes d'Etat, de l'Elevage et de la Pêche. Numerical and stabilizing cattle improvement for meat production increase. 5.950 mECU. Project in execution. 5th EDF. EDF BEN 5001 A3a

National Parks development and environment protection. Resp. Auth.: Ministère du Développement Rural. 3.525 mECU. T.A. and equipment for roads and T.A. for scientific actions and Fauna and Flora protection. T.A.: Restr. tender after prequalification. Prequalification done. 5th EDF. EDF BEN 5003 A8f

BOTSWANA

Village water supplies. Resp. Auth.: Ministry for Mineral Resources and Water Affairs. Planning Study: DECON-FLOTO (D). Project on appraisal. 5th EDF. EDF BT 5017 A2b

Sheep and Goat development. phase II. Resp. Auth.: Ministry of Agriculture. Animal Production Division and Animal Production Research Unit (APRU). Estimated total cost 2 mECU. EDF 1.6 mECU. Local 0.400 mECU. Works, supply of materials and equipment and T.A. Project in execution. T.A.: GITEC (D). 5th EDF. EDF BT 5002 A3a

Airborne Geophysical Survey. Resp. Auth.: Ministry of Mineral Resources and Water Affairs. 1.980 mECU. Int. tender with prequalification launched in June 85. Airborne magnetic survey of 72 000 km, interpretation and electromagnetic survey of selected target areas. Project in execution. 5th EDF. EDF BT 5016 A3i

Services to livestock owners in communal areas (SLOCA), Phase II. Resp. Auth.: Ministry of Agriculture. 4.100 mECU. Works by acc. tender, supply of vehicles and equipment by int. tender. T.A. 5th EDF. EDF BT 5003 A3a

★ **Francistown Rural Training Centre.** Resp. Auth.: Ministry of Agriculture. Estimated total cost 1.245 mECU. EDF 1.025 mECU, local 0.220 mECU. Works by acc. tender. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF BT 5018 A6b

BURKINA FASO

Development of the Douna plain. Resp. Auth.: Ministère du Développement Rural. 10 mECU. Irrigation and drainage works, supply of equipment, inputs and T.A. Int. tender for works launched in May 84. Project in execution. 5th EDF. EDF BK 5009 A3e

Young farmers' training. Resp. Auth.: Ministère du Développement Rural. 2.880 mECU. T.A., works and equipment. T.A.: C.E.R.E.D. (F). Project in execution. 5th EDF. EDF BK 5010 A6ci

Development of traditional poultry farming. Resp. Auth.: Ministère du Dév. Rural. Estimated cost 0.750 mECU. Supply of equipment, vaccines and vehicles. Project on appraisal. 5th EDF. EDF BK 5015 A3a

Increase of food emergency stocks at the O.F.N.A.C.E.R. 2 mECU. Special hunger programme. Project in execution. 958-BK 5017 A3f

Drinking water supply in the Yatenga region. Phase II. Resp. Auth.: Ministère de l'Eau. Estimated cost 5 mECU. Boreholes and wells. Supplies. All by int. tenders. Project on appraisal. Date foreseen for financing decision, July 85. 5th EDF. EDF BK 5016 A2b

BURUNDI

Institut Universitaire de Sciences de l'Education (IUSE). Resp. Auth.: Ministère de l'Education Nationale — 0.7 mECU. Construction and equipping of educational buildings (general teaching classes, laboratories, workshops). Int. tender dossier: TETRA Consultants (Lux). Project on appraisal. 4th EDF. EDF BU 4124 A6b

Faculty of agronomy. Technical and architectural study. BRUSA-PASQUE (I). Project on appraisal. 5th EDF. EDF BU 5017 A6b

Improvement of the social and economic conditions in the Imbo-Centre in relation with the rural development of the East Mpanda. Resp. Auth.: Ministère du Plan. 8.5 mECU. Health programme, sewage, feeder roads, buildings, works and

supplies. Study by SFERES(F). T.A. : Short-list drawn up for restr. tender. Project in execution. 5th EDF.
EDF BU 5002 A8c

Food strategy. Priority measures. Resp. Auth.: Government and Ministère de l'Agriculture. 1.4 mECU. Opening of an internal road towards the east of the country (Ruyigi-Gitega). Hillside pond protection in the Ruyigi province. Special hunger programme. Project in execution.
958-BU 5018 A8f

CAMEROON

Fishery development in the Lagdo basin. Resp. Auth.: Mission d'Etude de la Vallée Supérieure de la Benoué. Stabex 81. Estimated total cost ± 3 mECU. EDF 2 mECU, FAC, local and NGO ± 1 mECU. Fisheries research, monitoring and T.A. T.A.: Restr. tender, short-list drawn up. 5th EDF.
EDF CM 5017 A3d

Yaoundé — Ayoa Road — Technical study. Resp. Auth.: Ministère des Transports. Estimated cost 0.860 mECU. Technical study for the execution and preparation of the tender dossier. Restr. tender, short-list drawn up. Project in execution. 5th EDF.
EDF CM 5019 A2d

CAPE VERDE

Praia electrification. Resp. Auth.: Secrétariat au Plan. 2.050 mECU. Supply of a generator-set and electrical equipment by int. tender foreseen in June or July 85. Project in execution.
5th EDF.
EDF CV 5007 A2ai

Reafforestation and anti-erosion constructions in the south-west of the Santiago Island. Special hunger programme. 0.500 mECU. Project in execution.
958-CV 5009 A8f

CENTRAL AFRICAN REPUBLIC

Renovation and equipment of Lycée Technique de Bangui. Resp. Auth.: Ministère de l'Education. 0.800 mECU. Supply of equipment and renovation works. Studies: O.R.T. (UK). Project on appraisal. Date foreseen for financing decision: 3rd quarter 85. 5th EDF.
EDF CA 5006 A6a

Paediatric complex in Bangui and Provinces. Resp. Auth.: Ministère de la Santé. 2.4 mECU. Buildings and supply of equipment. Works: acc. tender launched. Supplies: int. tender. Project in execution.
EDF CA 5012 A7b

Reafforestation and assistance to the forestry inspectorate. 0.500 mECU. Special hunger programme. Project in execution.
958-CA 5016 A3c

CHAD

Priority actions programme in the educational field. Resp. Auth.: Ministère du Plan et de la Reconstruction. Estimated cost

5.2 mECU. Works, supplies, scholarships and T.A. Project in execution. 5th EDF.
EDF CD 5003 A6a

Improvement of the sahelian camel stock-farming. 0.200 mECU. Special hunger programme. Project in execution.
958-CD 5013 A3a

Reafforestation programme. 0.135 mECU. Special hunger programme. Project in execution.
958-CD 5014 A3c

Agricultural programme in the Sudan zone. Estimated cost 5.5 mECU. Different actions for: organizing the peasantry, stocking and marketing, utilization of improved seeds and production techniques. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF.
EDF CD 5010 A3b

Fittings of the Public Works laboratory. 0.200 mECU. Rehabilitation, supply of equipment and vehicles. Date financing decision April 85. 5th EDF.
EDF CD 5009 A2d

Rehabilitation of hospital and health sector. Resp. Auth.: Ministère du Travaux Publics, de la Santé et Médecins sans Frontières (MSF-B). Estimated total cost 5.590 mECU. EDF 4.560 mECU, MSF(B) 0.505 mECU, Aviation sans Frontière (F) 0.100 mECU, local 0.425 mECU. Works by direct agreement or direct labour. Supply of medical equipment, supplies, medicines by int. tender. Date financing decision April 85. 5th EDF.
EDF CD 5011 A7a

Livestock priority actions programme. Resp. Auth.: Ministère de l'Elevage. Estimated cost 5.3 mECU. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF.
EDF CD A3a

COMOROS

Soil and plantations protection and rehabilitation in the Domoni Region (Anjouan). Special hunger programme. 0.300 mECU. Project in execution.
958-COM 5012 A8f

Small stock-farming promotion in Anjouan. Estimated cost 0.200 mECU. Supply of equipment. Project on appraisal. 5th EDF.
EDF COM 5010 A3a

DJIBOUTI

Revitalization and improved use of the doum palm plantations. Resp. Auth.: Ministère de l'Agriculture et du Dév. Rural. Estimated cost 0.750 mECU. 1st stage: study for preserving and making better use. After the study a pilot programme to improve project. Only for the study 0.200 mECU. Special hunger programme. Project in execution.
958-DI 5006 A3a

Administrative training centre. Resp. Auth.: Ministère de la Fonction Publique. Construction of two buildings. Estimated cost 0.560 mECU. Cofinanced by EDF and

France. EDF 0.270 mECU. Works and supplies. Works by int. tender. Project in execution. 5th EDF.
EDF DI 5004 A6e

Ranch construction. Resp. Auth.: Ministère de l'Agriculture. Studies and Works. Works by int. tender. 1.030 mECU. Date financing decision May 85. 5th EDF.
EDF DI 5005 A3a

EQUATORIAL GUINEA

Rural interventions. Project stage: identification. 5th EDF.
EDF EG A3a

Rural development in the Bata district. Resp. Auth.: Ministère de l'Agriculture, de l'Elevage et du Dév. Rural, Ministère de la Santé. 1.350 mECU. Study by BDPA (F). T.A. : Short-list already drawn up for restr. tender. 5th EDF. Project in execution.
EDF EG 5004 A3a

Rebuilding of two bridges over Tiburon and Alena in the Bioko Island. Resp. Auth.: Ministère des Travaux Publics et des Constructions Civiles. 0.800 mECU. Works by acc. tender. Tender dossier by Peter Fraenkel (UK). Date financing decision June 85. 5th EDF.
EDF EG 5002 A2d

Malabo's electrification (Phase II). Estimated cost 3 mECU. Purchase of generator sets, repairing of the power-station and town mains extension. 2 int. tender launched in June 85. Project on appraisal. 5th EDF.
EDF EG 5003 A2ai

Cocoa-tree plantations rehabilitation on Bioko island. Estimated total cost 22.6 mECU. EDF 1.2 mECU. World Bank 13 mECU. OPEC 1.4 mECU, BADEA 3.9 mECU, local 3.1 mECU. EDF part: supply of fertilizers. Project on appraisal. 5th EDF.
EDF EG 5008 A3a

Assistance to the road maintenance service in Rio Muni. 2nd phase. Resp. Auth.: Ministère des Travaux Publics. 1.1 mECU. T.A., training and purchase of road equipments. Date financing decision June 85. 5th EDF.
EDF EG 5009 A2d

ETHIOPIA

Fishery Development. Resp. Auth.: Fisheries Development and Marketing Corporation. 2.078 mECU. EDF 1.513 mECU, Local 0.565 mECU. Supply of equipment, facilities and T.A. Supplies: int. tender in '85. T.A.: GOPA (D). Project in execution. 4th EDF.
EDF ET 4007 A3d

Coffee improvement (phase 2). Resp. Auth.: Ministry of Coffee and Tea Development. 27.2 mECU. Works, supplies. T.A.: Short-list already drawn-up. Int. tender for fertilizer, insecticides, launched in June 85. Project in execution. 5th EDF.
EDF ET 5002 A3a

Construction and equipment of one agricultural research station in Bale-Arsi.

Resp. Auth.: Institute of Agricultural Research (I.A.R.). Special hunger programme. 1.5 mECU. Project in execution. 958-ET A3c

FIJI

Forestry Logging Training School. Resp. Auth.: Ministry of Forestry 0.400 mECU. Constructions and supply of equipment. Works by direct labour. Supplies: int. tender. Project in execution. 5th EDF. EDF FIJ 5005 A3c

GABON

Mini power-stations in Ovan and Mbigou. Resp. Auth.: Ministère de l'Énergie et des Ressources Hydrauliques. Estimated total cost 3 mECU. EDF 2 mECU and EIB (possibly) 1 mECU. Construction and supply of equipment. Ovan: 99 KW, Mbigou 225 KW. Project on appraisal. 5th EDF. EDF GA 5012 A2a

GAMBIA

Brikama College, phase II. Resp. Auth.: Ministry of Works and Communications. 1.925 mECU. Construction and equipment of academic and residential buildings. Works by mutual agreement. Equipment for phase II: int. tender, 3rd quarter 1985. 4th EDF. EDF GM 4005 A6b

Upper River Division feeder roads. Resp. Auth.: Public Works Dept. Estimated cost 2.750 mECU. Construction and reinstatement of 83 km in the Sandu and Wuli districts. Works by direct labour. Supplies by int. tender. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF GM 5014 A2d

GHANA

Central and Accra Regions Rural Integrated Programme (CARRIP). Resp. Auth.: Ministry of Finance and Economic Planning. Prefeasibility study for potential projects within the two regions, with the aim of improving the food situation in Accra and other coastal towns. Halcrow-U.L.G. (UK). Study: rehabilitation irrigation project: HED-ESELSKABET (DK). 5th EDF. EDF GH 5025 A3e

Aveyme livestock development. Resp. Auth.: Ministry of Agriculture. 3.2 mECU. Works, supply of vehicles and equipment, T.A.: short-list already drawn up. 5th EDF. EDF GH 5015 A3a

Ghana Cocoa Marketing Board. Vehicle Workshop. Resp. Auth.: Cocoa Marketing Board. (CMB) 2.936 mECU. Stabex 81, Completion and construction of workshops. Supply of equipment and T.A. Works by acc. tender. Supplies: int. tender. T.A.: direct agreement. Project in execution. 5th EDF. EDF GH STA 5019 A3e

Second Line of Credit to the National Investment Bank (NIB). Resp. Auth.: De-

velopment Service Institute of NIB. 2.9 mECU. T.A. and supply of equipment. Project in execution. 5th EDF. EDF GH 5013 B3a

Assistance to Ghana Stone Quarry and KAS Products Ltd. Resp. Auth.: Bank for Housing and Construction. 1.670 mECU. Stabex 81. Equipment and spare parts. Project in execution. 5th EDF. EDF GH STA 5020 A4a

Line of Credit to the Agricultural Development Bank. Resp. Auth.: Agric. Dev. Bank (ADB) 6mECU. Purchase of marine diesel engines, spare parts, fishing nets, and T.A. Project in execution. 5th EDF. EDF GH 5009 A5a

Agricultural Rehabilitation through the Rural Banks Scheme. Phase II. Supply of equipment to small scale farmers and fishermen. T.A. 8.760 mECU. Project in execution. 5th EDF. EDF GH 5004 A5a

Supplementary finance for Twifo Oil Palm Development. Resp. Auth.: Twifo Oil Palm Plantation Ltd. (TOPP). 5.043 mECU. Infrastructure, housing construction by direct labour. Supply of crop inputs, vehicles, tractors and T.A. Project in execution. 5th EDF. EDF GH 5003 A3a

Supply of materials and equipment for increasing food production and reducing post-harvest losses. Estimated cost 2.600 mECU. Special hunger programme. Project in execution. 958-GH 5027 A3f

GUINEA

Land development in Kankan and Labé regions. Phase II. Resp. Auth.: Ministère de l'Agriculture et des F.A.P.A. Valuation: MacDonald and Partners (UK). Project on appraisal. 5th EDF. EDF GUI 5030 A3a

New energy research and test. Resp. Auth.: Ministère de l'Énergie et du Konkouré. Study on hand by A.I.D.R. (B). 5th EDF. EDF GUI 5006 A2a

Rural development of the Kankan-Siguiri Region. Resp. Auth.: Ministère de l'Agriculture, des Eaux, Forêts et FAPA. 6.350 mECU. Rural infrastructure, supply of rural inputs, equipment, vehicles and T.A. T.A.: CFDT (F). Project in execution. Int. tender for supplies launched in March 85. 5th EDF. EDF GUI 5007 A3a

T.A. to the Dir. Gen. de l'Habitat et de l'Urbanisme. Development of provincial centres. Resp. Auth.: Ministère de l'Urbanisme et de l'Habitat. Estimated cost ±6 mECU. Aerial survey, supply of equipment, T.A. and training. Date financing decision June 85. 5th EDF. EDF GUI 5017 A8b

Ignace Deen hospital renovation in Conakry. Resp. Auth.: Ministère de la Santé

Publique. 5 mECU. Works and supplies by int. tender. Works: int. tender. launched in December. Works supervision by restr. tender. Short-list done. Project in execution. 5th EDF. EDF GUI 5026 A7a

Drillings in the Siguiri region. Resp. Auth.: Ministère de l'Agriculture, des Eaux, Forêts et FAPA. Estimated cost 1.7 mECU. 116 drillings with hand pumps. Date financing decision May 85. 5th EDF. EDF GUI 5027 A2b

Educational Project. Estimated cost 2.767 mECU. Building renovation and supply of equipment. T.A. Project on appraisal. 5th EDF. EDF GUI 5028 A6d

GUINEA BISSAU

Health infrastructures. Resp. Auth.: Commissariat d'Etat au Travaux Publics. Estimated cost 1.9 mECU. Construction and equipment of 2 district hospitals, 4 health centres and staff housing. Supply of equipment: int. tender on 2nd half 85. T.A.: Ass. Engineers (I). Project in execution. 5th EDF. EDF GUB 5006 A7a

North-East forestry development. Resp. Auth.: Commissariat général au développement rural. Study under way by Atlanta (D). 5th EDF. EDF GUB 5004 A3c

Rural hydraulics. Resp. Auth.: Ministère des ressources naturelles. Estimated cost 1.4 mECU. Construction of big diameter wells (1.5 m) about 120 wells in the GABU region. Project on appraisal. Date foreseen for financing decision 3rd quarter 85. 5th EDF. EDF GUB 5005 A2b

T.A. for the reform of trade. Estimated cost 1.6 mECU. Date financing decision May 85. T.A. to the Ministry and 2 state companies: Kelvingate (UK). 5th EDF. EDF GUB 5009 A5c

IVORY COAST

Coffee-shrub regeneration programme. Resp. Auth.: Ministère de l'Agriculture and SATMACI. ±7.7 mECU. Stabex 81. Supply of equipment, fertilizers and pesticides. Int. tender launched in March 85. Project in execution. 5th EDF. EDF IVC STA 5017 A3a

Prawn farming pilot farm. Resp. Auth.: Ministère du Dév. Rural. Estimated total cost 1.405 mECU. Works, supplies, T.A. and training. Project on appraisal. 5th EDF. EDF IVC 5019 A3d

JAMAICA

Citrus fruit production improvement. Resp. Auth.: Ministère de l'Agriculture. Estimated cost 3.5 mECU. Equipment, training and T.A. Credit line. T.A.: Short-list already drawn-up. Project in execution. 5th EDF. EDF JM 5004 A3a

Coffee development. Resp. Auth.: Ministry of Agriculture. Estimated total cost 3.7 mECU. EDF 3.5 mECU. Local 0.2 mECU.

Supply of equipment, T.A. and credit line. T.A. : Short-list already drawn up for restr. tender. Project in execution. 5th EDF. EDF JM 5005 A3a

"Public Health Laboratory Services". Construction and supply of equipment for a new laboratory in Kingston. Training. Estimated total cost 5.230 mECU. EDF 4.900 mECU. Local 0.300 mECU. Project in execution. 5th EDF. EDF JM 5011 A7a

Bee-keeping Development Project. Resp. Auth.: Ministry of Agriculture. 1.270 mECU. Supply of vehicles, T.A. and line of credit. Project in execution. 4th and 5th EDF. EDF JM 5013 A3a

KENYA

Eldoret Polytechnic. 6,5 mECU. Construction, supply of equipment (pedagogical) and T.A. Works by acc. tender. Tender already launched. Supervision of works: Hughes and Polkinghorne (UK). Project in execution. 5th EDF. EDF KE 5010 A6b

Veterinary investigation laboratory Mariakani. Adm. Resp.: Ministry of Livestock Department. Veterinary Department. 3.4 mECU. Construction of a veterinary investigation laboratory. Supply of materials and equipment. T.A. Materials and equipment: int. tender launched in September 84. T.A. : direct agreement. Project in execution. 5th FED. EDF KE 5003 A3a

Turkwell hydro-electric project. Resp. Auth.: Ministry of Energy. Feasibility study and final study design: PREECE CARDEW RIDER (UK). Project on appraisal. 5th EDF. EDF KE 5014 A2a

Strengthening of existing facilities for research in the field of public health. Construction of a laboratory by int. tender. Work supervision: Dalgliesh Marshal (UK). 1 mECU. Project in execution. 5th EDF. EDF KE 5019 A7a

★ **Line of credit to the "Small Scale Enterprises Finance Company" (SEFCO)**. Resp. Auth.: Development Finance Company of Kenya. 0.500 mECU. Project on appraisal. 5th EDF. EDF KE 5020 A4b

KIRIBATI

Fishing-boats. Estimated cost 2.8 mECU. Purchase of 2 boats, 26 m. each. Project on appraisal. Date foreseen for financing decision September 85. 5th EDF. EDF KI 5002 A3d

LESOTHO

Rural hospitals improvement programme. 5th phase. Resp. Auth.: Ministry of Rural Development. 0.641 mECU. Date financing decision June 85. 5th EDF. EDF LSO 5009 A7a

LIBERIA

Buto oil palm. Phase II. Resp. Auth.: Ministry of Agriculture. 4.2 mECU. Continuation of the existing project in connection with the construction of an oil mill. T.A. and supply of equipment. Date financing decision June 85. 5th EDF. EDF LBR 5004 A3a

Development of Harper Port. Resp. Auth.: National Port Authority. Estimated cost 12.4 mECU. Rehabilitation and fendering of the existing jetty, dredging in the harbour basin, services. Int. tender with prequalification. Prequalification done. Date financing decision June 85. 5th EDF. EDF LBR 5017 A2d

Rural Water Supply. Resp. Auth.: Ministry of Rural Dev. Estimated cost 2.5 mECU. Project on appraisal. 5th EDF. EDF LBR 5018 A2b

MADAGASCAR

Supply of equipment for rural and road transport. Resp. Auth.: Ministère des Transports du Ravitaillement et du Tourisme (MTRT). Cofinancing with CCCE (F), KFW (Germany) and World Bank. Estimated total cost 17.828 mECU. EDF part 2.2 mECU. Int. tender for supplies launched in March 85. Project in execution. 5th EDF. EDF MAG 5014 A2d

Rehabilitation of «Centre Semencier Riz» in Marofarihy. Resp. Auth.: Ministère de la Production Agricole et de la Réforme Agraire. EDF 1.630 mECU. Works, supply of equipment and training. T.A. : Short-list already drawn up for restr. tender. Int. tender for supplies launched in June 85. Project in execution. 5th EDF. EDF MAG 5015 A3a

Assistance to the Malagasy handicrafts industry. Resp. Auth.: Ministère de l'Industrie. Estimated cost 1 mECU. Supply of raw materials for handicrafts by int. tender. Project in execution. 5th EDF. EDF MAG 5017 A4d

Food strategy. Priority measures. Special hunger programme. 1.9 mECU. Project in execution. 958-MAG 5022 B1a

Ambositra water supply. Estimated total cost 3 mECU. EDF 1.9 mECU, local 1.1 mECU. Renovation of the whole water system for private and industrial needs. Project on appraisal. 5th EDF. EDF MAG 5019 A2b

Maize seed centre. Estimated cost 0.800 mECU. Rehabilitation of Tindoha centre, supply of equipment and T.A. Project on appraisal. 5th EDF. EDF MAG 5021 A3a

Micro and mini hydro-electric power stations development programme. Resp. Auth.: Ministère de l'Industrie de l'Energie et des Mines. Soc. JRAMA. Total estimated cost 1.3 mECU. EDF 1 mECU, local 0.300 mECU. Study on micro and mini power stations. Restr. tender after prequalification by short-list. Short list not yet drawn up. Project on appraisal. Date foreseen for financing decision September 85. 5th EDF. EDF MAG 5018 A2a

SOMAPALM rehabilitation. Phase 2. Estimated cost 1.5 mECU. To improve cultivation, plants and cost prices. Project on appraisal. 5th EDF. EDF MAG 5020 A3a

★ **Slaughter-house rehabilitation in Antananarivo, Mahajanga and Morondava**. Resp. Auth.: Ministère de la Production Animale et des Eaux et Forêts, Direction de l'Élevage. Total estimated cost 9.070 mECU. EDF 7.570 mECU, France 0.200 mECU, local 1.3 mECU. Works by acc. tender, supply of equipment by int. tender. T.A. by direct agreement. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF MAG 5024 A3a

MALAWI

Salima Lakeshore Agricultural Development Division (SLADD) Phase IV. Resp. Auth.: Ministry of Agriculture. Estimated cost: 19.1 mECU. EDF 9.5 mECU. Local 9.6 mECU. Works, Supplies and T.A. Project in execution. T.A. : restr. tender, short-list drawn up. 5th EDF. EDF MAI 5001 A3a

Central and northern region fish farming development, training and research. Resp. Auth.: Ministry of Agriculture. Estimated cost: 3 mECU. Works, supplies, T.A. Project on appraisal. 5th EDF. EDF MAI 5019 A3a

Strategic fuel reserve. Resp. Auth.: Office of the President and Cabinet. Contingency Planning Unit. 4.2 mECU. Construction of tanks farm for gasoil, petrol, ethanol. Associated infrastructure and equipment. T.A. Project on appraisal. 5th EDF. EDF MAI 5020 A2a

Small Enterprise Development Organization of Malawi (SEDOM) — Phase II. Resp. Auth.: Sedom secretariat. EDF 4.8 mECU. Works by direct labour. Supply of vehicles and equipment by int. tender in '85. T.A. in 85. Date financing decision May 85. 5th EDF. EDF MAI 5021 A4e

Ntchisi Project Area. Phase II. Resp. Auth.: Ministry of Agriculture. Estimated total cost 6.4 mECU. EDF 4.0 mECU, local 2.4 mECU. Works, supplies and operating costs. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF MAI 5022 A3a

Improvements to Mpemba staff training college. Estimated cost 0.700 mECU. Works and infrastructures Project on appraisal. 5th EDF. EDF MAI 5026 A6b

Nkhotakota Rural Development. Resp. Auth.: Ministry of Agriculture. Total estimated cost 9.32 mECU. EDF 4.820 mECU, local 4.5 mECU. Date financing decision April 85. 5th EDF. EDF MAI 5027 A3a

★ **Mwansambo Rural Growth Centre**. Resp. Auth.: OPC, Rural Development Division. Estimated cost 1 mECU. Works, supplies and T.A. Project on appraisal. 5th EDF. EDF MAI 5028 A3a

MALI

Strengthening of sanitary infrastructure in the Nioro region. Resp. Auth.: Ministère de la Santé et des Affaires Sociales et Ministère des Transports et T.P. 2.570 mECU. Buildings, equipment, training. Architectural and technical studies: GOUSIER (F). T.A.: Short-list already drawn up. 4th EDF. EDF MLI 4016 A7a

Geological and mining research. Western Mali 1. Resp. Auth.: Direction Nationale de Géologie et des Mines (DNGM)). 7.3 mECU. Geological and mining mapping, gold mine research by boring, supply of laboratory equipment. Geological mapping by restr. tender. Boring by int. tender. Supervision of works by direct agreement. Equipment by int. tender. Project in execution. 5th EDF. EDF MLI 5015 A4a

Support to the food strategy. Phase II. Special programme hunger. 3 mECU. Project in execution. 958-MLI 5019 B1a

Support to the reforestation programme and to the fuel-wood saving programme. Phase II. 0.300 mECU. Special hunger programme. Date financing decision December 84. 958-MLI 5020 A8f

Rural hydraulics programme. Estimated cost ± 4 mECU. 300 wells and pumps. Project on appraisal. Date foreseen for financing decision 2nd half 85. 5th EDF. EDF MLI 5017 A2b

Assistance to the governmental policy for markets liberalization. Purchase of cement. Estimated cost 3 mECU. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF MLI 5018 A4c

MAURITANIA

Extension of Kaédi regional hospital. Resp. Auth.: Ministère de l'Équipement. 1.925 mECU. Construction, equipment and TA for Kaédi hospital (100 beds). Works under way. Medical-technical equipment int. tender, foreseen in the 3rd quarter 85. 4th and 5th EDF. EDF MAU 5018 A7a

Small dams construction in the Hodhs region. Resp. Auth.: Ministère du Développement rural. Estimated cost 2 mECU. Study under way: Binnie and Partners (UK). Project on appraisal. 5th EDF. EDF MAU 5001 A3a

Aioun El Atrouss hospital. Resp. Auth.: Ministère de l'Équipement. 1.050 mECU. Renovation and supply of equipment for 3 buildings. Works by acc. tender. Supplies by int. tender. Project on appraisal. 5th EDF. EDF MAU 5012 A7a

"Centre de Formation Professionnelle Maritime de Nouadhibou (C.F.D.M.). Resp. Auth.: Ministère de l'Équipement. 2.5 mECU. Construction, supply of equipment and purchase of a wooden-trawler, T.A. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF MAU 5014 A6d

Renewing of the "Reafforestation Fund". Special programme hunger. 0.500 mECU. Project in execution. 958-MAU 5019 A3c

MAURITIUS

Development of Ile Rodrigues. Resp. Auth.: Ministry of Agriculture. 3 mECU. Development centred on agricultural production. Economical and technical study, on the way. T.A.: Luxconsult (Lux.). 5th EDF. EDF MAS 5001 A3a

Phoenix — Nouvelle France Road. Resp. Auth.: Ministère du Plan et du Développement des Finances. Total estimated cost 14 mECU. EDF ± 8.5 mECU, FAC(F) ± 2.6 mECU, Local ± 2.9 mECU. Upgrading of the road. EDF part: works by int. tender. Tender dossier: SETEC (F). Int. tender launched in March 85. Project in execution. 4th and 5th EDF. EDF MAS 5009 A2d

NIGER

Air Valley development. Resp. Auth.: Ministère du Développement Rural. Estimated cost 2.052 mECU. Hydro-agricultural works. Construction and equipping of wells. Equipping and operation of nurseries. T.A. and training. Works and equipment: int. tender. Project in execution. 5th EDF. EDF NIR 5002 A3a

Rural health programme. Resp. Auth.: Ministère de la Santé Publique et des Affaires Sociales. 4.5 mECU. Construction of a medical centre in Mirria and 14 rural dispensaries, supply of equipment and T.A. Works: acc. tender. Supply of equipment, medicines, vehicles and motor-cycles: int. tender. T.A.: restr. tender short-list done. Project in execution. 5th EDF. EDF NIR 5013 A7a

Training for Cooperatives. Resp. Auth.: Ministère du Développement Rural. Estimated cost 0.800 mECU. T.A. and supply of equipment. T.A. by restr. tender. Supplies by int. tender or direct agreement. Project on appraisal. 5th EDF. EDF NIR A3b

Revolving fund for the O.P.V.N. Special hunger programme. 2 mECU. Project in execution. 958-NIR 5017 A8f

Renewing of the "Reafforestation Fund". Special hunger programme. 500 mECU. Project in execution. 958-NIR 5018 A3c

★ **Rural Development in the Zinder Department.** Resp. Auth.: Ministère du Développement Rural. Estimated cost 2.5 mECU. Project on appraisal. 5th EDF. EDF NIR 5019 A3a

★ **Area extension in Tillakaina.** Resp. Auth.: Ministère du Développement Rural. Estimated cost 0.330 mECU. Project on appraisal. 5th EDF. EDF NIR 5020 A3a

NIGERIA

Kaduna afforestation project. Resp. Auth.: Federal Department of Forestry.

9.4 mECU. Works, supplies and T.A. Project in execution. T.A. restr. tender shortlist done. 5th EDF. EDF UNI 5001 A3c

Mambilla tea irrigation. Resp. Auth.: Nigerian Beverages Production Company Ltd. Estimated total cost 4.4 mECU. EDP 3 mECU, local 1.4 mECU. Works and supplies. Supply of irrigation equipment by int. tender, conditional, launched in June 85. Project on appraisal. 5th EDF. EDF UNI 5004 A3a

PAPUA NEW GUINEA

Magi highway. Resp. Auth.: Department of Transport. 3.5 mECU. Upgrading and sealing of a road section. Works: int. tender foreseen 2nd half '85. 5th EDF. EDF PNG 5006 A2d

Diesel Power Replacement Programme. Resp. Auth.: Electricity Commission (ELCOM). Estimated cost 4.850 mECU. 4 small hydroelectric power plants with transmission lines extensions from existing grids. Project on appraisal. Date foreseen for financing decision 2nd half 85 for the 1st power plant. 1st int. tender (conditional) foreseen in June 85. 5th EDF. EDF PNG 5011a A2a

RWANDA

Bugesera water supply. Resp. Auth.: Ministère du Plan. 7.7 mECU. Construction of a drinking-water network in Bugesera. Works: int. tender launched in October 84. Supervision: short-list already drawn-up. Date financing decision May 85. 5th EDF. EDF RW 5001 A2b

Mapping, soil prospection and utilization. Works by restr. tender. Project on appraisal. Short-list already drawn up in January 85. Special hunger programme. 958-RW 5020 A1g

Development of the small scale tin industry. Resp. Auth.: Ministère de l'Industrie, des mines et de l'artisanat. 2.840 mECU. Sysmin. Works, supplies, training and T.A. Date financing decision June 85. 5th EDF. EDF RW 5016 A4a

Food strategy. Priority measures (continuation). 3 mECU. Special programme hunger. Project in execution. 958-RW 5021 B1a

ST. CHRISTOPHER AND NEVIS

Nevis Water Supply Project. Resp. Auth.: Ministry of Works 0.750 mECU. Installation of storage tanks and piping. Works by direct labour. Supplies by int. tender. Project in execution. 5th EDF. EDF SCN 5002 A2b

Electricity Supply Project. Resp. Auth.: Electricity Dept. Estimated cost 1.662 mECU. Upgrading electricity supply system. Project on appraisal. Date foreseen for financing decision 2nd half 85. Supplies: int. tender (conditional). 4th and 5th EDF. EDF SCN 5001 A2ai

Construction of the Johnston's Village Primary School. Resp. Auth.: Ministry of Education, Health and Social Affairs. Estimated total cost 0.900 mECU. EDF 0.834 mECU, local 0.066 mECU. Works: acc. tender. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF.
EDF SCN 5003 A6d

ST LUCIA

Rural drainage project. Resp. Auth.: Department of agriculture. 1.6 mECU. Int. tender for supplies launched in January 85. Project in execution. 5th EDF.
EDF SLU 5008 A3e

ST VINCENT AND GRENADINES

Livestock development project. Resp. Auth.: Ministry of Agriculture. 0.415 m ECU. Works, equipment and supply of vehicles. T.A.: shortlist already drawn up. Project in execution. 5th EDF.
EDF SVG 5003 A3a

Tourism development project. Resp. Auth.: Department of Tourism. 0.125 mECU. Upgrading Department of Tourism and preparation of promotion material by CEGOS (F). 5th EDF.
EDF SVG 5005 A5c

SAO TOME & PRINCIPE

Water supply for 2 rural centres. Resp. Auth.: EMAE Direction (Empresa de Agua e Electricidade). Cofinancing EDF - Portugal. Estimated cost ± 2 mECU. T.A. Works and supplies by int. tender. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF.
EDF STP 5007 A2b

SENEGAL

New energy research and test in rural region. Resp. Auth.: Secrétariat d'Etat à la Recherche Scientifique. 1.5 mECU. Creation of pilot unit for solar energy, biomass and wind energy. Studies, T.A. and equipment. Studies: AGIP-AFOR (I). Equipment: int. tender in 85. Project on appraisal. 5th EDF.
EDF SE 5005 A2a

Trade Promotion programme. Resp. Auth.: Centre Sénégalais du Commerce Extérieur. 1.083 mECU. Actions for productions, marketing and T.A. Contract: direct agreement or restr. tender. 5th EDF.
EDF SE 5016 A5d

Podor rural irrigated areas. Phase II. Resp. Auth.: Ministère du Dév. Rural. Société d'aménagement du Fleuve Sénégal et de la Falémé (S.A.E.D.). Estimated cost 2.4 mECU. Works by direct labour. Supply of motor-pumps by int. tender launched in May 85. Project in execution. 5th EDF.
EDF SE 5029 A2b

Consolidation of the livestock development programme. Resp. Auth.: SODESP. Estimated cost 1.6 mECU. Study under way by BESSEL Ass. (UK). Project on appraisal. 5th EDF.
EDF SE A3a

★ **Artisanal fishery development in the Casamance Region.** Resp. Auth.: Secrétariat d'Etat à la Pêche Maritime. Total cost 2.443 mECU. EDF 1.6 mECU, C.C.C.E. (F) 0.843 mECU. Works, supplies and training. Project on appraisal. 5th EDF.
EDF SE 5024 A3a

★ **Study on irrigated rural units in the Podor region. (Senegal River Valley).** Resp. Auth.: S.A.E.D. Estimated cost 1 mECU. Soil survey, mapping, preparation of the tender dossier, economical study. Project on appraisal. Date foreseen for financing decision September 85. 5th EDF.
EDF SE 5030 A3a

SIERRA LEONE

Rural hydraulics. Resp. Auth.: Ministry of Agriculture and Forestry. Estimated cost 1.55 mECU. Construction of water points for villages with 2000 inhabitants. Study to prepare project and appraisal: IWACO (NL). 5th EDF.
EDF SL 5001 A2b

Kambia Fishery Development. Resp. Auth.: Ministry of Agriculture and Forestry. 0.900 mECU. Construction of 2 buildings and a boatyard, supply of boats, motors, vehicles and T.A. T.A.: Short-list already drawn up. 5th EDF.
EDF SL 5019 A3d

Economic study of the Sambamba-Kabala Road. Short-list already drawn up. Project stage: identification. 5th EDF.
EDF SL 5027 A2d

Buildings for Njala University College (N.U.C.). Resp. Auth.: Ministry of Education. 2.5 mECU. Construction of academic block and student hostel, supply of equipment and work supervision. T.A.: OLU WRIGHT ASS. (ACP). 5th EDF.
EDF SL 5022 A6b

Rubber development project. Resp. Auth.: Ministry of Agriculture and Forestry. Estimated cost 5 or 6 mECU. Project on appraisal. 5th EDF.
EDF SL 5023 A3a

Rehabilitation of the Telecommunications Network. Resp. Auth.: Post and Telecommunications Dept. Estimated cost ± 9.5 mECU. Study to prepare technical specifications and int. tender dossier: short-list not yet drawn up. Project on appraisal. 5th EDF.
EDF SL 5024 A2c

Port Loko rural development programme. Estimated cost 5.8 mECU. Infrastructures, T.A., training and supplies. Project stage identification. 5th EDF.
EDF SL 5006 A3a

Support to the Geological Surveys Department. Estimated cost 1.30 mECU. T.A. and training, supply of equipment. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF.
EDF SL 5016 A4a

Creation of regional centres for small enterprises. Estimated cost 1.25 mECU. Project stage: identification. 5th EDF.
EDF SL 5017 A4d

Rural health development programme. Estimated cost 1.5 mECU. Buildings, equipment and training. Project state: identification. 5th EDF.
EDF SL 5025 A7a

Tourism development project. Estimated cost 0.850 mECU. T.A. for Ministry of Tourism and supply of equipment. Project stage: identification. 5th EDF.
EDF SL 5026 A5c

SOLOMON ISLANDS

Coconut industry development project. Resp. Auth.: Ministry of Land and Natural Resources. Study under way. Project stage: identification. 5th EDF.
EDF SOL 5009 A3a

SOMALIA

Bardheera Dam. Resp. Auth.: Bardheera Dam Authority (BDA). 600 mECU. (Estimated) Dam Project 500 mECU. Powerline to Mogadishu 100 mECU. Funding: EDF, Italy, Germany, France, Saudi Arabia, Abu Dhabi, Kuwait Funds, FADES, Isl. Dev. Bank. Local. Power and river regulation for agricultural development. Construction of a concrete gravity dam with hydro-power station, associated infrastructure and electrical transmission lines. The dam will provide water, flood protection and power for up to 223 000 ha of irrigated agriculture in the Juba Valley, and energy to Mogadishu. Civil works: first int. tender during 1984. Transmission lines int. tender in 1985. Equipment: powerhouse main equipment and auxiliary equipment, int. tenders in 1985. Gates, valves, intake equipment, int tender in 1986. Works: Int. tender for site prospectation launched in February 84. 5th EDF.
EDF SO 5003 A2a

Mogadishu Institute of Statistics. Resp. Auth.: Ministry of Public Works. Estimated cost: 1 mECU. Supply: int. tender in 85. Project on appraisal. 4th EDF.
EDF SO 5005 A6b

"Aula Magna" Mogadishu National University. Resp. Auth.: Ministry of Public Works. ± 2.5 mECU. Project on appraisal. 4th EDF.
EDF SO 4015 A6b

Upgrading of the road Afgoi-Shalambok-Goluen. Resp. Auth.: Ministry of Public Works. Works by int. tender in 85. Supervision of works. Studies: OLU WRIGHT ASS. (ACP). Project on appraisal. 5th EDF.
EDF SO 5017 A2d

Grapefruit Development Project. Resp. Auth.: Ministry of Agriculture. 3.8 mECU. Works supply of vehicles, equipment and rural inputs. T.A.: Short-list done for restr. tender. Project in execution. 5th EDF.
EDF SO 5009 A3a

Food Early Warning System. Resp. Auth.: Ministry of Agriculture. Estimated total cost 4 mECU. EDF ± 3.1 mECU. Supply of meteorological and office equipment and T.A.: Short-list already drawn up. Project in execution. 5th EDF.
EDF SO 5015 A8f

North-South agricultural development project. Estimated total cost 36 mECU. EDF: 7.6 mECU, World Bank 14.9 mECU, IFAD 9.9 mECU, local 3.6 mECU. Infrastructural work and supply of equipment and T.A. Date financing decision June 85. 5th EDF.
EDF SO 5016 A3a

Rinder pest programme assistance. Resp. Auth.: Ministry of Livestock 0.207 mECU. Stabex 81. Supply of vehicles and equipment by int. tender. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF.
EDF SO STA 5018 A3a

SUDAN

Nuba Mountains Rural Development Project. Interim phase. Resp. Auth.: Ministry of Agriculture. 2.200 mECU. Supply of equipment and vehicles by int. tender, T.A. and training. Project in execution. 5th EDF.
EDF SU 5019 A3a

★ **Block trains for Emergency Food Delivery.** Resp. Auth.: Ministry of Finance and Economic Planning, Sudan Railway Corporation. 10 mECU. Supply of equipment tools and spare parts for locomotives, track improvements, communications and signalling and T.A. All by int. tenders or direct agreements. Date financing decision June 85. 5th EDF.
EDF SU 5023 A2d

SURINAME

Rice project at Coronie. Resp. Auth.: Ministerie van Landbouw, Veeteelt, Visserij en Bosbouw. 7.650 mECU. Rice production developments. T.A. short-list already drawn up. Project in execution. 3rd and 5th EDF.
EDF SUR 5002 A3a

Biomass energy project at Wageningen. Resp. Auth.: Government. Installation of an energy generator on the basis of rice husks. Project stage: identification. 5th EDF.
EDF SUR 5009 A2a

Artificial Insemination Project. Resp. Auth.: Ministry of Agriculture, Fisheries 0.7 mECU. Building of a new station and provision of equipment and material. Project on appraisal. 5th EDF.
EDF SUR 5010 A3a

Rehabilitation of the road Burnside-Wageningen. Resp. Auth.: Ministry of Finance and Planning. Estimated total cost 5.5 mECU. Study to be done: technical methods for the implementation of the project. Short-list foreseen in 85. Project on appraisal. 4th and 5th EDF.
EDF SUR 5011 A2d

SWAZILAND

Rural hydraulics. Resp. Auth.: Rural Water Supply Board. Estimated cost 2.456 m ECU. Study construction, works supervision. 12 villages. Supply of equipment and material. Study and works supervision: short-list already drawn up. Project in execution. 5th EDF.
EDF SW 5001 A2b

Smallholders Support Project, Credit and Marketing. Resp. Auth.: Ministry of Agriculture. 3.550 mECU. Works, line of credit, T.A. and training. T.A.: short-list already drawn-up. Project in execution. 5th EDF.
EDF SW 5005 A4e

TANZANIA

Technical teacher training college, Mtwara. Resp. Auth.: Ministry of Education. 1.4 mECU. Training facilities for technical teachers. Classrooms, laboratory and workshops, dormitories and sanitary block, administration. Total area 3,765 m². Equipment: int. tender with possibility of direct agreement depending on nature of supply. Supplies: direct agreement, all in '85. 4th EDF.
EDF TA 4011 A6c

Mtwara water supply. Resp. Auth.: Ministry of Water, Energy and Minerals. 5 mECU. Works: drilling of new wells, and constructions. Supply of equipment and T.A. Drilling activities and power supply connections by direct labour. Other works: int. tender in '85. Supplies: int. tender in '85. Supervision of works: G.W.E. (D). 5th EDF.
EDF TA 5003 A2b

TIRDO Project (Tanzania Industrial Research and Development Organization). Resp. Auth.: TIRDO General Director. 1.640 mECU. Supplies, T.A. and training. Supplies: int. tender (conditional) launched in July 84 and closed in September 84. T.A.: direct agreement. Project in execution. 5th EDF.
EDF TA 5023 A4e

Irrigation micro-projects in Pemba. 1.103 mECU. Special hunger programme. Project in execution.
958-TA 5015 A3a

Banana improvement and pest control (Phase 1). Resp. Auth.: Ministry of Agriculture. Estimated total cost 3.740 mECU. EDF 3 mECU, local 0.740 mECU. Supply of pesticides, vehicles, equipment by int. tender. T.A. by direct agreement. Date financing decision May 85. 5th EDF.
EDF TA 5008 A3a

Ports of Zanzibar and Pemba. Estimated cost 10.17 mECU, T.A. for management, organization pricing and financial systems, training. Restoration of infrastructure. Project stage: identification. 5th EDF.
EDF TA 5024 A2d

TOGO

Provisions improvement for Agou oil palm plant. Resp. Auth.: Ministère du Développement Rural. EDF 5 mECU. Project on appraisal. 5th EDF.
EDF TO A3a

Draught animal farming development. Resp. Auth.: Ministère du Développement Rural. Estimated total cost 2.300 mECU. EDF 0.700 mECU. US aid 1.275 mECU. Local 0.325 mECU. Supply of equipment and T.A. Creation of a revolving fund. T.A.:

Short-list for restr. tender already made. Project in execution. 5th EDF.
EDF TO 5005 A3a

Enquiry into consumer expenditures. Resp. Auth.: Ministère du Plan, de l'Industrie et de la Réforme Administrative. Estimated total cost 1.3 mECU. EDF 1 mECU, Local 0.3 mECU, T.A. to produce, collect and treat statistical data, training and supply of equipment. T.A.: short-list donc. Project in execution. 5th EDF.
EDF TO 5011 A1e

TONGA

Supply of a dredger. Resp. Auth.: Ministry of Works. Estimated cost 0.500 mECU. Technical study: EUROCONSULT (NL). Int. tender foreseen 2nd half '85. Project on appraisal. 5th EDF.
EDF TG 5002 A2d

Faua Fisheries Harbour. Resp. Auth.: Ministry of Works. Estimated cost 3.3 mECU. Construction of a new fisheries harbour, repair yards, fish market and wholesale store with ice-making equipment. Int. tender for the supply of sheet steel piles launched in November 83 (conditional). Supply of cooling and ice equipment int. tender in 85. Works by direct labour. Project in execution. 5th EDF.
EDF TG 5001 A3d

TRINIDAD AND TOBAGO

Training programme, health sector. Resp. Auth.: Ministry of Health and Environment. 1.2 mECU. Training awards, laboratory equipment (sound-meters, chemical chromatographs, spectrometers) by int. tender. Short-term T.A. to coordinate and establish new laboratory. Project in execution. 5th EDF.
EDF TR 5003 A8c

UGANDA

Rural health programme. Resp. Auth.: Ministry of Health and Ministry of Local Government. 3.1 mECU. To improve health care in rural areas. T.A.: KIT (NL). Project in execution. 4th and 5th EDF.
EDF UG 5013 A7a

Kampala-Masaka Road. 2nd section. Upgrading of the road over 60 km. Study: short-list done. Estimated cost 0.200 mECU. Works by int. tender foreseen in 2nd quarter 85 (conditional). Estimated cost 10 mECU. Project on appraisal. 5th EDF.
EDF UG 5003 A2d

Conservation of natural resources. Resp. Auth.: National Board of Trustees of the Uganda National Parks. Estimated cost 3.1 mECU. Works, supply of equipment, training and T.A. Int. tender for supplies launched in March 85. Project in execution. 4th EDF.
EDF UG 5015 A8f

Line of credit to the Uganda Commercial Bank. UCB. Resp. Auth.: UCB. 4.3 mECU. Line of credit, training and T.A. Project in execution. 5th EDF.
EDF UG 5018 A5c

Support to mining research. Resp. Auth.: Ministry of Lands Mineral and Water

Resources. Estimated cost 0.900 mECU. Project on appraisal. Date foreseen for financing decision 2nd half 85. 5th EDF. EDF UG 5019 A4a

VANUATU

★ **Public Works plant project.** Resp. Auth.: Public Works Dept. (P.W.D.). Estimated cost 1.2 mECU. Supply of bulldozers, graders, tractors and spare parts. Project on appraisal. Date foreseen for financing decision September 85. 4th and 5th EDF. EDF VA 5005

ZAIRE

Kalemie port rehabilitation. Resp. Auth.: Département des Transports et Communications. 6.5 mECU. 2 Int. tenders (conditional) launched in March 84. Works and supplies. Project on appraisal. Date foreseen for financing decision 2nd half 85. Regional project. 5th EDF. EDF REG 5215 A2d

Banana deep water port. Resp. Auth.: Département des Transports et Communications. Economic and financial evaluation: SEMA (F). 5th EDF. EDF ZR 5013 A2d

Butembo-Beni hydro-electrical development. Preliminary study done by Tractionnel (B) on local funds. Detailed economic and technical studies: WLPU (UK). Project on appraisal. 5th EDF. EDF ZR 5006 A2a

ZAMBIA

Animal vaccine unit production. Laboratory construction. Supply of equipment and T.A. Estimated cost 3.79 mECU. EDF 3 mECU, local 0.79 mECU. T.A.: short-list already drawn up. 5th EDF. EDF ZA 5018 A3a

Mkushi electrification. Estimated cost 6.07 mECU. EDF 3.07 mECU. Cofinancing needed. Study on hand: MERTZ-McLENNAN (UK). Project stage: identification. 5th EDF. EDF ZA 5007 A2a

Animal health improvement. Special hunger programme. Project on appraisal. Date foreseen for financing decision 2nd half 85. 958-ZA 5022 A3a

Environmental conservation measures. 2 mECU. Special hunger programme. Project in execution. 958-ZA 5023 A8f

ZIMBABWE

Rural clinics. Resp. Auth.: Ministry of Health. 4.5 mECU. Construction and equipment of 64 rural clinics and 128 staff houses. Works: direct labour. Equipment: int. tender 2nd half 85. (Non-associated dev. countries budget). ALA ZIM 8041 A7a

Small-holder Coffee and Fruit Development Programme. Resp. Auth.: Ministry of Lands, Resettlement and Rural Develop-

ment. Estimated total cost 5.85 mECU. EDF 4.2 mECU, local 1.65 mECU. T.A.: I.R.F.A. (F). Project in execution. 5th EDF. EDF ZIM 5006 A3a

Overseas Countries and Territories (OCT)

ANGUILLA

Road Bay jetty and port facilities. Resp. Auth.: Gov. of Anguilla and British Development Division (Barbados). 0.659 mECU. Expertise for technical and economic appreciation and to prepare designs and tender documents: MANCHEL (UK). Works by acc. tender launched in April 85. Project in execution. 5th EDF. EDF AG 5002 A2d

NETHERLANDS ANTILLES

Curaçao slaughterhouse. Resp. Auth.: Departement voor Ontwikkelingssamenwerking, Willemstad, Curaçao. cost 3.45 mECU. Work plans: Bureau T. Janga (Local). Works by int. tender foreseen in the 2nd half 85. Project on appraisal. Date foreseen for financing decision 2nd half 85. 5th EDF. EDF NEA 5012 A3a

Line of credit to the Aruba Dev. Bank to improve agriculture livestock and fishery. Resp. Auth.: Departement voor ontwikkelingssamenwerking. Estimated cost 0.3 mECU. Project on appraisal. 4th EDF. EDF NEA 4003 A5a

FRENCH POLYNESIA

Tahiti territorial abattoir. Resp. Auth.: Service de l'Economie Rurale, Papeete (Tahiti). Secrétariat d'Etat des Départements et Territoires d'Outre-Mer, Délégation de la Polynésie Française, Paris. Cofinancing with France. Estimated cost 1.270 mECU. Project on appraisal. Date foreseen for financing decision July 85. 4th EDF. EDF POF 4003 A3a

Pearl and mother of pearl handicraft centre. Estimated cost 0.450 mECU. Building construction. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF POF 5004 A3d

NEW CALEDONIA

Reafforestation programme. Resp. Auth.: Territoire de la Nouvelle Calédonie des Eaux et Forêts. Estimated total cost 4.7 mECU. EDF part ±3 mECU. Cofunding with France, CCCE (F) and Local. 3.000 ha plantation "Pin de Caraïbes" with all necessary infrastructure and investment. Project on appraisal. 5th EDF. EDF NC 5003 A3c

MONTserrat

Water Supply Project. Resp. Auth.: Montserrat Water Authority and Ministry of Public Works. 1.1 mECU. Project planning:

Short-list already drawn up for restr. tender. Project on appraisal. 4th and 5th EDF. EDF MON 5001 A2b

PACIFIC OCT

Regional programme rural photovoltaic electrification. Resp. Auth.: SPEC. Estimated total cost 4.365 mECU. EDF 3.184 mECU. T.A. by direct agreement. Supplies by int. tender launched in January 85. Project in execution. 5th EDF. EDF REG 5715 A2a

WALLIS AND FUTUNA ISLANDS

Futuna electrification. Estimated cost 1.2 mECU. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF WF 5002 A2a

Regional Projects

O.C.A.M.

Institut Africain d'Informatique (I.A.I.). Resp. Auth.: I.A.I. secretariat in Libreville-Gabon. 2.33 mECU. Building extensions. Supplies: int. tender launched in June 85. Project in execution. 5th EDF. EDF REG 5218 A6b

CENTRAL AFRICAN REP. — CONGO

Aid to the "Service Commun d'Entretien des Voies Navigables. (SCEVN). Estimated cost 5.1 mECU. Supply of equipment and improvement of the maintenance base in Bangui. Project on appraisal. 5th EDF. EDF REG 5202 A2c

MEMBER COUNTRIES OF CEA0

ESITEX Ségou (Mali). Resp. Auth.: CEA0 Secretariat. Management training for textile industry. Complex construction in Ségou. Supply of equipment. Project stage: identification. 5th EDF. EDF REG 5118 A6d

WESTERN AND CENTRAL AFRICAN COUNTRIES MEMBERS OF THE CONFERENCE MINISTERIELLE SUR LE TRANSPORT MARITIME

Académie régionale des Sciences et techniques de la mer in Abidjan. Resp. Auth.: Ministère de la Marine, Ivory Coast. Estimated total cost 32 mECU. EDF part for pedagogical equipment 2 mECU. Int. tender (conditional) foreseen early 85. Works, T.A. and other equipment: BAD, Japan, Norway, UNDP, France and local. Date financing decision March 85. 5th EDF. EDF REG 5134 A6b

GAMBIA — SENEGAL (O.M.V.G.)

Bridge barrage on the river Gambia. Resp. Auth.: Ministry of Works and Ministère des Travaux Publics. Estimated cost in 78: 60 mECU. Foreseen funding: F.R.G. 20 mECU. Canada 21.7 mECU, USA 11/22 mECU, Technical study: DHV-Rijks-

waterstaat-Waterloopkundig Laboratorium Delft (NL). For Phase I - Phase II: Rhein-Ruhr (D). Project stage: identification. 5th EDF. EDF REG 5110 A2d

Agronomical study for the area concerned by the bridge barrage. Short-list already drawn up. 5th EDF. EDF REG A3a

GUYANA - SURINAME

Guyana - ferry-link. Resp. Auth.: Ministry of Public Works and Ministerie van Openbare Werken. Link ferry on Corentine river. Study under way by C.A. Liburd and Ass. + Sescon Group (ACP). Project on appraisal. 4th EDF. EDF REG 5602 A2d

MEMBER COUNTRIES OF M.R.U. (MANO RIVER UNION)

Telecommunication and Postal Training Institute (TPTI) of the MRU. Resp. Auth.: MRU Secretariat in Freetown. Extensions, supplies and training. Estimated total cost 8.5 mECU. EDF 2.5 mECU. Project on appraisal. 5th EDF. EDF REG 5104 A6b

NIGER BASIN AUTHORITY

Protection and reforestation in the "Haut Bassin Versant du fleuve Niger en Guinée". Works, supplies and T.A. Estimated total cost 1.5 mECU. Project stage: identification. 5th EDF. EDF REG 5112 A8f

ZAIRE - CONGO - GABON - SAO TOME AND PRINCIPE - EQUATORIAL GUINEA - CAMEROON

Fishery development in the Gulf of Guinea. Estimated cost ± 5 mECU. T.A. to prepare these projects: S.G.T.E. (F). Project on appraisal. 5th EDF. EDF REG 5206 A3d

SENEGAL - MAURITANIA

Establishment of cultivated areas in the Senegal River Valley. Special hunger programme. Project in execution. 958-REG 5140 A3a

TOGO - MALI - BURKINA FASO - NIGER - CHAD

Agricultural products regional transit centre, in the Lomé port. Resp. Auth.: Ministères du Plan. Estimated total 7 mECU with cofunding. Technical and economic feasibility study: Bureau SATEC (F). Project stage: identification. 4th and 5th EDF. EDF REG 5125 A3a

BURKINA FASO - CAPE VERDE - CHAD - GAMBIA - MALI - MAURITANIA - NIGER - SENEGAL

Establishment of a regional plan for food policy and ecology. Special hunger programme. Project in execution. 958-REG 5141 A8f

MEMBER COUNTRIES OF UDEAC

Sub-Regional Institute for Applied Technology and Planned Economy

(ISTA). Resp. Auth.: ISTA Secretariat in Libreville-Gabon. Estimated cost ± 6 mECU. Building centre construction and T.A. for 3 actions. Project on appraisal. 5th EDF. EDF REG 5210 A6b

Informations and trade promotion industrial investments in central Africa. Resp. Auth.: Regional authorizing officer: Gabon. 1.020 mECU. Project in execution. 5th EDF. EDF REG 5048 A5d

PACIFIC ACP COUNTRIES

Pacific Regional Tourism Programme. Resp. Auth.: Tourism Council of the South Pacific (TCSP) and SPEC. 3.2 mECU. Study to be done: data base, organization and strategy. Short-list already drawn up. for restr. tender. Project in execution. 5th EDF. EDF REG 5714 A5c

University of the South Pacific. Agricultural, Rural and Marine Resources Programme. Stage II. Resp. Auth.: SPEC. 0.830 mECU. Project in execution. 5th EDF. EDF REG 5707 A6b

Pacific Forum Line (PFL). Purchase of containers. 3.200 mECU. Date financing decision June 85. 5th EDF. EDF REG 5716 A2d

MEMBER COUNTRIES OF CEAO AND CILSS

Construction of Centre Régional d'Énergie Solaire (CRES) in Bamako, Mali. Estimated total cost 30 mECU. EDF part. 2.270 mECU. T.A. and equipment. Int. tender for vehicles launched in January 85. Project in execution. 5th EDF. EDF REG 5107 A2a

MEMBER COUNTRIES OF CILSS

Provisional survey of natural renewable resources in the Sahel. Resp. Auth.: CILSS Secretariat. Estimated cost 6 mECU. EDF ± 2 mECU. Setting up of an observation unit to forecast crop production. Remote sensing by satellite, air survey and ground control. Project in execution. 5th EDF. EDF REG 5116 A8f

Millet, maize, sorghum and niébé project. Resp. Auth.: CILSS Secretariat. Estimated cost 2 mECU. To provide improved varieties for farmers. Local tests. Purchase of vehicles and equipment and to take charge for local tests control staff. Project stage: identification. 5th EDF. EDF REG 5116 A3a

Setting up of a system to estimate cereal stocks in private hands. Resp. Auth.: CILSS Secretariat. Estimated cost 1 mECU. EDF 0.5 mECU FAC 0.5 mECU. Creation of a system to monitor permanently the global availability of food stocks. T.A. and equipment. Project stage: identification. 5th EDF. EDF REG 5116 A3a

Fight against drought in the Sahel. Resp. Auth.: CILSS Secretariat. Estimated cost 1 mECU. T.A. and experts for the CILSS Executive Secretariat. Project stage: identification. 5th EDF. EDF REG 5116 A8f

Regional coordination of food production and distribution of improved cooking stoves. Resp. Auth.: CILSS Secretariat. Studies on food marketing, pricing and trading. Studies and aids for improved cooking stoves distribution. Estimated cost 0.276 mECU. Project stage: identification. 5th EDF. EDF REG 5116 A3a

MEMBER COUNTRIES OF U.A.P.T.

Satellite telecommunications project. Resp. Auth.: U.A.P.T. Secretariat in Brazzaville. R.P.C. Parametric study on the way by national organizations of I, UK, F and D. Project stage: identification. 5th EDF. EDF REG 5307 A2c

EAST AFRICAN COUNTRIES

Statistical training centre for Eastern Africa in Tanzania. Resp. Auth.: Secretariat of the centre. 2.0 mECU. Widening of the capacity. Construction of class-rooms, offices and housing. Project stage: identification. 5th EDF. EDF REG 5311 A6b

Kabale-Gatuna Road. Resp. Auth.: Uganda Government. Estimated cost 2.5 mECU. Asphaltting of the road (21 km) up to the Rwanda border. Study to be done: final dossier and tender documents. Short-list already drawn up. Project on appraisal. 5th EDF. EDF REG 5329 A2d

INDIAN OCEAN ACP COUNTRIES

New and renewable energy programme. Resp. Auth.: AIRDOI-COI. 1.7 mECU. Supply of gaz-generators vehicles and wind-generators. T.A. Date financing decision April 85. 5th EDF. EDF REG 5503/80 A2a

DJIBOUTI-ETHIOPIA

Djibouti-Ethiopia Railways. Phase II. Resp. Auth.: CFDE (Compagnie du Chemin de Fer Djibouti-Ethiopie). Estimated total cost 28 mECU EDF 15 mECU, France 13 mECU. Supply of rails, wagons and equipment. Int. tender foreseen in 85. Project in execution. 5th EDF. EDF REG 5301 A2d

KENYA - UGANDA - BURUNDI - RWANDA

Turbo-Webuye Road. Resp. Auth.: Ministry of Public Works, Kenya. Estimated cost 10.50 mECU. Works and supervision. Works: int. tender launched in May 85. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF. EDF REG 5334 A2d

Refurbishing of Burundi's Highway I between Bugarama and Akanyaru (80 km) (Northern Corridor). Estimated cost 2.2 mECU. Int. tender launched in May 85. Geotechnical supervision by Burundi National Laboratory. Project on appraisal. 5th EDF. EDF REG 5335 A2d

28 AFRICAN COUNTRIES

Pan-African campaign against rinderpest. Resp. Auth.: OUA and IBAR. Estimated total cost for 1st year 53 mECU. Supply of equipment and T.A. Project on appraisal. 5th EDF.
EDF REG 5007 A3a

SWAZILAND — LESOTHO

Matsapha Airport. Construction of a control tower, equipment and T.A. Estimated total cost: 31 mECU. EDF 2.1 mECU. Int. tender launched in February 85. EDF part: date foreseen for financing decision 2nd quarter 85. Project in execution. 5th EDF.
EDF REG 5408 A2d

MALAWI — ZAMBIA — ZIMBABWE

Regional Tsetse and Trypanosomiasis Control Programme. Resp. Auth.: Technical and financing responsibility: Zimbabwe national authorizing officer. 19.150 mECU. Works by direct labour. Vehicles, veterinary products, aerial spraying and equipments by int. tender. T.A. by direct agreement. Date financing decision May 85. 5th EDF.
EDF REG 5420 A3a

MEMBER COUNTRIES OF CARICOM

Regional hotel trade school in St Lucia. Resp. Auth.: Caricom Secretariat. Estimated total cost 0.9 mECU. EDF 0.2 mECU. Work financed locally. EDF part: supply of pedagogical equipment, furniture and 1 vehicle. Project on appraisal. 5th EDF.
EDF REG 5635 A6d

Assistance for Point-Salines International Airport-Grenada. Resp. Auth.: Caricom Secretariat and Grenada Int. Airport Authority. EDF part 1.74 mECU, T.A. and supply of radio and electronic navigational equipment. T.A. by direct agreement. Equipment by int. tender. Date foreseen for financing decision 3rd quarter 85. 5th EDF.
EDF REG 5608 A2d

★ **Moko Disease Control.** Resp. Auth.: Windward Islands Banana Growers Association (WINBAN). 0.900 mECU. Works, supplies and T.A. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF.
EDF REG 5675 A3a

CARIBBEAN AND ACP COCOA PRODUCERS

★ **Cocoa Research Unit (CRU), Phase II.** Resp. Auth.: CRU in Trinidad. 2.624 mECU. Works, supply of equipments and agricultural inputs, T.A. and training. Project on appraisal. Date foreseen for financing decision July 85. 5th EDF.
EDF REG 5043 A3a

MEDITERRANEAN COUNTRIES

EGYPT

Soil improvement programme in Kafre-el-Sheikh Governorate. Resp. Auth.:

Executive Authority for Land Improvement Projects (EALIP). Provisional amount 8 mECU. To reclaim an area of 65 000 acres of saline soil, located in Hamoul district of the Kafre-el-Sheikh Governorate. Short-list already drawn up. Project in execution.
MMI EGT 1001 A3e

Improved of agricultural input storage facilities in the Daqhalia Governorate. Resp. Auth.: Principal Bank for Development and Agricultural Credit. EEC Contribution 6 mECU. Construction of warehouses. Works: int. tender launched in March 85.
MMI EGT 1003 A3f

Egyptian Renewable Energy Development Organization. EREDO. Resp. Auth.: Egyptian Government. EEC contribution 7.7 mECU. Construction and equipment for the centre. Works and supplies: int. tender with prequalification foreseen in 2nd half 85. T.A.: GET/KFA (D).
MMI EGT 1002 A2a

Feasibility study for Thermal Power Station at Sidi-Krir. Resp. Auth.: Egyptian Electricity Authority. Study for a 1200 MW thermal power station. Estimated cost 2 mECU. Short-list already drawn-up.
MMI EGT 2004 A2a

Export Promotion. Resp. Auth.: Egypt Export Promotion Company (EEPC). T.A. to the EEPC. 0.920 mECU. Short-list already drawn up. Project in execution.
MMI EGT 2005 A5e

Kom-Ombo Soil Improvement Study. Resp. Auth.: EALIP. 1 mECU. Project in execution. Short-list drawn up.
MMI EGT 2003 A3e

Animal feed improvement. Resp. Auth.: Research Institute for Animal Production (RIAP) — Cairo. EEC Contribution 2.4 mECU. T.A., supply of equipment and training. Date financing decision March 85.
MMI EGT 2001 A3a

LEBANON

Industrial planning and industrial census. Resp. Auth.: Ministère de l'Industrie. 0.518 mECU. Foreign expert to supervise local experts for census. Mission in Lebanon 2 months EEC contribution covers all expenses for foreign expert and ±50% of total cost of the project. Project on appraisal.
MMI LE 1001 A1b

Aid for the Union Nationale de Crédit Coopératif (UNCC). 1.4 mECU. Line of credit to the UNCC and T.A. T.A.: M. DE CLERCQ (B).
MMI LE 1002 A3b

Primary and secondary schools rehabilitation. Resp. Auth.: Conseil du Développement et de la Reconstruction (CDR). Estimated total cost 35 mECU. EEC contribution 16 mECU. Works by acc. tenders with local contractors after prequalifications. Date financing decision March 85.
MMI LE 2001 A6a

MOROCCO

Interventions for Laboratoire de Technologie des céréales de Rabat. Resp. Auth.: Ministère de l'Agriculture. 0.790

mECU. Equipment, T.A. and training. Supply by restr. tender or direct agreement. T.A.: short-list already drawn up.
MMI MOR 1001 A3e

Credit for small farmers. Resp. Auth.: Caisse Nationale de Crédit Agricole (CNCA). Estimated total cost 33 mECU. EEC contribution 24 mECU. Date financing decision October 84.
MMI MOR 2001 A5a

Vocational and technical training. Resp. Auth.: Ministère de l'Équipement et Formation Professionnelle. EEC contribution 19 mECU. Works in execution. Supplies: 2 int. tender launched in June 85. Trainers training to be done. Project on appraisal. Date foreseen for financing decision June or July 85. 5th EDF.
MMI MOR 2002 A6d

TUNISIA

Participation in creating 3 Training Vocational Centres: in Nabeul, Menzel-Bourguiba, Zaghouan. Resp. Auth.: O.T.T.E.E.F.P. (Office des Travailleurs Tunisiens à l'Étranger de l'Emploi et de la Formation Professionnelle.) EEC Contribution 3.87 mECU. Supply of equipment, T.A. and training. Supplies: int. tender for Nabeul foreseen in 2nd half '85. T.A.: A.A.B. (D).
MMI TUN 1001 A6d

Purchase of 10 ocean trawlers. Resp. Auth.: Banque Nationale de Dév. Agricole (BNDA). Estimated total cost 8.5 mECU. EEC 2.25 mECU, EIB 4.55 mECU, Local 1.7 mECU. Project on appraisal.
MMI TUN 2003 A3d

Experimental station to compost household refuse in the city of Tunis. Special hunger programme. 0.800 mECU. Project in execution.
958-TUN 0001 A2a

★ **Date-palm plantations study project in Régime Maatoug.** Resp. Auth.: Banque Nationale de Dév. Agricole (B.N.D.A.). Estimated cost 1.7 mECU. Feasibility study, drillings and access roads. Works by direct labour. Project on appraisal.
MMI TUN 2001 A3a

★ **Rural credit project to benefit small holders.** Resp. Auth.: B.N.D.A. Estimated cost 10 mECU. Project on appraisal.
MMI TUN 2002 A3a

★ **Water resources research and training study.** Resp. Auth.: Ministère de l'Agriculture. Estimated cost 2.2 mECU. Supply of soil equipment and data system. T.A. and training. Project on appraisal.
MMI TUN 2004 A2b

★ **Evaluation of soil resources and their liability to desertification in Southern Tunisia.** Resp. Auth.: Ministère de l'Agriculture. Estimated cost 1.2 mECU. EEC 0.500 mECU, local 0.700 mECU. T.A. and training. Supply of specialized equipment. Project on appraisal.
MMI TUN 2005 A3c

JORDAN

Research Programme into Agricultural Production in the semi-arid zones and ar-

areas suffering from desertification. Special hunger programme. 0.700 mECU. Project in execution.

958-JO 0001 A3a

Yarmouk University — Faculty of Science. Resp. Auth.: University of Yarmouk. 2.5 mECU. Supply of equipment for laboratories by int. tender. T.A. by restr. tender: short-list done. Project in execution.

MMI JO 2001 A6c

Business training centre at Sahab. Resp. Auth.: Vocational Training Corporation. 1 mECU Supply of equipment, T.A. and training. Project on appraisal. Date estimated for presentation for financing June or July 1985.

MMI JO 2003 A6a

SYRIA

ISSAT. Institut Supérieur des Sciences Appliquées et de Technologie. Resp. Auth.: State Planning Commission. Estimated total cost 22.2 mECU. EEC part: supply of teaching and training equipment for the institute. Project on appraisal.

MMI SYR 2002 A6b

Euphrates drainage and irrigation. Resp. Auth.: Ministry of Irrigation. General Organization for land development (GOLD). Estimated total cost 134.9 mECU. EEC 10 mECU, EIB 20 mECU, local 104.9 mECU. Works, supplies and T.A. Project on appraisal. Date foreseen for financing decision 2nd half 85.

MMI SYR 2003 A3a

Rural Water Supply Suweida Region. Resp. Auth.: Ministry of Local Administration and Ministry of Housing and Utilities. Estimated total cost 8.1 mECU. EEC 3.2 mECU, local 4.9 mECU. Project in execution.

MMI SYR 2001 A2b

Non-associated developing countries

ANGOLA

Assistance to the fishing and fish-processing industry in the Namibe Province. Resp. Auth.: Ministerio das Pescas. Estimated total cost 7.730 mECU. EEC 6.760 mECU. Supply of equipment and T.A. Project on appraisal. Date foreseen for financing decision 2nd half 85.

ALA ANG 8415 A3d

★ **Rural Water supply.** Resp. Auth.: Ministère de l'Industrie et des Ressources Naturelles. HYDROMINA. Parallel cofinancing with UNICEF. EEC contribution 2.250 mECU. Study, T.A. and supply of hand-pumps, tubes, drilling equipment, vehicles. Project on appraisal. Date foreseen for financing decision September 85.

ALA ANG 8425 A2b

MOZAMBIQUE

Rural development in the Moamba District. Resp. Auth.: Ministerio da Agricultura. Estimated total cost 9.15 mECU. EEC 7.5 mECU. Supply of equipment, rural inputs and T.A. Project on appraisal. Date foreseen for financing decision 2nd half 85.

ALA MOZ 8333 A3a

Environmental conservation measures: fight against tse-tse infestation. 1.5 mECU. Special hunger programme. Project in execution.

958-MOZ A3a

BANGLADESH

Small-scale irrigation sector project. Resp. Auth.: Bangladesh Water Development Board (BWDB). Estimated total cost 82 mECU. EEC contribution 12 mECU. Cofinancing with ADB (Asian Dev. Bank). Works, supply of equipment and vehicles, T.A. and supervision. Works: acc. tender. Supplies: int. tender, 2nd half 85.

ALA BD 8112 A3a

Building of storage for fertilizers. Resp. Auth.: Bangladesh Agricultural Development Corporation (BADC). Cofinancing: EEC and Netherlands. Total cost 4 mECU. EEC 2 mECU Netherlands 2 mECU. EEC part: Works by int. tender. Netherlands part: buildings and T.A.

ALA BD 8201 A3f

Rangpur. Rural Development Programme. Resp. Auth.: Central Coordination Committee. (CCC). Total cost 40 mECU. EEC 27 mECU, NL 7 mECU, local 6 mECU. Works by acc. tender. Supplies by int. tender or direct agreement. Project on appraisal. Date estimated for presentation for financing 2nd half 85.

ALA BD A3e

CHINA (PEOPLE'S REP.)

Fruit Cultivating and Preservation Techniques. Estimated total cost 4.350 mECU. EEC 1.650 mECU. Cofinancing with Italy. T.A. and transfer of technology. Project in execution.

ALA CHN 8337 A3a

Flood forecasting and management of Beijiing River. Estimated total cost 5.5 mECU. EEC 1.7 mECU T.A. and transfer of technology. Project in execution.

ALA CHN 8338 A8g

Prawn farming development. Estimated cost 0.700 mECU. Supplies and T.A. Project in execution.

ALA CHN 8341 A3d

Hainan Cashew Development. Resp. Auth.: Prefecture of the Autonomous Department of Li and Miao National Minorities. Estimated total cost 2.350 mECU. EEC 0.800 mECU. Supply of equipment and T.A. Project in execution.

ALA CHN 8340 A3a

Beijing Vegetable Seedling Production. Estimated cost 1.2 mECU. Supplies and T.A. Project in execution.

ALA CHN 8339 A3a

INDONESIA

Baturraden Dairy Development. Resp. Auth.: D.G. for livestock services. Estimated cost: 8.385 mECU. EEC 4.4 mECU, Italy 0.41 mECU. Construction, infrastructure, supply of equipment, T.A. supplies: int. tender launched in May 85. T.A.: IFAGRARIA (I).

ALA IND 8012 A3a

Bali Irrigation Sector Project. Resp. Auth.: Ministry of Public Works. DG for Water Resources Development. EEC 12 mECU. ADB ± 37 mECU. Local ± 55 mECU. Rehabilitation and expansion of 50 village-level irrigation schemes, establishment of a water-management training centre, and establishment of climatological stations. T.A. Works: acc. tender.

ALA IND 8114 A3a

★ **Provincial Irrigation Development (Western and Central Java).** Resp. Auth.: D.G.W.R.D. Estimated total cost 423.6 mECU. EEC 26.3 mECU, World Bank 232.6 mECU, local 164.7 mECU. EEC part: dam construction and T.A.: study, execution project and tender dossier. Project stage: identification.

ALA IN A3a

INDIA

Supply of fertilizers. Resp. Auth.: Minerals and Metal Trading Corporation of India (MMTC). Purchase of 230 000t of urea by int. tender launched in December 84. ± 45 mECU. Project in execution.

ALA IN 8410 A3a

Development of Water Control Systems for diversification of crops in Maharashtra. Resp. Auth.: Irrigation Department of the Government of Maharashtra. EEC contribution 15 mECU. Works, supplies, T.A. and training. Date financing decision March 85.

ALA IN 8418 A3a

YEMEN

Seed production centre. Estimate 7.5 mECU. Project on appraisal. Date estimated for presentation for financing July 1985.

ALA YAR A3a

PAKISTAN

Karachi fishing port. Resp. Auth.: Fishery department of the Sind Province. Estimated cost 12 mECU. New facilities: quay, boat repair yard, fish-shed, dredging. Rehabilitation of existing facilities, equipments and TA. TA: Prof. Dr. Lockner & Partners (D). Works and supplies in 85.

ALA PAK 8101 A3d

Irrigation project in Palli and Lehri. Resp. Auth.: Department of Irrigation and Agriculture Baluchistan Provincial Government. Estimate ± 10 mECU. Works and infrastructures. Studies for the execution and supervision of works. Project on appraisal. Date foreseen for financing decision June or July 85.

ALA PAK 8422 A3a

NEPAL

Rural water supply and health infrastructure. Resp. Auth.: MPLD (Ministry of Panchayat and Local Development) and DWSS (Department of water supply and sewage). 4.8 mECU. EEC 3.7 mECU Local 1.1 mECU. Supply of equipment (pipes, tubes, manual-pumps, vehicles) and T.A. Management by UNICEF for EEC contribution. Supplies: int. tender or direct agreement. Date foreseen for financing decision 2nd half 85.

ALA NEP 8217

A2b

Nepal Administrative Staff College. NASC. Resp. Auth. NASC Secretariat. Estimated total cost 6.5 mECU. EEC 5 mECU, U.K. 1.5 mECU. Renovation and construction works, supply of equipment T.A. and training. Project on appraisal. Date foreseen for financing decision 2nd half 85.

ALA NEP 8407

A6b

Soil and water conservation in Bagmati Watershed. Special hunger programme. 6 mECU. Project in execution.

958-NEP 8401

A3a

BHUTAN

Water supply. Resp. Auth.: Inter dep. Commission on water and sanitation. Works by direct labour. 4.5 mECU. Supplies int. tender or direct agreement. T.A.: UNICEF. Date for financing June 1985.

ALA BHU

A2b

THAILAND

Rubber smallholdings yield improvement. Resp. Auth.: Rubber Research Centre (RCC). Ministry of Agriculture and Cooperatives. EEC 1.8 mECU, Local 1.8 mECU. To introduce and popularize new tapping techniques to improve the yield of old rubber trees before their felling. TA: Harrison Fleming (UK). Tenders in '85.

ALA TH 7910

A3a

Oilseed crop development programme. Resp. Auth.: Ministry of Agriculture — Oilseed Project Steering Committee. Total estimated cost 4.2 mECU. EEC 3.3 mECU. T.A. and supply of equipment. T.A.: Short-list already drawn up.

ALA TH 8203

A3a

Mae Nam Chi River Basin. Water Management Development. Resp. Auth.: Ministry of Agriculture and Cooperatives. Royal Irrigation Department. Estimated total cost 5 mECU. EEC 4 mECU. Supply of equipment, T.A. and training. Project in execution.

ALA TH 8412

A3a

Strengthening of planning capacities for diversification and rural development. Resp. Auth.: Ministry of Agriculture and Cooperatives. 2 mECU. T.A. for coordination, management, training needs, project identification and planning. T.A. for central and peripheral computer system for rural areas. Training and supply of computerized equipment. Date financing decision April 85.

ALA TH 8420

A3a

NICARAGUA — HONDURAS

Bridges reconstruction. Resp. Auth.: Ministry of Public Works. 3.2 mECU. Reconstruction of 3 bridges. Works, T.A. and site supervision. Date foreseen for financing decision 2nd half 85.

ALA NI 8209

A2d

BOLIVIA

Food strategy. Environment protection. Special Hunger Programme. Project in execution.

958-BO 8403

A8f

MEMBER COUNTRIES OF PACTO ANDINO

Technical cooperation (industry and economic planning). Resp. Auth.: Junta del Acuerdo de Cartagena, Lima-Peru. Estimated total Cost: 1.7 mECU. EEC 1.1 mECU. To place experts, equipment and T.A. and training at Junta's disposal. Contracts, T.A. and experts by the Junta and the EEC.

ALA JUN 8107

A4a

Andean Programme for technological development (Rural PADT). Resp. Auth.: Junta del Acuerdo de Cartagena, Lima-Peru. Estimated total Cost: 7.560 mECU. EEC 3.927 mECU. Supply of equipment, training and T.A. Vehicles purchase: int. tender. T.A.: Short-lists to be drawn up by the EEC and decision by the Junta.

ALA JUN 8108

A3a

Regional programme for technical cooperation: food strategy. Resp. Auth.: JUNAC. EEC contribution 7 mECU for European T.A. and supply of data-computerized equipment by int. tender. Project in execution.

ALA JUN 8406

B1a

Regional programme for technical cooperation: industry and sub-regional exchanges. Resp. Auth.: JUNAC. EEC Contribution 7 mECU. T.A. and supply of equipment. Project in execution.

ALA JUN 8503

A4a

COSTA RICA — HONDURAS — NICARAGUA — PANAMA — DOMINICAN REPUBLIC

Latin American qualified nationals reinstatement in 5 Central American countries. Resp. Auth.: CIM (Comité Intergubernamental pour les migrations). 1.4 mECU. Reinstatement of 75 qualified nationals via CIM. Date foreseen for financing decision 2nd half 85.

ALA CIM 8302

A8b

COLOMBIA

Reconstruction Programme. Resp. Auth.: Corporation de Reconstruction de Cauca. Total cost 5.9 mECU. EEC 3.9 mECU. EEC part: supply of materials and T.A. Project in execution.

ALA CO 8403

A8a

BANCO CENTRO-AMERICANO DE INTEGRACION ECONOMICA

Support for SME in Central America. Project on appraisal. Date foreseen for financing decision 2nd half 85.

ALA BCI 8414

A4a

DOMINICAN REPUBLIC

Integrated rural development pilot project in Western Cibao. 6 mECU. Special hunger programme. Project in execution.

958-DO 8402

A3a

COSTA RICA

Productive projects programme for refugees in Costa Rica. T.A. and line of credit. 3.6 mECU. Project in execution.

ALA CR 8501

A8b

NICARAGUA

Marketing and trade improvement programme and post harvest losses reduction for base seeds. 2.5 mECU. Project in execution.

ALA NI 8502

A3f

NON-ASSOCIATED DEVELOPING COUNTRIES AND BODIES ELIGIBLES FROM EEC

Services provided by outside experts. Resp. Auth.: Commission of the European Communities. 4 mECU. 1mECU for missions and studies of short duration and 3 mECU for long-term installation of development specialists. Date for financing June 1985.

ALA REG

A1b

INTERNATIONAL CALLS FOR TENDER

All international calls for tender (int. tenders) referred to in this Operational Summary are notified in due time in the Official Journal (O.J.) of the European Communities' «S» supplement.

Subscriptions to the O.J. «S» supplement should be addressed to the «Office for Official Publications of the European Communities ». L-2985 Luxembourg.
Tel.: 49 00 81.

DELEGATIONS OF THE COMMISSION

Algeria

36, Rue Arezki Abri
Hydra-Alger
Tel. 59 08 22 — 59 09 25 — 59 09 42
Telex 52246 EURAL DZ — ALGERIE

Antigua & Barbuda

c/o Antigua Commercial Bank
St. Mary's and Thames Streets
St. John's, Antigua W.I.
Tél. (046)22970
Telex 2074 DELCEC AK

Bahamas

Frederick House, 2nd floor
Frederick Str.
P.O. Box N-3246, Nassau
Tel. (32)55850
Telex DELEGEC NS 310

Bangladesh

EEC Office, House CES(E)19
Road 128 — Gulshau
DACCA-12
Tel. 600 564 — 411 841
Telex 642 501 CECO-BJ

Barbados

Sunjet House, Fairchild Street
P.O. Box 654 C, Bridgetown.
Tel. 427-4362/429-7103
Telex 2327 DELEGFED WB
BRIDGETOWN

Belize

P.O. Box 907
Bella Vista 85, Belize City

Benin

Avenue Roume, Bâtiment administratif
B.P. 910, Cotonou
Tel. 31 26 84/31 26 17
Telex 5257 DELEGFED — COTONOU

Botswana

P.O. Box 1253
Gaborone, Bostwana
Tel. 55599
Telex 2403 DECEC GABORONE

Burkina Faso

B.P. 352
Ouagadougou
Tel. 336 346/336 348
Telex 5242 DELEGFED UV —
OUAGADOUGOU

Burundi

Avenue P. Lumumba 52
B.P. 103, Bujumbura
Tel. 234 26/238 92
Telex FED BDI 5031 — BUJUMBURA

Cameroon

QUARTIER BASTOS
B.P. 847, Yaoundé
Tel. 22 13 87/22 33 67/22 21 49
Telex DELEGFED 8298 KN
YAOUNDE — CAMEROON

Central African Republic

Rue de Flandre
B.P. 1298, Bangui
Tel. 61 30 53/61 01 13
Telex 5231 RC DELCOMEU — BANGUI

Chad

Concession SETUBA S.A. Route de Farcha
BP 552, N'Djamena
Tel. 22 74/22 76
Telex DELEGFED 5245 KD — N'DJAMENA
CHAD

Congo

Av. Lyautey
near Hotel Meridien
B.P. 2149, Brazzaville
Tel. 81 38 78/81 37 00
Telex 5257 KG DELEGFED —
BRAZZAVILLE

Egypt

4 Gezira Street, 8th Floor
Cairo-Zamalek
Tel. 40 83 88 - 49 93 93
Telex 94258 EUROP UN CAIRO
EGYPT

Ethiopia

Tedla Desta Building
Africa Avenue (Bole Road) 1st Floor
P.O. Box 5570, Addis Ababa
Tel. 15 25 11
Telex 21135 DELEGEUR —
ADDIS ABABA

Gabon

Quartier Batterie IV
Lotissement des Cocotiers
B.P. 321, Libreville
Tel. 73 22 50
Telex DELEGFED 5511 GO —
LIBREVILLE

Gambia

10 Cameron Street
P.O. Box 512, Banjul
Tel. 777 — 87 69
Telex 2233 DELCOM GV — BANJUL

Ghana

The Round House — 65 Cantonments Road,
Cantonments, Accra
Tél. 74 201 — 74 202
Télex 2069 DELCOM — ACCRA

Grenada

Old Fort
P.O. Box 5, St. George's
Tel. 3561
Télex 3431 CWBUR GA
(Attn. EEC Delegation)

Guinea

Commission
Central Mail Department
(Diplomatic Bag Section — B 1/123)
Rue de la Loi 200, 1049 Bruxelles
Tel. 46 13 25/46 13 82
(Conakry/Guinea)
Telex 628 DELEUR CKY

Guinea-Bissau

Rua Eduardo Mandlane 29
Caixa Postal 359, Bissau
Tel. 21 33 60/21 28 78
Telex 264 DELCOM BI

Guyana

64 B Middle Street South Cummingsburg
P.O. Box 10847, Georgetown
Tel. 63 963 — 62 615 — 64 004 —
65 424
Telex 2258 DELEG GY — GEORGETOWN

India (HQ of the Delegation in South Asia)

YMCA Building 5th floor
Jaisingh Road
New Delhi 110001
Tel. 34 42 22 — 35 04 30
Telex 31/6315 EURO-IN

Israel

2 rehov ibn gvirol, Eliahu House
10th floor TEL AVIV
Tel. 03-26 62 12/26 62 13
Telex 34 21 08 DELEG IL

Ivory Coast

Immeuble "AZUR" Bd. CROZET, 18
B.P. 1821, Abidjan 01
Tel. 32.24.28 — 33 29 28
Telex 3729 DELCEE — ABIDJAN

Jamaica

Mutual Life Center, 2nd Floor
Oxford Rd/Old Hope Rd
P.O. Box 435, Kingston 5
Tel. 92 - 93030/92 - 93031/92 - 93032
Telex 2391 DELEGEC KINGSTON 5

Jordan

Shmeisani Wadi Sagra Circle, Amman
P.O. Box 926 794
Tel. 66 81 91/66 81 92 Amman
Telex 22 260 DELEUR JO AMMAN
JORDAN

Kenya

National Bank Building
Harambee Avenue
P.O. Box 45119, Nairobi
Tel 33 35 92
Telex 22302 DELEGFED — NAIROBI

Lebanon

Centre GEFINOR, Rue Clémenceau, Bloc B,
8^e étage
B.P. 11-4008
Beirut
Tel. 36 30 30/31/32 - 36 47 58/59
Telex DELEUR 23307 LE BEYROUTH

Lesotho

P.O. Box MS 518
Maseru, 100, Lesotho
Tel. 23 726
Telex 4351 LO DELEGEUR — MASERU

Liberia

34 Payne Avenue Sinkor
P.O. Box 3049, Monrovia
Tel. 26 22 78
Telex 44358 DELEGFED LI —
MONROVIA

Madagascar

Immeuble Ny Havana - 67 hectares
B.P. 746, Antananarivo
Tel. 242 16
Telex 22327 DELFED MG —
ANTANANARIVO

Malawi

Lingadzi House
P.O. Box 30102, Capital City
Lilongwe 3
Tel. 73 02 55/73 01 73/73 05 93
Telex 4260 DELEGEUR MI —
LILONGWE

Mali

Rue Guégau - Badalabougou
B.P. 115 Bamako
Tel. 22 23 56/22 20 65
Telex 526 DELEGFED — BAMAKO

Mauritania

Îlot V, Lot 24
B.P. 213, Nouakchott
Tel. 527 24/527 32
Telex 549 DELEG MTN —
NOUAKCHOTT

Mauritius

61/63 route Floreal Vacoas
P.O. Box 10 Vacoas
Tel. 86 50 61/86 50 62/86 50 63
Telex 4282 DELCEC IW VACOAS

Morocco

4 Zankat Jaafar As Sadik
B.P. 1302, Rabat-Agdal
Tel. 742 95/739 15
Telex 32620 - RABAT

Mozambique

Hotel Polana, quarto 143
Tel. 74.10.01, MAPUTO
Telex 6-146 CCE MO
Atenção Sr. Antonio Marongiu
Delegado da Comissao da CEE
NA RPM

Netherlands Antilles

Mgr Kieckensweg 24
P.O. Box 822
Willemstad, Curaçao
Tel. 6250 84 — 6264 33
Telex 1089 DELEG NA —
WILLEMSTAD

New Caledonia

c/o Scet International
90bis Rue Sebastopol
B.P. 24, Noumea
Tel. 27 20 20
Telex 049 NM SOCEQUIT
(Attn. Delegation CEE)

Niger

B.P. 10388, Niamey
Tel. 73 23 60/73 27 73/73 48 32
Telex 5267 NI DELEGFED — NIAMEY

Nigeria

4, Idown Taylor Str. Victoria Island
PM Bag 12767, Lagos
Tel. 61 78 52/61 08 57
Telex 21868 DELCOM NG LAGOS
NIGERIA

Pacific (Fiji, Samoa, Tonga, Tuvalu and Vanuatu)

Dominion House, 3rd Floor
Private Mail Bag, GPO
Suva, Fidji
Tel. 31 36 33
Telex 2311 DELECOM FJ — SUVA

Pakistan

13 Masjid Road, F 6/3,
Islamabad
P.O. Box 1608
Telex via Belgian Embassy No 865

Papua New Guinea

Pacific view appartments
8th Floor
Pruth Street, Korobosea
Tel. 25 92 22
Telex NE 22307 DELEUR —
PORT MORESBY

Rwanda

Avenue Député Kamuzinzi, 14
B.P. 515, Kigali
Tel 55 86/55 89
Telex 515 DELCOMEUR RW KIGALI

Solomon Islands

P.O. Box 844 — Honiara
Tel. 765
Telex 66370 — DELECSI

Senegal

Avenue Albert Sarraut 57 (2^e étage)
B.P. 3345, Dakar
Tel. 21 13 24/21 57 77/21 79 75
Telex 440 DELEGSE — DAKAR

Sierra Leone

2 Lamina Sankoh Street
P.O. Box 1399, Freetown
Tel. 239 75 — 230 25
Telex 3203 DELFED SL — FREETOWN

Somalia

Via Makka Al Mukarram
n° Z-A6/17
P.O. Box 943, Mogadiscio
Tel. 21 118/21 049/811 18
Telex 628 FED MOG SM —
MOGADISCIO

Sudan

11, Street No 13, New Extension,
Khartoum
Tel. 444 85/445 10/449 10/412 43
Telex 24054 DELSU SD
KHARTOUM

Suriname

Dr S. Redmondstraat 239
P.O. Box 484, Paramaribo
Tel. 993 22
Telex 192 DELEGFED SN

Swaziland

P.O. Box A.36
Mbabane, Swaziland
Tel 42908/42018
Telex 2133 WD
DELEGFED MBABANE

Syria

73 rue Rachid
P.O. Box 11269, Damascus
Tel. 33 52 91/33 00 01
Telex 412919 DELCOM SY

Tanzania

Extelcoms House, 9th Floor
Samora Avenue
P.O. Box 9514, Dar es Salaam
Tel. 311 51/311 52
Telex 41353 DELCOMEUR —
DAR ES SALAAM

Thailand (HQ of the Delegation in South-East Asia)

Thai Military Bank Bldg,
9th & 10th Flrs
34, Phya Thai Road
Bangkok
Tel. 282 1452
Telex 82764 COMEUBK TH

Togo

Rue de Calais 22
B.P. 1657, Lomé
Tel. 21 36 62/21 08 32
Telex 5267 DELEFEDTO-LOMÉ

Tonga

Private Mail Bag
GPO Nuku Alofa
Tel 21820
Telex 66207 (Attn. EEC Delegation)

Trinidad and Tobago

2, Champs Elysées
Long Circular, Maraval
P.O. Box 1144, Port of Spain
Tel. 62-26628/62-20591/62-20465
Telex 22421 DELFED WG

Tunisia

Avenue Jugurtha 21
B.P. 3, Belvédère - Tunis
Tel. 28 85 35
Telex 13596 — TUNIS

Turkey

15 Kuleli Sokak
Gazi Paça, Ankara
Tel. 27 61 45/27 61 46
Telex 42819 ATBE TR

Uganda

Uganda Commercial Bank Building,
Plot 12
Kampala Road, 5th Floor
P.O. Box 5244, Kampala
Tel. 33 303/4/5
Telex 61139 DELEUR — UGA —
KAMPALA

Vanuatu

Bougainville House,
Suite no 6, Bougainville Street
P.O. Box 442, Port-Vila
Tel. 2501
Telex 1093

Venezuela (HQ of the Delegation for Latin America)

Quinta Bienvenida
Valle Arriba, Calle Colibri
Distrito Sucre
Caracas
Tel. 92 50 56/92 39 67/91 47 07
Telex 26336 COMEU VC

Western Samoa

c/o Private Mail Bag
Chief Post Office, Apia
Tel 20070
Telex 204 CECOF SX

Zaire

71, Av. des Trois Z
B.P. 2000, Kinshasa
Tel. 327 18
Telex 21560 DECEKIN ZR KINSHASA

Zambia

P.O. Box 34871
Plot 4899
Brentwood drive
Lusaka
Tel. 25 09 06 - 25 07 11 - 25 11 40
Telex 40440 DECEC ZA — LUSAKA

Zimbabwe

P.O. Box 4252
Stability House (10th Floor)
65 Samora Machel Ave.
Harare
Tel. 70.7 1.20/39/40/43
Telex 4.811 ZW HARARE — ZIMBABWE

For their triumphs & for their tears. Women in apartheid South Africa, by Hilda BERNSTEIN. Published by International Defence and Aid Fund for Southern Africa — 136 pages illustrated — £ 3.50 — 1985

This new edition, timed to coincide with the end of the UN International Decade of Women, has been totally rewritten and provides much new information. This is due not only to the need to deal with developments in South Africa over the last 10 years, but also because more material has become available, both historical and contemporary, including information on issues such as abortion, rape and contraception.

However, the vital point that this book made clear in 1975 and makes even clearer now is that black women in South Africa are still at the bottom of the heap: their oppression and exploitation under the apartheid system has in fact intensified. The threat of forced removals and the horror of life in the barren bantustans; the continual harassment caused by the operation of the pass laws; the destruction of family life by the migrant labour system—all these basic tenets of apartheid remain unaltered, and it is black women in South Africa who most often bear the brunt of their effects.

It is remarkable, therefore, and inspiring, that these women have shown such incredible strength and resilience in their fight against apartheid. Throughout the years they have played an increasingly important role in the struggle for national liberation. Not only are they an integral part of that struggle, because they understand that a fundamental change in their situation can only come about with the overthrow of apartheid; they also know that victory can only be won with the participation of the women of South Africa.

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Joseph HANLON — **SADCC: Progress, Projects and Prospects** (The trade and investment future of the Southern Africa Development Coordination Conference) — Economist Intelligence Unit — 40 Duke Street, London W1M 5DG — £ 65 (US\$ 130), £ 2 (\$ 4) postage outside Europe — 1984

The unique strategy of the majority-ruled states of Southern Africa—to coordinate development and delink from South Africa without forming a conventional common market—met with initial confusion and derision. But its success has been exceptional: more than £ 2 bn has been pledged by investors and donors, and there is competition to pay for some of the best projects. This Special Report explains SADCC—why it has succeeded, where it has failed, and how to deal with it.

All nine of the majority-ruled states of Southern Africa agreed to form SADCC on the independence of Zimbabwe in 1980. The goals of reducing dependence on South Africa, increasing regional integration and fostering regional development were to be achieved by “development coordination”, a step-by-step process of rehabilitating existing infrastructure and building new facilities in a balanced way so the development was not concentrated in one country.

Perhaps the most extraordinary aspect was that neither a supra-national body nor foreign donors were to set SADCC strategy; all power was to remain with individual countries. Meeting together, the nine states agree on policy, and remain responsible for carrying it out; the donors cannot impose their own regional vision, nor is there a SADCC “council” to set the rules and demand compliance.

How have nine countries ranging from the staunchly Marxist to the outspokenly capitalist been able to agree, and has there been any real progress? This EIU Special Report argues that

SADCC’s structure, confusing to outsiders, conceals the fact that the SADCC states are learning to cooperate, earning support from donors and investors, and offering increasing opportunities for trade.

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O.R. DATHORNE — **The Afro World: Adventures in ideas** — Association of Caribbean Studies and the University of Wisconsin Systems, P.O. Box 248231, Coral Gables, Florida 33124, USA — 170 pages — 1984

Aimed at fostering international understanding, especially between Africans and peoples of African ancestry, this book is a collection of essays and short stories with the underlying theme of black civilization: the enduring African characteristics in the New World (West Indies and the Americas) in religion, music, story-telling, riddles, rituals, etc.; and the New World’s cultural diversities and the energies which make the black race a future-oriented people.

The authors are West Indians and Africans and this fact accounts for the poignancy of the essays. The book is dedicated to the late Prime Minister of Grenada, Maurice Bishop, for reasons not stated. Maurice Bishop was not a figure known in Black circles to espouse the principles of internationalism and multiculturalism—principles for which the editor Mr Dathorne stands.

The book is a mine of information. Of particular interest are: *History’s Phoenix: the Black Woman in literature* by William Shipley; *Transition abroad and West Indians and Canadian mosaic* by Lloyd Brown.

THE COURIER

AFRICA - CARIBBEAN - PACIFIC
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PUBLISHER

Dieter Frisch

Commission
of the European Communities

200, rue de la Loi
1049-BRUSSELS
(Belgium)

Tel. 235 11 11 (switchboard)
Telex COMEURBRU 21877

EDITOR

Fernand Thurmes

DEPUTY EDITOR

Lucien Pagni

ASSISTANT EDITORS

Roger De Backer
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CIRCULATION

Margriet van der Werf (235 76 39)

