



CANADIAN COUNCIL ON AFRICA

Newsletter – November 2005

Message from the President

Dear Members and Friends of CCAfrica:

It is incredible that 2005 is almost over and 2006 is fast upon us. It is also hard to believe that CCAfrica marked its third anniversary earlier this year. Unfortunately, we have recently **had to say good-bye to one of our founding staff**, Eastern Canadian Vice-President **Veronique Fischer**. Veronique has been tireless in her efforts to organize national activities like directors meetings, AGMs, and coordinate various working groups and projects, as well as directly serving our Eastern

Canadian members, organizing local events, and spearheading the **"Education and Economic Development in Africa"** conference scheduled for April 2006 in Montreal. A lawyer by training, Veronique will be applying her legal background for a Montreal-based telecommunications firm. She will be sorely missed, but we wish her the best of luck in her new position.

One of Veronique's legacies will be her support of the ongoing **Visa Working Group** which is developing concrete proposals for improving Canada's business immigration services for our African partners, clients, employees and trainees.

Since the release of our **CIDA Working Group report Unleashing Canadian Entrepreneurship for African Development** last spring, myself, our Chair, our Past-Chair, and various members have met with all the main political players in Ottawa. This includes our first meeting with Prime Minister Martin in June to Ministers Peterson, Pettigrew, and Carol, the President of CIDA, the deputy minister of International Trade, and many others including EDC and CCC. We continue to urge, as always, that private sector development is critical for Africa's future and that the Canadian private sector can and should be able to play a larger role in Africa. Overall we've had many warm receptions and good feedback, but there is still much work to do. We've made specific recommendations to various departments related to their areas of responsibility. We've also stressed, however, that a whole of government approach is urgently needed to ensure that a comprehensive, coordinated, and effective Africa Policy is developed and implemented by Canada. Our work on this important file is ongoing and events like the EDC hosted **"Dialogue on Africa"** is certainly related to these efforts.

We had a very busy period of organizing or co-hosting a number of events during the last few months. Chris Roberts travelled with the **Alberta Economic Development Energy Mission to North Africa (Algeria, Libya)** and also spent a day at the **African Development Bank** in Tunis. Nola Kianza organized the **"Doing Business in Botswana"** seminar in Toronto, chaired by the Botswana High Commissioner to Canada, H.E. L.C. Lekoa.

I'm also very happy to report that since our last newsletter, **our membership has surpassed 110 members** and we continue to grow. I want to express to our new members a particularly warm welcome. These new members are listed in this Newsletter, and we've also included a complete members list for your reference. All members have either received or will soon receive our new **Members Manual**, their **Member's Certificate**, and, early in the new year, our **Members Directory**.

Make sure you register for our Education Conference in April, and we'll see you in Montreal.

Lucien Bradet, President

Message from the President

Recent Publications & Reports

Government Relations

Recent CCAfrica Activities

CCAfrica Upcoming Events

Other Activities / Events of Interest

Member News

Publications and Reports

Members List

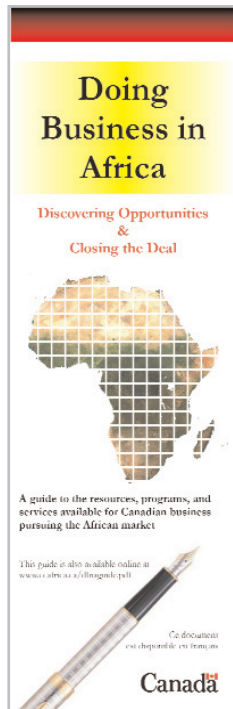


Above: AED Mission in Algeria: Amb. Robert Peck (2nd from L), AED DM Rory Campbell (3rd from L), mission delegates and Sonatrach staff in Hassi Messaoud, Algeria.

Top Banner (Left): (L to R) CCAfrica Director & former PM Joe Clark, Ghanaian President John Kufuor, and High Commissioner Don Bobiash at the CIFA launch event in Accra, Ghana; **(Centre):**(L to R) Botswana Honourary Consul Marcel Belanger, Botswana High Commissioner LC Lekoa, Dr. Isa Odidi, Chair and CEO of IntelliPharmaCeutics and CCAfrica Director, and CCAfrica President Lucien Bradet at Botswana seminar in Toronto; **(Right)** Tanzanian author Sir "Andy" Chande poses with Ms. Dora Msechu, Minister Plenipotentiary, Tanzanian High Commission, at his book launch event in Ottawa.

Recent Publications & Reports

Doing Business in Africa brochure



CCAfrica, working closely with various departments of the Government of Canada that have an interest in Africa, put together this comprehensive brochure that identifies all the programs, services, and resources available to help Canadian business be successful in Africa. From determining export readiness and accessing market intelligence to trade finance, feasibility study support and equity finance, the “Doing Business in Africa brochure” is useful for firms new to Africa as well as those “old hands.” Funded by our friends at CIDA’s Private Sector Directorate, this brochure is available to members and non-members alike, in print or in digital format, in both official languages. CCAfrica members are welcome to ask their local CCAfrica office for assistance in using any of the programs, services, or resources highlighted in the brochure. www.ccafrica.ca/publications

CCAfrica Membership Certificate

Over the next few weeks, all existing and new members will receive their official Membership Certificate plaque, suitable for hanging. We urge members to place their plaque in a public location to showcase their commitment to the economic development of Africa. If you have not received your certificate by January 2006, please contact our Ottawa office.



CCAfrica Membership Manual

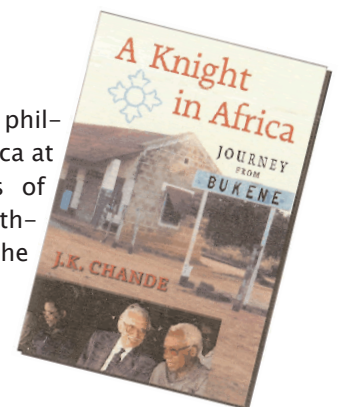
Members will also soon receive our new Members Manual, designed to distill our structure, rules, and policies into an easily manageable few pages. This will also be added to our membership recruitment packages. www.ccafrica.ca/publications

NIGERIA Business Guide

Due out in early 2006, our second country business guide is again a result of a joint venture with our counterparts at the US Corporate Council on Africa and assistance from generous sponsors. The Nigeria Business Guide will provide a comprehensive reference source for what is an increasingly attractive market for Canadian exporters and investors. Nigeria is a tremendous market, but it is also a large and varied country of over 110 million. Nigeria is known as a tough place to do business, but this guide will help you overcome those perceptions and pursue what are real and growing opportunities.

Book Launch Event for *A Knight in Africa: Journey From Bukene* (Ottawa – October 31)

Sir “Andy” Chande, Tanzania entrepreneur, public servant, and philanthropist, launched his memoirs with the assistance of CCAfrica at the Rideau Club in Ottawa. Published by Penumbra Press of Manitock (just outside Ottawa), *A Knight in Africa* weaves together Chande’s personal experiences with macro analyses of the major forces impacting Africa since the independence era. www.penumbraress.ca



Tanzania	
Population	36,766,356
Area	945,087 km ²
Capital	Dar es Salaam
Head of State	President Benjamin William MKAPA
GDP	\$ 23.71 B USD
GDP/Capita	\$ 700 USD
GDP Composition	
Agriculture:	43.2 %
Industry:	17.2 %
Services:	39.6 %
Imports	\$ 1.972 B USD f.o.b. ('04)
Consumer goods, machinery and transp. equipment	
Exports	\$ 1.248 B USD f.o.b. ('04)
Gold, coffee, cashew nuts, manufacturers, cotton	

Government Relations

Report Follow-Up

Lucien Bradet, as well as CCAfrica Chair (Peter Kieran), Past Chair (Robert Blackburn) and many other directors and members followed up the publication of our report “**Unleashing Canadian Entrepreneurship for African Development**” last spring with a vigorous schedule of meetings with federal ministers and senior civil servants in all relevant departments. The report was first presented in person to Prime Minister Martin in June. Since then, we have stressed the report’s findings (especially the need for a comprehensive and coordinated “Africa Policy”) and emphasized specific recommendations at CIDA and ITCAN meetings as follows:

- CIDA**
- Develop a user-friendly centralized system to access bidding info for Canadians in respect to all ODA/Multilateral funded projects
 - Ensure a balance between bilateral/partnership programs that CIDA administers directly and ODA it provides to multilateral and direct budget support
 - Develop in partnership with ITCan an Africa Market Opportunity Program (AMOP) on a pilot basis in a number of priority countries
 - Provide support to enhance Corporate Social Responsibility (CSR) projects that complements Canadian investments (i.e. social, cultural, humanitarian aspects)
 - Develop a strategy to ensure continued support and increased opportunities for involvement by Canadians in CIDA’s agenda in Africa
- ITCAN**
- Develop AMOP, an Africa-specific replacement for PEMD (with CIDA)
 - Build a stronger partnership between CIDA & ITCAN
 - Create a responsive Public-Private Partnership (PPP) infrastructure program linking CIDA-ITCan-EDC-CCC and OGDs that leverages Cdn expertise & FDI
 - Conduct a review and enhancement of EDC policies and instruments
 - Devote more trade resources to Africa, not less

Visa Working Group Update

A final report draft (entitled “**Facilitating Business Travel to Canada: Making Canada Competitive in Africa**”) is currently circulating within CCAfrica and will be released shortly. As well as presenting it to Immigration Minister Joe Volpe, the report will be widely distributed in business, political, and African diplomatic circles. Much credit for the report goes to Meyer Burstein who deftly handled a difficult topic.

Other Working Groups

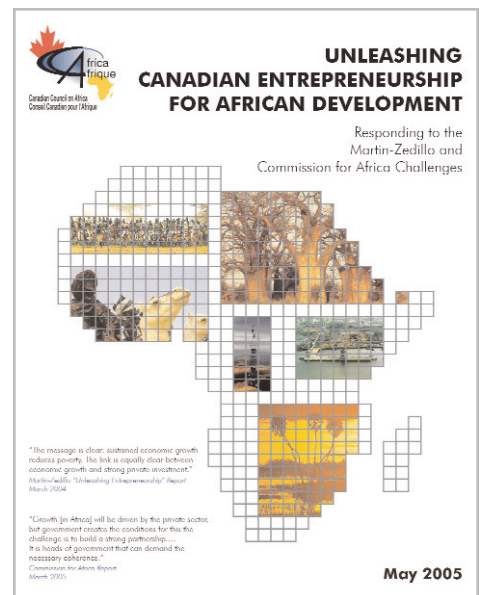
CCAfrica Working Group on Corporate Social Responsibility: Wayne Dunn has offered to chair the Working Group.

CCAfrica Working Group on SMEs: If you are interested in working on either of these issues, please email chris.roberts@ccafrika.ca.

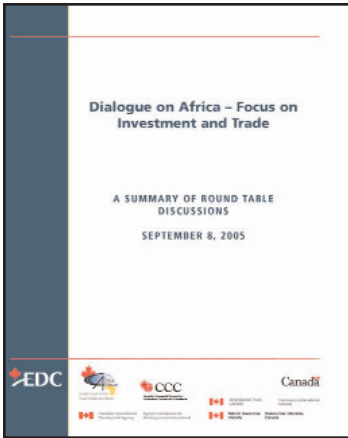
Doing Business in Botswana Seminar

(Toronto, October 26)

His Excellency L.C. Lekoa, Botswana High Commissioner to Canada, led a small delegation to Toronto to make the case to Canadian businesses to invest in Botswana. CCAfrica Ontario VP Nola Kianza organized and chaired the event, which was also attended by Lucien Bradet, some members, and other firms. Botswana Honourary Consul to Canada, Marcel Belanger, also played a key role. Please contact Nola Kianza for copies of the presentations or for any other follow-up: nola.kianza@ccafrika.ca.



(L to R): Nola Kianza, CCAfrica VP for Ontario, and Lameck Nthekela from the Botswana Export Development & Investment Authority, UK office, wrap up the seminar.



Recent CCAfrica Activities

Dialogue on Africa – Focus on Investment and Trade Roundtable (Ottawa, September 8)

Export Development Canada in cooperation with other departments hosted this public-private discussion about how Canada could better coordinate its trade and investment efforts in Africa. Many of the findings mirrored those in our “**Unleashing Canadian Entrepreneurship**” Report. Contact our office in Ottawa if you would like to review the documentation generated from this important day-long event. www.ccafrica.ca/publications

African Affiliate Organizations

CCAfrica Treasurer Gerry Podersky-Cannon took time while in Tanzania in September to meet with our Post staff to present our new “African Affiliate” initiative and to discuss which possible Tanzania business organizations may be interested in affiliating with CCAfrica. Organizations in Nigeria, Algeria and Zambia have already been identified and discussions about affiliation are underway.

North Africa Energy Mission

(Algeria, Libya, September 16–22)

Alberta Economic Development, CCAfrica, and the Posts in Algiers and Tripoli worked closely to coordinate a pre-World Petroleum Conference energy mission to North Africa. Three days were spent in each of Algeria and Libya, with various events and meeting schedules arranged for mission participants to meet their local private sector counterparts as well as key national oil company officials. Alberta Economic Development Deputy Minister Rory Campbell led the mission, which was accorded VIP treatment in both Algeria and Libya. Canadian oil and gas supply and service firms made up the bulk of the mission attendees, but three Canadian educational institutions also participated (University of Calgary, Southern Alberta Institute of Technology, and the Northern Alberta Institute of Technology). Both markets are attractive.



(l to r): AEDM Rory Campbell and Ambassador Robert Peck cut the ribbon at Stream-Flo's new refurbishment facility in Hassi Messaoud, Algeria.

African Development Bank Meetings

(Tunisia – September 23)

After the AED mission ended, Chris Roberts met with African Development Bank officials in Tunis. One very new policy development from the NEPAD unit was that in certain cases the Infrastructure Project Preparation Facility (IPPF) can now be tapped directly by private sector project promoters, not just governments. However, projects have to be regional in scope and have the backing of the relevant governments. If members would like more information about the IPPF or the NEPAD Priority List of infrastructure projects, please contact Chris Roberts at chris.roberts@ccafrica.ca.

“TIGER” Roundtable at the Canada Space Agency

(Longueuil, October 13)

Lucien Bradet spoke at this event under the title “Canada-Africa Working Hand in Hand”. Following the 2002 Johannesburg World Summit on Sustainable Development, the European Space Agency launched the TIGER Initiative, focusing on the use of space technology for water resource management in Africa and providing concrete actions to match the Resolutions. More information is available at the TIGER website: www.tiger.esa.int



Planet Africa Gala

(Toronto, October 15)

The hard work, leadership, excellence and professionalism of 15 distinguished recipients was celebrated on at the Sheraton Parkway Hotel in Toronto. www.planetafrica.net

Tunisia	
Population	10,074,951
Area	155,360 km ²
Capital	Tunis
Head of State	President Zine El Abidine BEN ALI
GDP	\$ 70.88 B USD
GDP/Capita	\$ 7,100 USD
GDP Composition	
Agriculture:	13.8 %
Industry:	31.8 %
Services:	54.4 %
Imports	
	\$ 11.52 B USD f.o.b. ('04)
	Textiles, machinery and equipment, hydrocarbons, chemicals, food
Exports	
	\$ 9.926 B USD f.o.b. ('04)
	Textiles, mechanical goods, phosphates and chemicals, agricultural products

Cameroon Minister of Finance Breakfast Seminar

(Ottawa, October 18)

CCAfrica hosted a seminar at the Rideau Club with H.E. Mr. Augustin-Frédéric Koduck, State Minister for Planning, Development and Territorial Organization, Mr. Paul Ngamo Hamani, Administrator of Cameroon Airlines, and Mr. Martin Mpana, Chargé d'Affaires.

CCAfrica Upcoming Events

CCAfrica Conference Series:

Education and Economic Development in Africa

(Montreal, 25–28 April 2006)

This engaging conference will focus on the educational needs of African countries, particularly with regards to professional education and training and the needs of investors and employers in Africa, as well as the opportunities for Canadian organizations active in the field of education, training, and skills development. Through the support of the CIDA Conference Secretariat, we also be able to bring a number of excellent delegates from Africa. More information is available at our website: www.ccafrica.ca (and click on the conference banner)

We encourage you to contact us if you wish to share your experience with your peers and participate in one of our events as a speaker. Partnership opportunities are also available. Please contact Lucien Bradet in Ottawa or your local CCAfrica Representative with any suggestion or comment.

Nigeria Business Mission 2006

(Abuja, Nigeria, 3–7 April 2006)

Nigeria's oil and gas sector is booming, but other sectors of the economy are emerging as well. Join CCAfrica and International Trade Canada/Canadian Trade Office in Nigeria for our Nigeria Business Mission next April. Energy sector firms have the option of participating in the sector critical "Nigeria Oil and Gas 2006 Exhibition" in Abuja (we will be organizing a coordinated Canadian area at the show but space is extremely limited). Mission organizers will plan events and meetings designed to bring Canadian businesses into contact with real opportunities and potential partners. For more information, contact Chris Roberts at Tel (403) 210-2726 or Email: chris.roberts@ccafrica.ca.

Other Activities / Events of Interest

Trade Mission to Equatorial Guinea and Cameroon

Hosted by the Forum francophone des affaires

30 November–3 December (Equatorial Guinea) &

4–10 December (Cameroon, coinciding with "Promote 2005" international exhibition)

The FFA organizes various multi-sectoral missions to Africa during the year and invites firms from outside Quebec to join them. Equatorial Guinea is an emerging African oil and gas producer, while Cameroon is benefiting from the Chad-Cameroon Pipeline Project. Promote 2005 is expecting more than local 850 exhibitors and 20 other friendly nations with about 80,000 visitors. For more information about this and other FFA missions, visit their website at: www.ffaqc.ca/bulletin.cfm or contact Marie-France Lebreton, Directrice générale, FFA, at Tel: (514) 849-4572, ext. 232 or email: mflebreton@ffaqc.ca. CCA President, Lucien Bradet, may also be going on this mission.



M o n t r e a l
25–28 April 2006



USA Corporate Council on Africa Upcoming Events

The Canadian Council on Africa works closely with our US counterpart, and often our members receive member discounts for their events. CCA regularly invites Canadian firms to participate in its conferences and trade missions. There are a number of trade missions planned, and the annual Africa Oil and Gas Forum will take place in Washington, DC, Nov. 29–Dec. 1st, 2005.

Visit www.africacncl.org for more details about their upcoming missions & event

CCAfrica Member News



Canada Investment Fund for Africa launch event in Ghana

After an official “soft” launch of CIFA in April 2005 at our “Unleashing Finance” conference, CIFA stakeholders (Government of Canada, Cordiant, and Actis) did a major launch event in Accra to highlight the new fund in Africa. Ghanaian President Kufuor attended the event, as did former Canadian Prime Minister (and CCAfrica director) Joe Clark. Canadian and African project promoters can approach the fund managers directly, but should review the guidelines on the website first: www.cifafund.ca



Placer Dome “Care Project” Selected as Global Best Practice Case Study

Placer Dome’s award winning Care project in Southern Africa was selected as a global best practice Case Study by the Stanford University Graduate School of Business (http://www.ssireview.com/pdf/2004WI_casestudy_dunn.pdf). The project was written up by CCAfrica member Wayne Dunn, who holds a Masters from the Stanford Business School and who has assisted Placer Dome with the Care project from the onset. The project has previously won a World Bank Development Innovation Award, the only private sector led project to ever win this award, a People's Choice award at the World Bank's Development Marketplace, and been selected as the 2004 winner of the Nexen Award for Corporate Social and Ethical Responsibility.



Wayne Dunn of Wayne Dunn & Associates Profiled in Stanford Business Magazine

Wayne Dunn was profiled in the *Stanford Graduate School of Business Magazine's* August 2005 issue as part of a feature on Management for the Developing World's Health Crisis. The article suggested that ‘skilled managers are proving to be as vital as doctors in helping people live longer, healthier lives’ and discussed Wayne Dunn’s work on HIV/AIDS with Placer Dome and other private sector clients.



Northern Lights Franchise Consultants Appears Before Senate, Egypt Conference

J. Perry Maisonneuve of Northern Lights Franchise Consultants Corp (based in Mississauga, Ontario) appeared before the Senate of Canada’s Committee on Foreign Policy in April 2005 in order to provide testimony on private sector activity in Africa. In June of this year, Mr. Maisonneuve was a Guest Speaker at the MENA International Franchise Exhibition and Conference (“MIFE 2005”) in Cairo, Egypt on June 2 and 3, 2005. The conference was the third annual event held in Egypt focusing on franchising and licensing as a means for international businesses seeking to penetrate the Egyptian market as well as a growth strategy for Egyptian businesses. In addition to speaking at the conference, Mr. Maisonneuve represented a number of Canadian businesses with regards to their interest in the region. Mr. Maisonneuve was also quoted extensively in a *Globe and Mail* article in September 2005 regarding the success of private sector businesses in Africa and potential opportunities available to Canadian businesses.

Send your member news for the newsletter and / or website to chris.roberts@ccafrica.ca

CPCS Transcom Wins Project in Nigeria

With a clear understanding of the railways potential to play a major role in Nigeria's transport sector, the Government of Nigeria has decided to reform and privatize the Nigeria Railway Corporation (NRC). To ensure the success of this initiative, the Nigerian Bureau of Public Enterprises (BPE) has selected CPCS Transcom as their advisor. Under this US\$ 5.1 million contract CPCS Transcom will be promoting private sector participation through a series of concessions for both passenger and freight services, as well as providing transaction support for the divestiture of NRC's non-core assets.

CPCS Transcom
Infrastructure Commercialisation Consultants

CCAfrica Offices & Staff Across Canada

President's Office
Lucien Bradet, President
Karl Gagne, Web/Office Manager

130 Slater Street, Suite 1015
Ottawa, Ontario, K1K 2P7
T (613) 565-3011 or
Toll Free 1-888-852-9461
C (613) 791-3011
F (613) 565-3013
lucien.bradet@ccafrica.ca
karl.gagne@ccafrica.ca

Western Canada
Chris Roberts, VP

Suite 400, 609-14th Street SW
Calgary, Alberta, T2N 2A1
T (403) 210-2726
C (403) 870-9241
F (403) 210-2484
chris.roberts@ccafrica.ca

Ontario
Nola Kianza, VP

4721 Wild Rose Street
Mississauga, Ontario, L5M 5H3
T (905) 567-9643
C (416) 830-7797
nola.kianza@ccafrica.ca

Quebec
(vacant)

Atlantic Canada
T (506) 455-41101

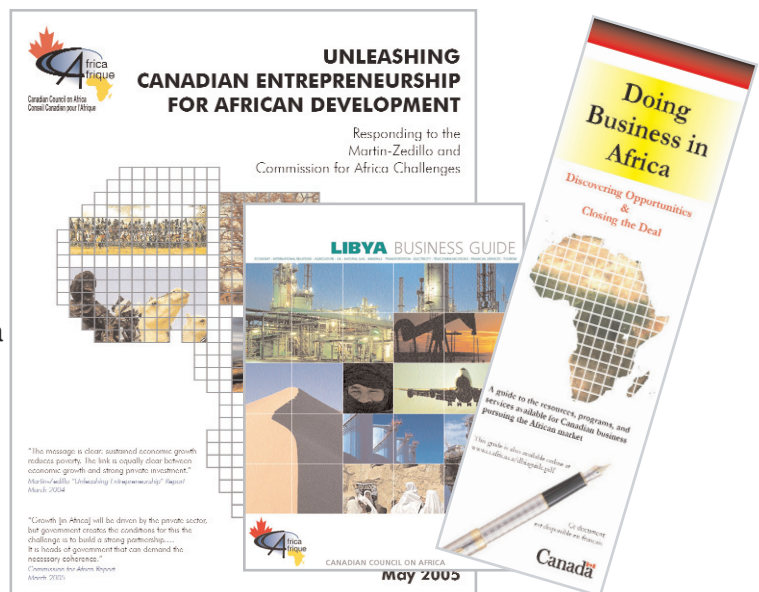


CCAFRICA PUBLICATIONS

Members can request extra copies of CCAfrica publications in either printed or digital form, in English and/or French. Contact our Ottawa office or the regional office closest to you to order your extra copies.

Non-members can request some CCAfrica publications for free, but others are available for a fee. Please contact our Ottawa office for more information:
Tel: (613) 565-3011

www.ccafrica.ca



CCAfrica Members List

▶ Denotes new member since June 2005

▶ A.B. Consultants	CPCS Transcom Ltd.	Placer Dome
Afrique Expansion Mag	CRC Sogema Inc.	▶ Planet Africa Television
Alcan Inc.	▶ CSAE Inc.	Right Honourable Joe Clark
Alex Pneu et Mécanique (Canada) inc.	Dessau-Soprin International	Saint Mary's University
Algonquin College	Développement International	Sasktel International
Alliance Agricole (CECI – Socodevi – UPDA-DI)	Desjardins	SATDIS
Anyway Solid Environmental Solutions Ltd.	Ecotrex International Inc.	▶ Senes Consulting
▶ AO Global	▶ Ederick Associates	Setym International Inc.
Artumas Group Inc.	▶ Edition l'Artichaut Inc.	Shott's Development Group
Association des collèges communautaires du Canada	Fasken Martineau	SNC Lavalin International Inc.
Association of Universities and Colleges of Canada	First Quantum Minerals Ltd.	South African Airways
Barrick Gold	Focus Corporation	SR Telecom
Bastion Security	▶ Focus International	Tecsuit International Ltd
▶ Bata Limited	Forest Protection Limited	Terradigm
Baywood Continental Oilfield Services Ltd.	Forum Francophone des affaires	The Lyceum Group
Black Business Initiative	Fraser Milner Casgrain	Tiomin Resources Inc.
Bombardier International	G3F Multi-Services Inc.	Trade Facilitation Office Canada
BPR Enviraqua	Geomar	Université de Moncton
Canac Inc.	Geomat International / Hauts-Monts	Université Laval
Canada-Libya Chamber of Commerce & Industry	▶ Globaltronica Corporation	University of Carleton
Canada Mortgage and Housing Corporation	Globe Marketing Int'l Corporation	University of Calgary
Canadian and African Business Women's Alliance (CAABWA)	Golder Associates Ltd.	University of Guelph
Canadian Association of Mining Equipment and Services Export (CAMESE)	Heenan Blaikie SRL/LLP	University of Montréal
Canadian Bank Note Limited	Industrial Promotion Services Ltd.	▶ University of Ottawa
▶ Canadian Communications Overseas	▶ International Relations Office, University of New Brunswick	Wayne Dunn & Associates
Canadian Co-operative Association	IntelliPharmaCeutics	York University
Canadian Manufacturers & Exporters (CME)	International Development Consultant	Associate Members
Canadian Petroleum Institute	Kusan Ltd.	Agriculture & Agri-Food Canada
Canafra Capital	La cité collégiale	Alberta Economic Development
Care Canada	▶ Lowe & Company	Canadian Commercial Corporation
Cask Brewing Systems Inc.	Multitech Consulting International Inc.	Canadian International Development Agency
Cégep international	NESA Technologies Corp.	Department of Foreign Affairs Canada
CIMA International	Nevsun Resources Ltd.	Export Development Canada
Cordiant – Canada Investment Fund for Africa	New Brunswick Community Colleges	Industry Canada
	Nexen Inc.	International Trade Canada
	Northern Lights Franchise Consultants	Ministry of International Relations of Quebec
	NordSud.Org Inc.	Natural Resources Canada
	Nova Scotia Community College	Ontario Exports
	Orezone Resources	