



CANADIAN COUNCIL ON AFRICA

Newsletter – August 2006

Message from the President

Dear Members and Friends of CCAfrica:

We are very pleased to be providing a summer edition of the CCAfrica newsletter. It is the first issue since the launch of the **Business Development Service** and we are excited to be able to include a description and some enthusiastic comments. This issue also includes a short analysis of the recent **member's survey** conducted prior to the June Annual General Meeting, and describes many exciting events coming up this fall including our **business mission to East Africa** and our "**Natural Resources & African Economic Development**" Conference to be held in Calgary. For those who were unable to attend, there are also **reports on the Montreal conference on Education** last April, and the recent missions to **Nigeria and Ghana**. And we add to

our continuing series of short descriptions of **member's successful projects and news** from across the continent.

As many of you know, on June 7th CCAfrica was invited by the Senate Standing Committee on Foreign Affairs to answer questions regarding Canada's relations with Africa. I, along with Perry Maisonneuve of Northern Lights Franchise Consultants, Jean-François Gascon of SNC Lavalin, and Isa Odidi, CEO of Intelli-

PharmaCeutics, ended up staying much longer than expected. Chairman Hugh Segal and the rest of the committee asked excellent questions and seemed to grasp many of our key points and concerns. We hope that their report on Africa, scheduled for release in September, will help move Canada towards the development of a comprehensive and sensible "Africa Policy."

On the **business visa** front, I am happy to report some progress. We understand that CIC has started to keep statistics on Africans requesting a visa for business purposes. DFAIT has studied the visa issue in collaboration with CIC. And CIC's recent announcement of temporary foreign worker units in Calgary and Vancouver, effective September 1st, certainly indicates that CIC is responsive to immigration challenges.

We hope that you will take the time to send us your comments and we welcome your updates on the projects you are doing in Africa. Lastly, I reiterate, make sure you **register for our Natural Resources Conference in Calgary in November**. Register early for the best deal!

Message from the President

Business Development Service

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- Angola Seminar
- East Africa Mission
- Sudan Seminar
- Natural Resources Conference (Calgary)

Member News

CCAfrica Offices

Members List



Senator Hugh Segal (centre) chairs a Senate Committee that is preparing a detailed report, due out in September, on Canada's relations with Africa.

NOTE: OUR NEW OFFICE ADDRESS IN OTTAWA
Canadian Council on Africa
116 Albert Street, Suite 702
Ottawa, Ontario K1P 5G3
Tel and Fax remain the same



Head office staff from left to right: Karl Gagné, Herinolona Andriamanantena, Lucien Bradet, Florestan Fillon and Atsu Dogbey



CANADIAN COUNCIL ON AFRICA presents
Natural Resources & African Economic Development:
Canada's role in the 21st Century

Calgary, Canada
November 28-29, 2006

Business Development Service

The **Business Development Service (BDS)** was launched by CCAfrica in July. Every week our Ottawa-based BDS project manager, Florestan Fillon, and our two interns, Herinolona Andriamanantena and Atsu Dogbey, review various listings of project tenders and strategic intelligence from a wide variety of sources, categorize them, and send the information to members based on their sectors of interest. For the first four weeks and the first four bulletins, we have sent 142 opportunities to our members coming from 40 different sources and covering 42 different African countries. (During our office move, there was a short hiatus of the BDS.) CCAfrica is in discussions with both DFAIT and CIDA concerning the long term viability of this new service that would be of significant support to their own efforts to help Canadians to be more active and successful in Africa.

For more information or if you are not receiving your weekly BDS email, please contact: florestan.fillon@ccafrica.ca or (613) 565-3011.

“You Make My Day”

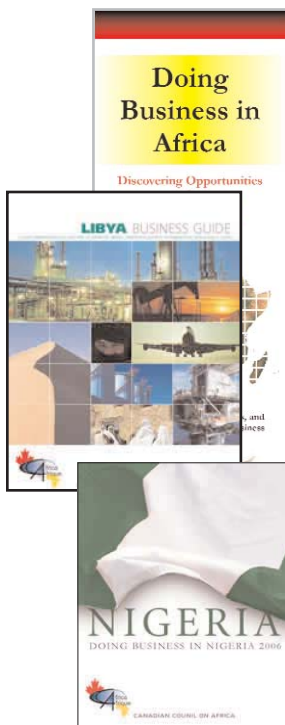
The service has been enthusiastically received by CCAfrica members. Here are some quotes after the first issue was distributed:

“Hi Florestan: **You make my day. Thank you** for your support. Enjoy your long weekend. Kind regards.”

Emmanuel Akinwumi, President/CEO Data-Line Management Group Inc.

“This is a benefit to membership that I did not know about...thank you so much. Niagara College is currently executing educational development contracts in Peru, South Africa and Brazil and we have a bilateral in Argentina. **This service will be will be of great interest to us** in regard to expanding our activities in Africa. Thank you.”
Martha Casson, Vice President International, Niagara College

“Dear Florestan – Thank you very much. **This is a great service for members.**” *Alan Wildeman, Vice-President (Research), University of Guelph*



CCAfrica Publications

Next Editions in the Business Guide Series:

We are currently working with a regional financial and business expert on a new business guide covering **Angola**. We are hoping to launch this guide at the upcoming Angola seminar in Toronto. We are planning an **East Africa** guide later in the fall, and future editions will be covering some countries in **francophone West Africa** and other parts of the continent. Members can request extra copies of CCAfrica publications in either printed or digital form, in English and/or French (where available). Contact our Ottawa office or the regional office closest to you to order your extra copies.

Annual General Meeting & New Board

Our AGM on June 22nd was widely attended from coast to coast. Six different meeting locations connected by conference call, with others calling in directly. Lucien Bradet presented his annual report as well as the audited statements. Our new Board was elected and we welcome those returning and those joining the Board this year, and thank those who served on the Board over the last year or two, especially to Robert Blackburn from SNC Lavalin, who served tirelessly as Chair from 2002–2005.

Board of Directors

Atlantic

Adelin Blanchard, AB Consultants
Cynthia Murphy, Nova Scotia Community College
Denis Leclair, Saint Mary's University
Dr. Ken Keirstead, The Lyceum Group

Quebec

Réjean Bélanger, Canac inc.

Jacques Bouchard, Heenan Blaikie LLP
 Michel Côté, CRC Sogema
 Piers Cumberlege, Cordiant / CIFA
 Anne Gaboury, Développement International Desjardins
 Jean-François Gascon, SNC Lavalin
 Amina Gerba, Afrique Expansion Mag
 Hamidou Mamadou Abdou, CIMA International Inc
 Patrick Tobin, Alcan
 Marc Parent, Teclist International Ltd.
 Peter Kieran, CPCS Transcom Ltd.
 Lucien Bradet, CCAfrica President & CEO
 John Coleman, Association of Universities and Colleges of Canada
 Deborah Turnbull, Canadian Manufacturers and Exporters
 Peter Sinclair, Barrick
 Bernard Lachance, Association of Canadian Community Colleges
 Isa Odidi, IntelliPharmaCeutics

Ontario

Western Canada

Right Honourable Joe Clark, Former Prime Minister of Canada
 Fred Claridge, WorleyParsons Komex
 Denis Painchaud, Nexen Inc.
 Don Mortenson, Sasktel International
 Brent Thompson, Wardrop
 Gerry Podersky-Cannon, CanAfra Capital



Government Advisers (non-voting)
 Paul Hitschfeld, CIDA
 Ron Davidson, DFAIT
 Alain Beaudoin, Industry Canada

Member's Survey Results

CCAfrica surveyed its members prior to the AGM to find out what members felt about the services CCAfrica should offer, challenges they encountered in developing projects, and messages for the new government. In summary they told us the following:

- ▶ 1. The main activities CCAfrica should be conducting are making CCAfrica better known in the media, dealing with questions of corruption and risk, making member expertise more widely known, and having more events on how the private sector and the education sector can work better together. The most valuable services currently being provided are our reports and briefing notes (including emailed information) followed closely by workshops.
- ▶ 2. The main challenges members face are securing CIDA and other ODA funding, finding more Canadian investment vehicles (especially for projects below \$10 million), dealing with untied aid, and overcoming official statistics that minimize the extent of economic relationships between Canada and Africa.
- ▶ 3. Our most important messages for the new government should be the following:
 - ▷ "Canada has a good but diminishing brand in Africa"
 - ▷ remove the red tape and bureaucracy in dealing with CIDA
 - ▷ make PSD programming in Africa a priority for CIDA
 - ▷ develop a comprehensive Africa strategy (that includes Canadians)
 - ▷ Canada should be more than health care & education; also economic development
- ▶ 4. Seventy-five percent of respondents said their business in Africa has increased in the last 12 months; 66% said business will increase in the next 12 months. Less than 1/3 of respondents also belong to other African related associations.
- ▶ 5. Respondents were asked to identify countries of current activity and major interest. While nearly every country was mentioned, the following were the most listed:

Countries Currently Active

Cameroon
 Ghana
 Mali
 Rwanda
 Senegal
 South Africa

Countries of Major Interest

Benin
 Burkina Faso
 D.R. Congo
 North Africa (Morocco to Egypt)
 Tanzania



The CCAfrica mission to Nigeria in April attracted considerable media attention, including front page articles in the local trade press.

CCAfrica Activity Reports

Nigeria Mission (April 2006)

After a highly successful "Doing Business in Nigeria" seminar in Toronto in February, organized by Nola Kianza, VP-Ontario, CCAfrica successfully undertook its first Africa business mission in April led by Chris Roberts, VP-Western Canada. The cornerstone of the mission was the Canadian Pavilion at the Nigeria Oil and Gas show in Abuja. Other mission activities were organized in cooperation with the Deputy Canadian High Commission (trade section) in Lagos and our first affiliate association, the Nigeria Economic Summit Group. Fifteen different companies and educational institutions, as well as Alberta Economic Development, were represented on the mission, with active participation of Nigerian High Commissioner Femi George and Canadian High Commissioner David Angell. CCAfrica members can request a PDF summary report on the mission from chris.roberts@ccafrica.ca. If you are interested in participating in a Canadian Pavilion at the Nigeria Oil and Gas Show in early February 2007, again please contact chris.roberts@ccafrica.ca.



CANADIAN COUNCIL ON AFRICA



Mission to Nigeria
2-7 April 2006



Ghana Mission (June 2006)

On March 30th CCAfrica, in partnership with the Ghanaian Embassy in Canada, organized a seminar on "Doing Business with Ghana" where the Ghanaian Deputy Minister of Trade and Industry, the Hon. Asiedu Affram, launched an invitation to the Canadian business community to do business in his country. CCAfrica responded to his invitation by organizing a multi-sectoral Trade and Investment Mission to Accra, Ghana on June 12-16 to coincide with the West African Mining and Power Expo (WAMPEX). The mission included companies from the finance, energy, infrastructure, ICT, consulting, mining, and waste sectors and was led by Mr. Nola Kianza, Vice President, Ontario. The main objective of the mission was to explore areas of mutual collaboration with the Ghanaian business community and relevant organizations, including our new affiliate association, the Canada Business Association - Ghana. Companies participating included Alcan, Whitby Hydro, Golder & Associates represented by their South Africa office, NRcan, SNC Lavalin, Ederick & Associates, and CPCS Transcom. Ms. Pearl Williams and her team at the Trade Section of the Canadian Embassy in Ghana put together an outstanding program for the mission and each of the mission members had at least six meetings with potential local business partners. For more information about the mission, contact nola.kianza@ccafrica.ca.



CANADIAN COUNCIL ON AFRICA



Business Mission to Ghana
11-16 June 2006



Report on the "Education & Economic Development in Africa" Conference (April 25-26, 2006) & Workshop (April 27, 2006) - Montreal

More than 270 people attended this conference, including over 50 Africans. Almost half the participants represented educational institutions from all parts of Canada and Africa at the primary, secondary, collegial, and university levels. Also present were several members of the African diplomatic corps, numerous members of CCAfrica, and representatives of various Canadian and African associations involved in the education and training sector, along with representatives from the Canadian International Development Agency (CIDA), the Agence pour le développement de l'Éducation en Afrique (ADEA), the World Bank, and the African Development Bank. Ministers and delegates from the Canadian and African public services were also on hand to take part in events, including the following VIPs:

- ▶ H.E. Paul Kagame, President, Republic of Rwanda
- ▶ The Honourable Josée Verner, Canadian Minister of International Cooperation and Minister for La Francophonie and Official Languages
- ▶ H.E. Rosalie Kama Niamayoua, Republic of Congo's Minister for Primary and Secondary Education, and Minister for Literacy
- ▶ H.E. Haja Nirina Razafinjato, Madagascar's Minister of National Education and Scientific Research
- ▶ Professor Peter Msolla, MP, Tanzania's Minister of Science, Technology and Higher Education
- ▶ Raymond Bachand, Quebec's Minister for Economic Development, Innovation and Export Trade
- ▶ Diégane Sene, Senegal's Deputy Minister, Literacy, National Languages and la Francophonie



The Canadian Council on Africa received very positive feedback on the conference. It provided a unique forum where Canadians and Africans could share their thinking on the major issues affecting Africa, its economic development and its educational systems. It also generated new contacts and strengthened existing ones. Below are some comments by one of our guest speakers.

“First, allow me to thank you once again for your invitation to the Conference on Education and Economic Development in Africa, the events of which I found particularly interesting and relevant. You have also succeeded in covering a vast subject area in a limited amount of time, while giving a wide diversity of high-level stakeholders an opportunity to present their views. The Conference also allowed me to forge ties with many participants and the institutions they represent.”



Paul Gérin-Lajoie (right) was recognized for his contributions to education and development during his political and public service career.

CCAfrica Upcoming Events

Doing Business in Angola Seminar Toronto (October, TBA)

CCAfrica, in partnership with the Angolan Embassy in Canada, International Trade Canada, Ontario Exports Inc., and Canadian Manufacturers & Exporters (CME) invite you to a seminar on the exceptional business opportunities for Canadian companies in Angola, where we'll also launch our "Doing Business in Angola" Guide. Angola is potentially one of Africa's wealthiest countries, due to its substantial deposits of gold, diamonds, oil, and natural gas: it is already experiencing world leading GDP growth (est. 20–25% in 2006). Download the registration form at www.ccafrica.ca or contact nola.kianza@ccafrica.ca. CCAfrica is planning a mission to Angola in the fall or spring.



Business Mission to East Africa (Rwanda, Kenya, Tanzania, & Uganda) September 18–26, 2006

Join CCAfrica President Lucien Bradet on our mission to East Africa. These countries show rapid economic growth, creating more business and partnership opportunities for Canadians. (For those interested, there will also be a possibility of meetings in Uganda.) The program includes meetings with high-level decision-makers, private sector representatives, investors, educational institutions, and international organizations. In Nairobi, the mission will coincide with CITEXPO, a unique meeting between mayors from all African countries, international and local development agencies, and companies from across the world. Download the program and registration form on our website at www.ccafrica.ca. Registration is limited, so reserve space now. Contact nathalie.desourdy@ccafrica.ca for more information.





Sudanese – Canadian Business Forum

Toronto, October 2nd / Montreal, October 6th, 2006

While a long-term solution in Darfur remains elusive, the longstanding North-South conflict is resolved and southern Sudan's now vibrant economy is increasingly outward looking. With a burgeoning oil industry, the entire Sudanese economy is rapidly growing. Find out from high-level Sudanese public and private sector representatives about the opportunities opening up across this vast country. Contact nola.kianza@ccafrica.ca.

Natural Resources & African Economic Development Conference



CANADIAN COUNCIL ON AFRICA presents

Natural Resources & African Economic Development:

Canada's role in the 21st Century

Calgary, Canada

November 28-29, 2006

This conference's central focus is how to better integrate Africa's natural richness into positive and long-term economic development, and

where Canada can contribute to that effort. From governance and management to regulatory frameworks, investment climates, finance, and the environment, this event will cover the critical issues and bring together African and Canadian business leaders, investors, government officials, and NGO stakeholders to bridge the gap between the promise and delivery of Africa's natural resources for economic development. Senior African and Canadian political leaders are expected to participate. **Download the registration forms and conference information at www.ccafrica.ca.**

Member News

Le Groupe Lyceum Manages "Borderless" University in Guinea

Le Groupe Lyceum, in conjunction with Universite de Moncton and the University of California-Irvine, helps manage a borderless university, UDECOM, in the eastern Guinea city of N'Zerekore. This university provides courses and research in agroforestry, biological sciences, IT, management and social sciences. Students graduating are fluently bilingual in French and English, and have had annual practicums in rural communities through secondments to government, NGO's or industry. Contact: kkeirstead@lyceumresearch.com or www.groupe.lyceum.com (under construction).

SNC-LAVALIN Awarded Contracts for Algeria's New 1227 MW Thermal Power Plant

SNC-Lavalin announced on July 17, 2006 that it has signed two contracts with Shariket Kahraba Hadjret En Nouss S.p.A. (S.K.H. S.p.A.) for a total value of CAN\$1.3 billion to provide engineering, procurement and construction (EPC contract), as well as operations and maintenance services (O & M contract), for a 1227 MW gas-fired thermal power plant in the province of Tipaza, Algeria.

Clark Sustainable Development Resource Developments Ltd.

Longtime CCAfrica members the Rt. Hon. Joe Clark and Wayne Dunn have teamed up in a new venture to harvest underwater logs. Clark Sustainable Resource Developments Ltd. (or CSR Developments) was launched in 2005 to secure and operate licenses to harvest underwater forests. The company's vision is that resource development should create social and financial value while respecting and enhancing the environment. In 2005, CSR Developments approached the Volta River Authority (VRA) and the Government of Ghana with a private-sector financed-approach that would capitalize on emerging underwater harvesting technologies to optimize the overall value of Volta Lake for a broad range of stakeholders. The CSR approach will test and adapt the technologies to the submerged tropical hardwoods. In addition, the approach will add social value relating to transportation, safety, training, environmental protection and other issues that have plagued Volta Lake since its creation. In February 2006, CSR Developments signed an Agreement for Harvesting, Processing and Marketing of Timber with the VRA, and the concession agreement was recently ratified by Ghana's Parliament.



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

Bombardier Breaks Into North Africa Regional Aircraft Market

Bombardier Aerospace announced in July that Tassili Airlines of Algiers, Algeria has signed a contract for four 74-seat Q400 turbo-prop airliners. The airline is the first Q400 customer in Algeria and the second in Africa. The value of the contract based on list prices is US\$103 m. A subsidiary of the Sonatrach State Energy Group, Tassili Airlines will initially transport workers to several oil fields in Algeria. It plans to add domestic and international scheduled airline service within the next few years. Earlier in July, Bombardier announced contracts for a super midsize Challenger 300 aircraft and a high speed Bombardier Global 5000 jet by the first customer in Libya, United Aviation. Based on the list price for typically equipped aircraft, the transaction is valued at approximately US\$55 m.



CPCS Transcom Wins River Transport Consultancy Work in Mali

In May 2006 the World Bank selected CPCS Transcom to undertake a 16 month feasibility review of the conditions for a public private partnership in the operation of river transport in Mali and in the management of COMANAV, a public company. In Mali, river transport is operated by COMANAV and an informal private sector made up of small operators operating pirogues and pinnaces. Although COMANAV's financial situation has improved during the past two years, the improvement remains very fragile because it depends on the real registered capital of the company and more generally on the facilities granted by the state and on the competition with pinnaces and road transport.

CPCS Transcom
CPCS Transcom
CPCS Transcom
CPCS Transcom

AnyWay Solid Environmental Solutions Awarded Project in Angola

AnyWay Solid Environmental Solutions, a Toronto based company actively involved in rural road construction and soil stabilization, has been awarded a contract by Roc Oil Company Limited, one of Australia's leading independent oil and gas companies, to construct access roads to an exploratory project in Angola. The project was awarded after AnyWay illustrated the technological advantages of its road construction solution and the cost advantages that it brought. The project is scheduled to commence in September, 2006. For further information about this technology, contact Alex Campbell at (416) 785-6000.

AnyWay

Tiomin Structure Finance Package for Titanium Project in Kenya

Tiomin has successfully structured a financing package totaling US\$201 million for its Kwale titanium mineral sands project in Kenya. An EPCM contract was awarded in July, and construction is expected to be completed within 22 months. The entire planned output of ilmenite, rutile, and zircon over life of mine has been sold. At current prices for these products, Kwale is expected to generate approximately US\$70 million in annual sales for the first five years of production.

TIOMIN
RESOURCES INC.

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CCAfrica Members List

▶ Denotes new member since April 2006

- A.B. Consultants
- Afrique Expansion Mag
- Alcan Inc.
- Alex Pneu et Mécanique (Canada) inc.
- Algonquin College
- Alliance Agricole (CECI – Socodevi – UPDA–DI)
- Anyway Solid Environmental Solutions Ltd.
- AO Global
- Artumas Group Inc.
- Association of Canadian Community Colleges
- Association of Universities and Colleges of Canada
- Barrick Gold
- Bastion Security
- Bata Limited
- Baywood Continental Oilfield Services Ltd.
- Black Business Initiative
- Bombardier Inc.
- BPC Cable Communications International
- BPR Enviraqua
- Canac Inc.
- Canada Export Centre
- Canada–Libya Chamber of Commerce & Industry
- Canada Mortgage and Housing Corporation
- Canadian and African Business Women's Alliance (CAABWA)
- Canadian Association of Mining Equipment and Services Export (CAMESE)
- Canadian Bank Note Limited
- Canadian Co-operative Association
- Canadian Manufacturers & Exporters (CME)
- Canadian Petroleum Institute
- ▶ Canadian Space Agency
- ▶ Canadian Telecommunications Consultants Inc
- ▶ Canadian Telecommunications Overseas
- Canafra Capital
- Care Canada
- Carleton University
- Cask Brewing Systems Inc.
- Cégep international
- ▶ Cégep Saint–Hyacinthe
- CIMA International
- Collège Boréal
- Collège Communautaire du Nouveau–Brunswick
- ▶ Collège Edouard–Montpetit
- ▶ Concordia University
- Consortium for International Development in Education
- Cordiant – Canada Investment Fund for Africa
- CPCS Transcom Ltd.
- CRC Sogema Inc.
- CSAE Inc.
- ▶ CSR Developments Ltd.
- Dalhousie University
- Data–Line Management Group Inc.
- ▶ Delisys Delivery Systems Inc.
- ▶ Delphi Group
- Dessau–Soprin International
- ▶ Development Workshop Canada
- Développement International Desjardins
- Ecotrex International Inc.
- Ederick Associates
- Edition l'Artichaut Inc.
- ▶ Education internationale
- Embleton Travel
- Fasken Martineau
- First Quantum Minerals Ltd.
- Focus International
- Forest Protection Limited
- Forum Francophone des affaires
- Found Aircraft Canada Inc
- Fraser Milner Casgrain
- Geomar
- Geomat International / Hauts–Monts
- ▶ Georgian College of Applied Arts and Technology
- Gilbert, McGloan, Gillis
- Globaltronica Corporation
- Globe Marketing Int'l Corporation
- Golder Associates Ltd.
- Heenan Blaikie SRL/LLP
- IMW Industries Ltd
- Industrial Promotion Services Ltd.
- ▶ Informatique Documentaire Edition Electronique
- IntelliPharmaCeutics
- International Development Consultant
- Kusan Ltd.
- La cité collégiale
- Lowe & Company
- Multitech Consulting International Inc.
- NESA Technologies Corp.
- Nevsun Resources Ltd.
- New Brunswick Community Colleges
- Nexen Inc.
- Niagara College
- NordSud.Org Inc.
- Northern Lights Franchise Consultants
- Nova Scotia Community College
- Orezone Resources
- Planet Africa Television
- Procept Associates Professional Services
- Right Honourable Joe Clark
- Saint Mary's University
- ▶ Saskatchewan Trade & Export Partnership (STEP)
- Sasktel International
- SATDIS
- Senes Consulting
- ▶ Seprotect Systems Inc
- Setym International Inc.
- Shott's Development Group
- SNC Lavalin International Inc.
- SR Telecom
- Tecsub International Ltd
- Terradigm
- TFI Global Inc
- The Lyceum Group
- Tiomin Resources Inc.
- Trade Facilitation Office Canada
- Université de Moncton
- Université d'Ottawa
- Université Laval
- University of Calgary
- University of Guelph
- University of New Brunswick, International Relations Office
- Vangold Resources
- ▶ Wardrop Engineering
- Wayne Dunn & Associates
- Whitby Hydro Energy Services Corp
- ▶ WorleyParsons Komex
- York University
- ▶ Zavik Realty Ltd.

Associate Members

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- Ministry of International Relations of Quebec
- Natural Resources Canada
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- ▶ Nigerian Economic Summit Group
- Ontario Exports