



**ORGANIZATION OF
AFRICAN UNITY**

Secretariat
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منظمة الوحدة الافريقية
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**ORGANISATION DE L'UNITE
AFRICAIN**

Secretariat
B. P. 3243

Addis Ababa * ادیس ابابا *

CM/1027 (XXXIV)

COUNCIL OF MINISTERS
Thirty-Fourth Ordinary Session
Addis Ababa, Ethiopia
February - March 1980

PROGRESS REPORT ON THE THIRD
ALL AFRICA TRADE FAIR



PROGRESS REPORT ON THE THIRD

ALL AFRICA TRADE FAIR

The Preparatory Committee of the Third All-Africa Trade Fair held its meeting from 26 to 30 November 1979. Of the 16 OAU member states, members of the Committee, only 6 were present at Khartoum.

Since the first meeting could not be held for lack of quorum, the members present decided, despite their small number, to prepare the Fair which is scheduled to be held in Khartoum, the Sudan, from 3 to 17 November 1980.

The following agenda was prepared:

1. Transportation of goods and exhibits
2. Customs formalities
3. EEC assistance to States participating in the Fair

As a demonstration of the interest of the Sudanese authorities in the Organization and success of the Fair, the debates on the agenda items were opened by the Minister of State for co-operation, Trade and Supplies.

Mr. El-Sayed Abdel Rahim Idriss of Sudan was elected Chairman of the meeting and as General Commissioner of the Fair. Ato Shawl Abebe of Ethiopia was elected Rapporteur.

The absence of OAU and ECA was deeply regretted. It was hoped that these two Organizations would attend future meetings to contribute to the success of the fair. The various delegations particularly stressed the assistance and support which the Committee would expect of the OAU Secretariat at its future meetings. The wish was also expressed that the Council of Ministers would bear the participation costs (air-fare and lodging) of members of the Preparatory Committee to ensure their presence at future meetings of the Committee.

Following discussions, it was decided that the 4th Khartoum International Trade Fair should be held at the same time as the Third All-Africa Trade Fair (3 - 17 November 1980) according to the wish of the host country.

In this regard, OAU was requested to advise against any other activity of like nature during that period. 30 June was decided upon as the date - line for submission of applications for participation in the Third All - Africa Trade Fair.

OAU's share of the administrative budget of the fair was established at US\$ 450,000 due to inflation.

It was agreed that for a m² covered space, a rent of US\$ 50 be charged while US\$ 30 should be rent payable for open spaces. A 25% rebate could be given to those, Member States which would not seek EEC's assistance. At the request of the host country, the EEC has agreed to grant subvention to participants who may apply for assistance.

EEC'S Offers

- a) Construction of 50 to 60 square meters stands
- b) Subvention of US\$ 1200 to 1900 to each participating State.
- c) Payment of rents for all participating developing countries

The emblem, Slogan and theme of the Fair were also Chosen:

- Promotion of Intra-African trade and trade between Africa and the rest of the Third world was the theme accepted.
- The accepted Slogan was 'Africa's prosperity through trade.'

Regarding the organization of a symposium during the Fair, as recommended in Resolution CM/Res.664 XXXI, the Representative of UNIDO who was present at the Preparatory Committee's meeting, informed the Committee that UNIDO, in collaboration with OAU and ECL, would propose the holding of the symposium from 4 - 9 November 1980, concomittantly with the meeting on promotion of investments in Africa. Information regarding projects to be submitted to potential investors should be made available by UNIDO before 30 June 1980 at the latest.

UNIDO also offered to organize courses for African officials dealing with Fairs in their respective countries. The final decision on the various offers would be taken after discussions by the host country, UNIDO and OAU.

The Sudanese authorities had sought UNESCO's assistance in organizing cultural activities during the Fair and were awaiting the reaction of that Organization to the request.

As regards the transportation of goods to be exhibited during the Fair, each participant was to choose the method it deemed most appropriate for transporting its goods to Khartoum where they would be further handled by the "Sudan-cargo". Only goods sold on the spot would be taxed.

The construction of stands could be done by workers of the country or by participating countries if they deemed it necessary.

The participants to this second meeting of the Preparatory Committee regretted that OAU could not extend them its assistance as recommended in paragraph 4 of Resolution CM/Res 664 XXII due to the non-provision of funds in the OAU's budget.

The establishment of a Pan-African Trade Promotion Centre during the Fair was strongly recommended by the organizing Committee. The Khartoum International Trade Centre, the Tangiers Association of African Trade Promotion Organizations which was represented on the Committee, the ECA Trade Promotion Centre in Addis Ababa, could meet in order to channel every information to that Centre which would disseminate them to Member States.

The third meeting of the Committee is scheduled for the last week in March. Meanwhile, a working group, composed of Algeria, Egypt, Ethiopia, Kenya and Tanzania, established during the meeting of the Preparatory Committee was scheduled to meet from 24 to 28 January 1980 to review and implement the decisions taken by the meeting.

It would be necessary for OAU to provide necessary funds to enable the organizing Secretariat to participate actively in the forthcoming preparatory meetings of the Third All-Africa Trade Fair as recommended in Resolution CM/Res. 664 LXXI. A decision could also be taken regarding our Organization's participation in the activities of the Fair and its share of the administrative budget which was estimated at US\$ 450,000 by the Committee.



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Annex I

THIRD ALL-AFRICA TRADE FAIR - 13 - 17 NOVEMBER, 1980

MEETING OF WORKING GROUP - 23 - 28 JANUARY, 1980.

ORGANIZATION OF AFRICAN UNITYTHIRD ALL-AFRICA TRADE FAIR - 3-17 NOVEMBER 1980MEETING OF WORKING GROUP - 23-28 JANUARY 19801. Welcome by Commissioner General

Mr. Idris welcomed all the members of the Working Group, particularly Mr. Claude Segbenou, representing the Organization of African Unity and Mr. Pehoua representing the Economic Commission for Africa, who were attending the meeting of the Working Group for the first time. Mr. Idris explained that the Working Group had been formed as a convenient consultative body which could be convened more readily than the Steering Committee whose sixteen members were scattered throughout Africa.

2. Approval of Minutes

The minutes of the previous meeting held from 26 to 30 November 1979 were approved.

3. Adoption of Agenda

The agenda was agreed with one addition, the training of managers of pavilion at the Third All-Africa Trade Fair.

4. Statement by OAU Representative

The OAU representative regretted his inability to attend the last meeting of the Group. He stressed the importance which OAU attached to the Third All-Africa Trade Fair and promised the enthusiastic support of the Secretariat in planning and operating the Fair. He added that the Secretariat approved the formation of the Working Group. The last meeting of the Group recommended the payment of travel expenses to members of the Steering Committee. The OAU representative regretted that this was contrary to OAU's practice.

5. Statement by ECA Representative

The ECA representative also promised the full support of his organization for the Fair, and said that ECA would lose no opportunity of promoting the Fair when African Ministers of Commerce and other African officials attended meetings and conferences at ECA.

6. Report by Commissioner General on his visit to OAU and ECA

The Commissioner General circulated two reports by the delegation from Sudanexpo to Addis Ababa on 10 and 11th January 1980.

7. Invitation to Member States

The representative of OAU said that the Current Chairman of the OAU will be asked as requested by the committee to send personal letters of invitation to participate in the Third All-Africa Trade Fair to Heads of State of all member countries. The Commissioner General reported that President Nimery was also being asked to write personally to all Heads of State; the letter of invitation had already been agreed by OAU. Members of the Working Group hoped that Head of Missions in Addis Ababa would be invited by OAU to ensure that the invitation from the OAU current Chairman should be delivered personally to their Head of State, and that President Nimery's invitation should be delivered personally by the Sudanese Ambassadors to the Heads of State to whom they were accredited. The Working Group also asked that approaches should be made to Ministers of Commerce in all members countries by OAU, ECA, and members of the Steering Committee as opportunity offered.

The Commissioner General said that it was intended to send delegations to African countries, particularly those which had not responded to the written invitations, urging them to participate.

It was agreed that these personal approach would be very valuable in persuading member countries that participation in the Africa Fair would be commercially rewarding, and that countries with little expenses of taking part in fairs would receive financial and technical help from the host country.

8. Allocation of space

It was probable that demand for space in the combined All-Africa Fair and International Fair of Khartoum would exceed the available area of covered space. It was agreed that if this were so, African participants would be guaranteed covered space, and one or more pavilions would be entirely devoted to African exhibits.

9. Consideration of Africa Fair budget

A draft budget of a total of US\$450,000 was presented to the Working Group. It was agreed to increase the publicity allocation from US\$70,000 to US\$90,000, to increase the allocation to cultural events from US\$80,000 and to raise the allocation to the proposed film of the fair from US\$25,000 to US\$45,000.

It was recommended that OAU should make US\$100,000 available for the OAU pavilion, and that space for the ECA pavilion should be provided free of charges.

10. Trade Symposium

At the previous meeting it was agreed that there should be a trade symposium during the Fair. ECA has agreed to organize a two day Symposium, the subject of which would be considered by ECA in conjunction with ITC. The ECA representative promised to make a detailed report to the next meeting of the Steering Committee about the subject of the symposium.

11. Cultural activities

The Commission General reported on the consultation what had taken place with the Sudan Ministry of Information and Culture, with UNESCO and with ALESCO. The cultural events would be dispersed in Khartoum and halls throughout Khartoum, North Khartoum, and Omdurman. There was discussion about the number and country of origin of dancing groups. Because of expense of transport and difficulties of accommodation, it was agreed to limit the number of groups to a maximum of five, and to convey invitations to countries of different regions of Africa and to groups of high reputation. Suggested countries included Algeria, Egypt, Ethiopia, Ghana, Kenya, Senegal, Togo and Zaire.

The Group discussed problems of arranging exhibitions of art, particularly the cost of transporting and insuring valuable paintings and sculptures. It was agreed that this difficulty could be avoided if the exhibition were limited to works of young and aspiring African artists.

12. Africa Fair Publicity

The Commissioner General reported that large quantities of publicity material was already available. Both OAU and ECA said they would be glad if supplies were sent to them for distribution to members of conferences and other visitors. The two organization said they would also be glad to mention the Fair in their various publications. Sudan expo had already prepared a mailing list, and distribution of publicity material would begin at once.

13. Other business

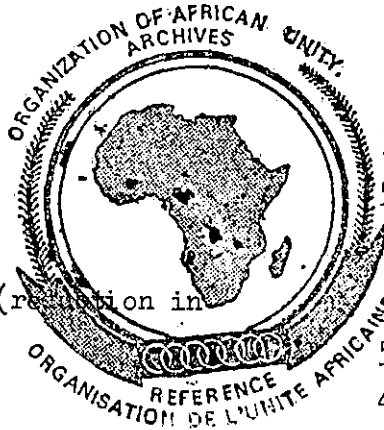
The representatives of OAU and ECA stressed the importance of training managers of stands at the Africa Fair, particularly those who had little experience of participation in trade fairs. Without such training much of the value of the Africa Fair would be lost.

The representative of ECA said that a two-day workshop for about 20 participants would cost approximately US\$50,000 including transport and hotel expenses. He promised to explore the possibility of finding funds for this purpose.

The representative of ECA said he recognised that the Second Africa Fair at Algiers had included non-African countries, and that a decision had already been taken to hold the Fourth International Fair of Khartoum at the same time as the Third All-Africa Fair. But he thought it unfortunate that non-African goods should be shown in competition with similar African products. It was suggested that Mr. Pehoua point would be met if exhibitors in the Fourth International Fair of Khartoum were asked to limit their exhibits to capital goods which African countries did not produce. It was agreed that the next meeting of the Steering Committee should be in Khartoum from 24 to 27 March 1980.

RECOMMENDED BUDGET FOR OAU GRANT TO
THIRD ALL AFRICA TRADE FAIR
3 - 17 NOVEMBER 1980

	<u>US\$</u>
1. Publicity	
a) In Sudan	30,000.00
b) Outside Sudan	50,000.00
c) Posters, leaflets, etc.	10,000.00
2. Help to participating countries (rents, assistance with stands)	50,000.00
3. Hospitality	40,000.00
4. Trade and Industrial Symposium	30,000.00
5. Cultural events	80,000.00
6. Marketing tours	75,000.00
7. Sudanexpo administration and wages	40,000.00
8. Film and book of Africa Fair	45,000.00
Total	<u>US\$ 450,000.00</u>



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Progress Report on the Third All-Africa Trade Fair

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