

# The AFRICA JOURNAL

THE CORPORATE COUNCIL ON

**AFRICA**

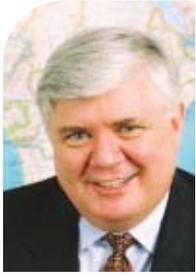
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OCTOBER/NOVEMBER 04



## AFRICA'S OIL & GAS INDUSTRY



Never has the process of oil exploration and development been so complex. CCA member companies involved in exploration of new energy sources state that fifty percent of our oil needs for 2012 have not yet been discovered. It is unlikely that we will see oil prices drop significantly at any time in the near future. In fact, competition may increase dramatically as the development needs of China and India continue to drive demand upward. Clearly there are challenges ahead for American companies, and there are difficulties ahead for Africa. The high price of oil puts pressure on the world economy, including Africa.

Demands on energy companies seeking exploration and development contracts will be greater than ever. Social program funding and infrastructure needs are already part of some contracts, and 'local content', that is job training and employment is also a growing requirement for anyone successfully securing an exploration contract. These demands can only be expected to increase as competition increases. Expectations placed on energy companies include not only moving latent oil to market, but also acting in many instances as social services providers. Increasingly, there are cases where if these expectations are not met, the situation on the ground becomes more desperate and volatile.

On a more optimistic note, the oil producing nations have never had a better opportunity to fund and plan their own development. A number of African producing nations now possess the means to better provide for their people. However, it will only happen through enlightened leadership and greater accountability of governments to their people. If the wealth is not invested in the continent and its people, this great potential will be lost.

For this reason, the Corporate Council on Africa is addressing those areas where its members can have the most effect: financing development and investment; oil and gas investment; agriculture; and partnerships. The changing landscape of African development provides unusual opportunities for small U.S. companies to partner with major oil investors who are faced with meeting social development needs. At the same time, U.S. investment in agriculture and infrastructure training will create U.S.-African business partnerships, and this can only add to greater U.S.-African relations and stability. In November, at our Oil and Gas Forum in Houston, we are addressing these issues in workshops for the first time. Yes, there are challenges ahead, but there is also opportunity. ☉

Stephen Hayes, *President*  
The Corporate Council on Africa

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Cover photo courtesy of Anadarko

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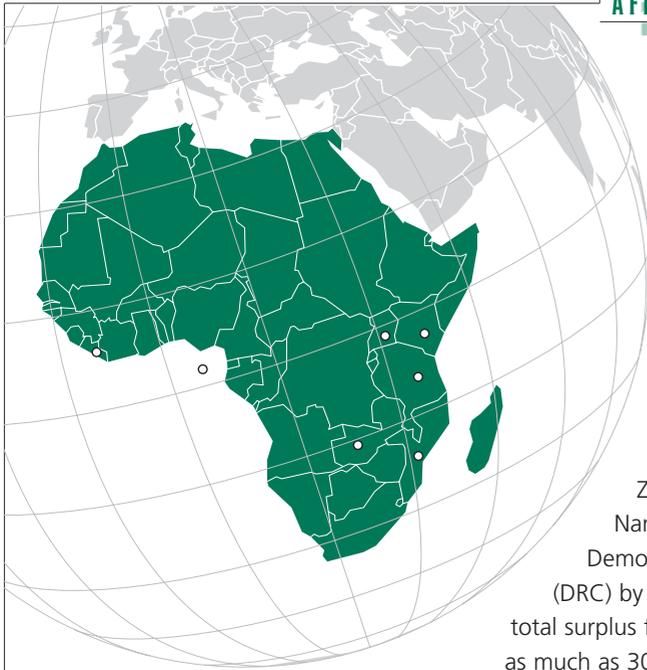
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## KENYA

Environmentalist, activist and professor Wangari Maathai became the first African woman awarded the Nobel Peace Prize on October 8, 2004. Professor Maathai received the award for her efforts in sustainable development, democracy and peace. She is Kenya's Deputy Environmental Minister and the founder of the Green Belt Movement with which, through education, family planning, nutrition and the fight against corruption, has paved the way for development at grass-root level.

Maathai was recognized by the committee as an individual who stands at the front of the fight to promote ecologically viable social, economic and cultural development in Kenya and in Africa. Not only is she the first woman from Africa but also the first African from the vast area between South Africa and Egypt to be awarded the prize. She will receive the award on December 10 in Oslo.

## ZAMBIA

2004 has been a surplus year for African agricultural producers. An estimated 120,000 mt of maize will be exported to countries in the region including Zimbabwe, Angola, Namibia and the

Democratic Republic of Congo (DRC) by the year's end. The likely total surplus for the season could be as much as 300,000 mt of maize; double the tonnage of the 2002 harvest.

This is good news for a country who experienced a failed harvest in 2002 and especially for commercial farmers who will export some of the maize to the highest bidder. However, the World Food Programme estimates that vulnerable groups in portions of the country will not benefit from the surplus and food relief will still be needed.

## MOZAMBIQUE

The 2004 Mozambique Election Campaign officially began Sunday, October 17. All parties involved in the election have been encouraged by the National Elections Commission (CNE) to conduct peaceful campaigns. The CNE is providing the equivalent of US\$180,000 to support the election. The CNE controls how the money is disseminated, although guidelines have been established to ensure fairness and transparency in spending of the funds.

The primary candidates are Armando Guebuza, of the ruling Frelimo Party, and Afonso Dhlakama, leader of the country's former rebel movement

Renamo. Incumbent president Joaquim Chissano has announced that he will not participate in the 2004 election. He supports Frelimo candidate Armando Guebuza.

The European Union intends to send an election observation mission to Mozambique for the elections, which are set to take place December 1-2, 2004.

## LIBERIA

In August 2003, the Liberian civil war ending with hundreds of children separated from their parents. More than year later, 644 Liberian children have been reunited with their families according to the International Committee of the Red Cross (ICRC). In attempt to bring children together with their families, the ICRC has held four poster campaigns; the most recent campaign surfaced almost 500 photos of separated children. Currently the ICRC holds 1,500 cases of separated Liberian children in West Africa.

## UPDATE: MILLENNIUM CHALLENGE CORPORATION

The Millennium Challenge Corporation's (MCC) Board of Directors recently invited seven countries, four of which were African, to apply for Fiscal Year 2004 MCC Threshold Program assistance. Kenya, Sao Tome and Principe, Tanzania and Uganda were among the countries invited. The Threshold Program was established to assist countries that have not yet qualified for Millennium Challenge Account (MCA) assistance but have demonstrated a significant commitment to improve their performance on the MCA eligibility criteria.



# THE U.S. & LIBYA: WHAT LIES AHEAD?

< By Stephen Hayes >

*Libya has long held our attention. It is a fascinating, resource-rich enigma. We strain to understand its singularity: the inherent contradictions of its identity and especially its loyalties, shifting like its endless dunes of desert sand. Its diplomatic vacillation is known, and now its shifting economic and political winds intrigue us. It was difficult for one to ever feel secure or to assess the future standing on such shifting ground. Nonetheless, Libya's most recent about-face is the most amenable-and has the appearance of being the most enduring. Long seemingly isolated, now keen to play catch-up, and without financial constraint, Libya's potential as a trading partner is worthy of the spotlight it garners.*



*An ariel view of Tripoli.*

Some say that Libya's leader, Moammar Qaddafi, by virtue of his own survival, won the sanctions battle he began in April 1999, when he turned over two suspects in the Pan Am bombing, convincing the United Nations to suspend its brand of sanctions. He spent the following years in secret negotiations with the U.S. Government over the compensation to be paid to the Lockerbie families, and in August 2003, paid a hefty fine into a European bank account. Last December, he renounced Libya's nuclear weapons program. The U.S. responded by lifting its travel ban, easing sanctions by gradation, and in June 2004, reinstating partial diplomatic

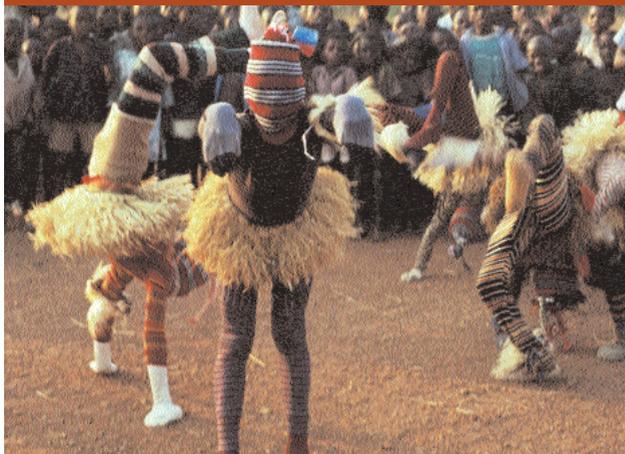
relations. On September 20, 2004, President Bush formally revoked the U.S. trade embargo. Libya's full re-entry into the world economy is not, however, a fait accompli: it remains on the United States' list of state sponsors of terrorism, barring the establishment of a full-blown U.S. embassy in Tripoli. That barrier is also expected to be lifted after the U.S. elections in November.



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## THE U.S. & LIBYA: WHAT LIES AHEAD?

In either case, the turn-around in U.S.-Libya relations is certainly a diplomatic feat. Begun behind closed doors early in the Clinton Years, first through informal discussions, and then in formal secret negotiations begun in May 1999, the two sides wrangled until each got what it wanted: for Libya, the end of years of detrimental sanctions and for the U.S., a new partner in the war on terror and a degree of justice for the victims of Libya's own brand of terror.

Of course, there was more at stake for the United States. Business opportunities in Libya, coupled with rapidly advancing international competition for energy needs, also offered significant incentives for reengagement to both nations. It is no secret that Libya has a timely chip to play in the global economy: 36 billion barrels of proven oil reserves. And beyond oil, every sector of the Libyan economy stands to gain from new investment. Moreover, the U.S. and Libyan business communities have a strong history.

U.S. companies were the first to explore and drill for oil in Libya's vast Saharan real estate. Esso (later Exxon) made the first commercial strike in 1959. By the time Esso began exporting from its facilities at Marsa al Burayqah in 1961, the race for Libyan oil had begun and European and other North American companies vied for pieces of the pie. Eight years later, 33 companies held concessions in Libya. When the Libyan oil industry reached its height in the 1970s, it produced 3.3 million bbl/day.

Current oil production is significantly lower (around 1.5 million bb/day) and while Libya has worked with European, Canadian, Indian, Chinese, and Australian companies during the American absence, reengaging the U.S. matters a great deal. Oil-related infrastructure requiring American parts has fallen into disrepair, severely limiting production capacity. If Libya is to double its oil production over the next decade, as it has publicly stated as its goal, it faces major challenges. The Libyan National Oil Corporation (NOC) and the U.S. Energy Information Administration agree that Libya will need as much as \$30 billion in new investments if it is to meet its own stated timelines.

To say that oil is the mainstay of the Libyan economy is to say that the oceans are full of salt water. Petroleum exploration, production, refining and marketing of oil and natural gas (as well as LNG) account for 95 percent of Libya's foreign currency earnings and roughly 75 percent of its government revenues. However, oil opportunities

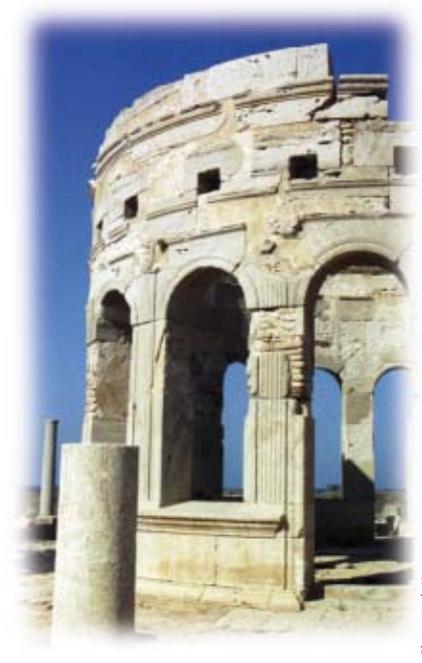
aside, for other American business interests, after an 18-year hiatus Libya offers new market allure far beyond the oil industry.

Libya's unique history and economic system set it apart from the other countries of the Maghreb and indeed, from the rest of Africa. Because of oil, Libyans enjoy the highest per capita GDP on the

continent. And because of the government's distribution of income, it boasts the highest per capita consumption of electricity as well as the highest percentage of car owners.

Geographically, Libya straddles a strategic transit route, both between sub-Saharan Africa and the Mediterranean region and between West Africa and the countries of the Middle East. It is well positioned, should it decide to fashion itself as a commercial hub. The road from Cairo in the East to Casablanca and Dakar in the West must pass through Tripoli, just as the best road to the Sahel and beyond to Capetown from the Mediterranean is a Libyan highway through the desert. The best connection to the rest of Africa begins in Tripoli. Libya's roads are already enviable by African standards, and while its rail system has fallen into disuse in recent decades, the Libyan Railways Authority has taken the first steps towards the development of a rail network-the total cost of which is estimated to be \$10 billion. A fast rail system across North Africa and connected to the South would change trading relationships dramatically, allowing faster transit between Europe, the Middle East and among the Maghreb region itself.

The price that Libya has had to pay for its projects has not been a deterrent. Libya's Great Man-Made River Project (GMR) is the best testament to the country's disposable income. Since 1990, Libya has channeled a large percentage of its oil revenue into \$25 billion man-made river. In 1993, the GMR earned fame as the world's single largest construction project. Now up and running,



*Leptis Magna*

Photo: Josh Katz

## THE U.S. & LIBYA: WHAT LIES AHEAD?

it pumps hundreds of millions of liters of water more than 3000 kilometers from a desert aquifer to Tripoli-through pipes the size of subway tunnels. The engineering feat provides fresh water for drinking as well as for agriculture and industry.

American companies are well aware of opportunities across sectors, and exporters, as well as investors in the hydrocarbons sector, have kicked off the post-sanctions boom era. In the first month after U.S. sanctions were lifted, U.S. cereals exports to Libya were valued at \$9 million.

Libya imports 70 percent of its food. Its National Supplies Corporation (NASCO) possesses a \$1.2 billion budget for purchasing agricultural commodities. But agriculture is just the beginning.

A U.S. company is said to be planning the construction of a power plant, a U.S. specialty, on the outskirts of Tripoli. An American company could also win the telecom tender this October. As recently as 2002, only 13 percent of Libyans used cellular phones. As business picks up, this will have to change. This domino effect will result in increased demand for competitively priced cell phones-and soon, additional American brand name electronics.

Opportunities abound in a nascent tourism industry, too. Libya boasts some of most spectacular and pristine Roman ruins in North Africa and the Middle East, as well as desert oases and the Mediterranean's longest undeveloped coastline. The country's varied history has seen the rise and fall of great civilizations and lists five world heritage sites among its treasures. Three sites, Cyrene, Leptis Magna and Sabratha, are relics of life during the Punic, Greek, Roman and Byzantine eras, and have long attracted foreign archeologists. Now they have the potential to attract hundreds of thousands, and perhaps millions, of tourists every year. (Libya's smaller neighbor, Tunisia, attracts six million tourists annually.)

Desert tourism is also a draw for the sandy country. Libya is slightly larger than the state of Alaska and nearly all desert. Above its deep pockets of oil and gas reserves it is a land of seemingly unreachable horizons and sand dunes mimicking the size and scale of mountains. Jason

Goodwin wrote a first-hand account of his travels in Libya for Condé Nast Traveler in August 2004: "For some, the allure is the sheer whooping delight of scrambling on bikes up and down sand dunes; for others, the expanse of



*A balcony in Tripoli*

one of the world's last wildernesses." I, myself, have made several trips to Libya, and of the more than 135 nations that I have visited over my lifetime, it was in the midnight of the Libyan Desert that I saw the night sky more clearly and brilliantly than ever before. There, more than at any moment in my life, did I realize and at the time relish my insignificance in the vastness of the endless universe above. Jumpstarting Libya's tourism industry will require money, courage, and innovation, but Libyan authorities are enthusiastic to take steps to diversify the country's sources of income.

In the global economy, doing business with the U.S. is a stamp of approval, a flag of confidence, and the value extends beyond government diplomacy and photograph-worthy business deals. Libya has stepped into a new era and if it stays the course, the results may be tremendous. But enthusiasm must be tempered. The next few years will test a truly fledgling system. Libya lacks the equivalent of a Department of Commerce, and outdated trade laws remain on the books. While Americans may now travel to Libya, procuring a visa is arduous. Few people are privy to important and basic information for establishing business, and fewer trust the vetting processes for potential clients and partners. Above all, it is unclear how exactly the "Jamahiriya" will merge its socialist identity with a reentry into the more cutthroat capitalist world.

Libya is an anomaly and it offers a host of unknowns. However, for the savvy, unknowns mean opportunity, and risks translate into high returns. As a bold emerging market, Libya is looking for partners with courage, vision, some patience-and dollars. ●

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*Stephen Hayes is the President and CEO of the Corporate Council on Africa.*

## International Attention Turns to Sudan < By Kathleen Wells >

To date, approximately 1.4 million, mostly black, Sudanese have been displaced and tens of thousands have been killed in the western Darfur region of Sudan. The international community is growing increasingly alarmed; many perceive the situation to be government supported ethnic cleansing. Despite the Sudanese government's efforts to renounce the violence, there is speculation that the Arab Janjaweed militia is government funded.

The three rebel parties fueling the fighting in Darfur are the Janjaweed militia, the Justice for Equality Movement (Jem) and the Sudan Liberation Army/Movement (SLA/M). The Arab Janjaweed attack and destroy the black pastoral groups, the Fur, Massalit and Zaghawa, living in the region. The mission of Jem and SLA/M is to unite the country, bringing economic and political equality to all of Sudan's people. While this mission may be admirable, the means that they are employing to achieve it have been violent.

Attempting to avoid a situation reminiscent of the inaction associated with Rwanda's 1994 genocide, the U.S. and other members of the UN have recommended stationing an international police presence throughout Darfur. This force would be employed to both stop the violence and determine whether the Sudanese government is funding the Janjaweed. Some members of the UN Security Council, including Russia, China, Algeria and Pakistan voted against the measure.

The motive for the veto is not entirely known, however some suggest that concern stemmed from the possibility that international oil sanctions would be placed on Sudan if a connection between the Sudanese government and Janjaweed militia is found. China and Pakistan have oil investments in Sudan.

U.S. Secretary of State Powell referred to the situation in Darfur as "genocide" to make the case for UN sanctions against

Sudan. International oil sanctions would dramatically affect Sudan's economy; currently oil exports account for approximately 70% of the country's total export earnings.

The U.S. has recently increased its sanctions on Sudan. The U.S. House of Representatives passed a bill that would impose sanctions against Sudan if progress is not made towards peace in Darfur. The bill stipulates that the U.S. President would review the situation every six months to determine whether the Sudanese government is negotiating with rebel forces. Future U.S. sanctions may include the degradation of diplomatic relations with Sudan, the opposition of new international loans and the support of a UN sponsored arms embargo.

Since April 2004, the UN Security Council has passed two resolutions calling the African Union (AU) to deploy an additional 4,000 troops to Darfur; however, an agreement has not yet been reached with the Sudanese government. UN envoy Jan Pronk is urging the two sides to make a quick decision, but deployments may not begin until early next year. Nigerian President Olusegun Obasanjo claims that 5,000 troops can be swiftly mobilized, but the AU does not have necessary funding to set the action in motion. U.S. Ambassador to Sudan John Danforth has expressed hope that the U.S. will provide the needed \$75 million.

The goal of stationing additional troops in Darfur would be to both quell the violence and clearly demonstrate to the Sudanese government that its African neighbors will not tolerate another genocide on the continent. The AU has submitted two peace proposals, which have been accepted by the UN and rejected by the rebel parties. However, representatives from the Sudanese government and the rebel groups will meet in mid-October to discuss a ceasefire strategy with the AU.

A ceasefire would offer numerous

benefits to both Sudan and the international community. If peace is established within its borders, Sudan could attract foreign investment in a variety of sectors, including agriculture, irrigation, transportation infrastructure and hydrocarbons.

With 200 million acres of land, Sudan is Africa's largest country. The World Bank estimates that by improving the implementation of its agricultural resources, Sudan could feed all of Africa.

Sudan is also home to the world's largest contiguous irrigation scheme, which after many years of neglect has fallen into disrepair. The Sudanese government plans not only to repair the system, but also to increase its size; foreign investors may be invited to bid on the job.

The railways, roads and ports of Sudan are key to the country's economic development. Due to conflict, infrastructure has not been maintained. A ceasefire would offer the Sudanese government the opportunity to invite domestic and foreign investors to take part in its proposed build-operate-transfer schemes. Proposed projects include the Khartoum International Airport and the privatization of the state-owned Sudan Railways Corporation. Port Sudan has already farmed out many of its commercial operations to the private sector; the success seen by this privatization scheme has led the Sudanese government to look towards privatizing on a larger scale once peace has been established.

Clearly, it is in both domestic and international interest to establish peace in Sudan. While the humanitarian benefits of a ceasefire are clear to all, the commercial potentials are often overlooked. With peace in Sudan, the world could see the opening of a whole new market. ☉

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*Kathleen Wells is the Corporate Council on Africa's Summit Director*



## CCA & NESG Join Forces in Nigeria

From September 15-17, 2004 the Corporate Council on Africa (CCA), in partnership with the Nigerian Economic Summit Group (NESG), held the landmark Nigeria-U.S. Investment Conference in Abuja, Nigeria. The conference is the first joint program between CCA and the NESG; its strong success portends a lasting and rewarding partnership for both CCA and NESG members, and for the business communities of the two countries. CCA member sponsors were ConocoPhillips, ChevronTexaco, Council on Foreign Relations, Harris Corporation, and the Law Offices of Ade Awojobi.

In recent years, economic ties between the countries have waned; the purpose of this partnership and conference is to revitalize the all-important relationship in a constructive manner. USG support for the partnership was evident in the active participation in the conference of U.S. Ambassador John Campbell.

President Obasanjo opened the conference with strong words about the ongoing reform program in Nigeria, and a renewed call for debt relief. But it was Obasanjo's emphasis on economic reform that filled the conference agenda, with well-informed and pragmatic policy discussions permeating the series of workshops.

The breakout workshop sessions, built on a format of co-leadership by Nigerians and Americans, covered topics that mirrored the priority sectors of Nigeria's economic reform program (NEEDS). The topics were: Agriculture and Agro-allied industry, Energy, Housing, and Information Communication Technology. Each workshop featured spirited discussion and produced a concrete set of policy recommendations.

On the final day of the conference, the workshop findings were presented to the broader audience, and in the final

session, were formally presented to the Minister of Finance, Dr. Ngozi Okonjo-Iweala. In that same session, the Minister updated the audience on the progress made thus far in reforming Nigeria's economy, and what the next steps will be.

In addition to the workshops, plenary speakers, including CCA Chairman Frank Fountain, VP of DaimlerChrysler, and Henry McGee, President of ConocoPhillips Europe & Africa, presented further ideas about the US perspective on Foreign Direct Investment in Nigeria and Corporate Social Responsibility. At a dinner in honor Nigerian Vice President Atiku Abubakar, Professor Bart Nnaji discussed the challenge of increasing the skills of Nigerians to meet the country's development needs, and Jay Pryor, Managing Director of Chevron Texaco Nigeria, discussed the business community's response to HIV/AIDS.

During the conference top-level US-based participants were also able to meet with President Obasanjo at his private residence. That meeting strengthened the budding relationship between CCA and the Nigerian government. CCA Chairman Frank Fountain and President Obasanjo have subsequently discussed developing a joint score card, whereby



Nigerian Vice President Atiku Abubakar and CCA Chairman Frank Fountain

Nigeria's reforms will be tracked against CCA's programmatic commitment to Nigeria. The ongoing CCA Nigeria Working Group will further vet this idea, and produce a deliverable to the Nigerian government in the near future.

This conference was a successful first step in establishing CCA's prominent involvement with Nigeria. As we move forth on this initiative, we hope that CCA members and the broader business community will join the effort to help Nigeria fulfill its potential in the global marketplace. ☉

*The Nigeria Working Group is open to all CCA members. To join, please contact Joshua Katz, Research Analyst, at [jkatz@africacncl.org](mailto:jkatz@africacncl.org).*

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## LNG: The Market of the Future < By Sonya Penn >

The buzz in energy markets around Liquid Natural Gas (LNG) has been growing steadily. What is LNG? And why are people getting so excited about it?

The answer is that LNG is clean-burning natural gas in its liquid form, and the U.S. Government and companies alike are claiming that it can help meet the U.S.'s growing demand for natural gas in the United States. Today, natural gas accounts for a quarter of all energy used in the United States. We are all familiar with one of natural gas's common uses—it is the gas that we use in our homes for cooking, heating and cooling. Other uses include generating electricity, powering industry and serving as raw material for manufacturing a myriad of products including clothing fibers, paint, steel, glass, fertilizer and plastics for healthcare, computers and furnishings.

The liquid form of this natural gas, LNG, is formed when natural gas is cooled to the point that it condenses to a liquid (minus 259 degrees Fahrenheit). After the gas has been transported, via LNG tankers, in its liquid state it is stored in special storage tanks and converted back to the gaseous phase before it is moved to its final destination through pipelines.

Liquid natural gas, like natural gas in its normal state, is the cleanest burning fossil fuel, producing less emissions and pollutants than either coal or oil. It is neither corrosive nor toxic. LNG is attractive to both suppliers and distributors of natural gas because while natural gas in its normal state occupies a lot of space and can only be transported through pipelines, LNG is 600 times smaller in volume and can be transported by tankers over long distances.

Currently, the U.S. consumes far less LNG than its European neighbors. However, predictions estimate that the United States is rapidly increasing its

consumption. According to Cambridge Energy Research Associates (CERA) and U.S. Energy Information Administration (U.S. EIA) projections, while today LNG only accounts for about 2% of U.S. gas consumption, by 2010 it could reach 8%, and by 2020, LNG could represent 25% to 30% of consumption.

Given that total U.S. demand for natural gas is expected to increase from 22.8 trillion cubic feet in 2000 to about 33.8 trillion cubic feet by 2020, and natural gas production in the U.S. is only predicted to grow from 19.1 trillion cubic feet in 2000 to 28.5 trillion cubic feet in 2020, the U.S. could face a gap in supply of natural gas of about five trillion cubic feet by 2020 (EIA). These figures clearly demonstrate that the U.S. needs to find a way to increase its natural gas imports.

LNG is emerging as a viable and cost-effective solution. In the words of John Gass, president of ChevronTexaco Global Gas, a global LNG market is "all but inevitable." The U.S. Secretary of Energy, Spencer Abraham, agreed stating that "Unlike today's market, the [natural gas] market of the future will increasingly be supplied over water, by ships carrying Liquefied Natural Gas."

While, traditionally, costs associated with LNG have been prohibitively expensive, recent advances have brought these costs down and simultaneously, oil, gas and coal prices have been relatively high, making LNG a very attractive alternative source of energy. According to the Gas Technology Institute, over the past ten years, liquefaction prices have decreased 35-50% and the cost of building an LNG tanker has dropped by approximately 45% since the mid-1980s.

As LNG is increasingly recognized as an economically wise investment, companies are examining its markets.



Most of the world's LNG supply is provided by those countries with surplus natural gas reserves. And since these locations, including areas of North and West Africa, are not geographically close to those with natural gas demand, it is economically prudent to export the gas in its liquid form. LNG development is especially important for countries such as Nigeria and Angola, where most of the natural gas that is produced with crude oil is flared.

Nigeria, specifically, has become a hot location for LNG development. Earlier this year, in his testimony before the Senate Foreign Relations Committee, Paul Simons, Deputy Assistant Secretary for Energy, Sanctions and Commodity Policy, highlighted Nigeria's potential, citing its estimated 124 trillion cubic feet of proven natural gas reserves, which make it the 9th largest in the world. He pointed out that "Due to a lack of infrastructure, Nigeria currently flares much of the natural gas it produces and re-injects some to enhance oil recovery. Nigeria really began to develop its gas resources with the September 1999 inauguration of the \$3.8 billion LNG facility on Bonny Island... slated to expand to more than double its current

**“Unlike today’s market, the [natural gas] market of the future will increasingly be supplied over water, by ships carrying Liquefied Natural Gas.” —U.S. Secretary of Energy, Spencer Abraham**

capacity in the near future. Plans for additional LNG facilities are being developed, including several projects that will involve U.S.-based firms.”

One such project is a recent joint venture between ConocoPhillips, ChevronTexaco, Eni and the Nigerian National Petroleum Corporation. The project, known as “Brass LNG Limited,” encompasses front end engineering and design (FEED) work and the operation of a new LNG Facility to be constructed in Nigeria’s central Niger Delta. The natural gas reserves for Brass LNG Limited will come from substantial gas reserves within oil and gas fields already operated by existing joint ventures between the Nigerian Agip Oil Company and ChevronTexaco.

Current projections estimate that the FEED studies will be completed by the end of this year, and that the facility will be operational by the end of 2008. The primary market for the first LNG sales is likely to be the United States, where average daily sales volumes from this project are estimated at approximately 700 million standard cubic feet of natural gas. The European Union is also being considered as a primary market.

The project will not only bring commercial benefits to Nigeria domestically, but also will contribute greatly to global ecological and environmental goals by enabling gas from onshore fields to be liquefied, stored and transported to overseas markets. The construction of the new plant will enable the rational use of this resource, creating value, employment and reducing gas emissions to the atmosphere. Martin Hutchison, Managing Director of Brass LNG for ConocoPhillips, gave an overview of the project and its benefits to participants at

the Nigeria-U.S. Investment Conference, recently organized by the Corporate Council on Africa.

The LNG market is not new territory for ConocoPhillips, one of only a few companies with both proprietary LNG and gas-to-liquids (GTL) technologies. ConocoPhillips has already established itself as a significant player in the global LNG business. The company gained prominence in the field with its successful technology, the Optimized Cascade LNG Process. The two onstream facilities that use this technology are the ConocoPhillips LNG facility in Kenai, Alaska, and an Atlantic LNG facility in Trinidad. The company has also licensed the technology for use at the El Behera LNG facility to be built in Egypt and one that is currently under construction in Darwin, Australia.

Demonstrating its commitment to African markets, ConocoPhillips recently participated as a major sponsor of the Nigerian Economic Summit Group and Corporate Council on Africa’s Nigeria-US Investment Conference: Enhancing Nigeria-US Trade & Investment Partnerships. ConocoPhillips is also a chair of CCA’s 2005 U.S.-Africa Business Summit Steering Committee.

So, as global demand for

alternative sources of energy increases and prices associated with LNG production decrease, liquefied natural gas is quickly emerging as a hot commodity. While there are certainly risks and concerns associated with LNG production, as there are with any new developments, the potential rewards are great for LNG producers as well as consumers. Beyond the environmental impact and economic benefits, LNG offers added benefits such as diversification from oil and regional cooperation as countries work together to establish the new market. It seems that we are looking at the market of our future. ©

*Sonya Penn is the Corporate Council on Africa’s Communications Manager.*

**ConocoPhillips**

ConocoPhillips is an international, integrated energy company with operations in more than forty countries, assets of \$80 billion and proven reserves worldwide of 8.1 billion barrels of oil equivalent.

The continent of Africa has been a part of the company's history for almost 40 years. Today, with more than 30 producing onshore fields in Nigeria, interests in three offshore deepwater basins, a recent discovery in Cameroon and plans for an LNG plant and an integrated power plant in Nigeria, it is using its expertise and experience to deliver sustainable and efficient energy solutions throughout the region.

**A Partner with Many Strengths**

## The Value of Partners < By Rachel Moore >

Today, more than ever, successful projects stem from foundations of mutual trust, understanding and cooperation, where people working together are focused on common goals to create value.

Anadarko has been creating value for its shareholders, partners and communities from its Algerian properties since it first entered Algeria 18 years ago in the hope of finding oil and gas in the Sahara Desert. The Algerian exploration and development project was the company's first real foray into the international arena. The experience of partnering in an environment as rich and diverse as Algeria has enabled Anadarko to effectively transfer the lessons learned there to its activities in other parts of the world.

Today, with two billion barrels of oil discovered, over \$3 billion invested

and a total oil production capacity amounting to around 500,000 barrels per day - more than 40 percent of Algeria's total daily oil production - Anadarko and its partner Sonatrach, the Algerian national oil company, have achieved success by working together.

Don MacLiver, Managing Director of Anadarko Algeria Company, acknowledges; "Our commitment to the partnership with Sonatrach and the strong relationships we have forged in country have been a key factor to our success in Algeria. Our vision from the start was to establish an integrated Sonatrach/Anadarko organization which would benefit from operational efficiencies and a common philosophy - to build world class oil facilities in Algeria's Berkiné Basin and fulfill the economic

potential of Algeria's great resources".

Anadarko's long term commitment to conduct as much of the work as possible in Algeria led to the formation of a joint operating organization called "Groupement Berkine," based in the middle of the Sahara Desert, with employees seconded from both organizations. Starting with just two managerial positions, the organization, which operates the Hassi Berkine South oil facility, has



*Aerial shot of the Hassi Berkine South facility in Berkiné Basin, Algeria*

expanded into a 600-strong multinational, multilingual company in just six years.

Employees at Groupement Berkine work side-by-side to achieve technical excellence. They use state-of-the-art software tools to optimize the development, maximize production from the oil fields and make technical advancements in the drilling arena.

The Ourhoud field, operated by an association of seven partners including Anadarko, and with a workforce consisting of over 18 nationalities, took just 30 months from construction of the facility to first oil in 2003. Cooperation among the partners and the skill and dedication of the workforce brought the second largest oil field in Algeria on production one month ahead of schedule and within budget.

Teams within this integrated organization, despite coming from different backgrounds and different cultures, share common goals - to produce at high production rates and low operating costs and to optimize economic reservoir recovery while maintaining excellent health, safety and environmental standards.

While a commitment to use in-country labor is integral to the long term development life of the project, equally important is the transfer of technology and skills to host country nationals. Whether operating in Algeria, Qatar or elsewhere, Anadarko believes that technology transfer goes

**As one of the world's largest independent oil & gas companies, we are proud to support the Corporate Council on Africa.**

[www.anadarko.com](http://www.anadarko.com)

hand-in-hand with operational excellence.

Both parties have considerable strengths that complement one another, and the key is to leverage each others' strengths and to identify and sort out the differences that could stand in the way of your success.

Don MacLiver adds: "In any partnership, communication is a top priority. From the outset, Sonatrach's exploration group saw the value in sharing technical data, enabling Anadarko to see the significant exploration potential in the region. Conversely, Anadarko has taken advantage of Sonatrach's database and historical knowledge."

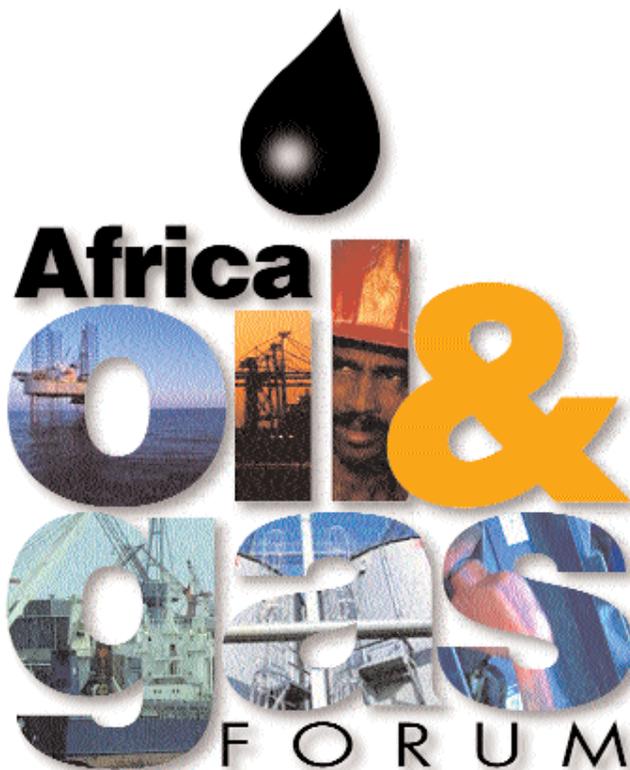
Adjustments over the years to

differences in language, coupled with differing operating styles, have added diversity of thinking and an expanding cultural experience to Anadarko's teams. This experience has helped Anadarko develop future relationships with host governments across the globe and leverage the success in Algeria's Sahara Desert into new, equally promising regions such as Tunisia, Qatar and West Africa.

Anadarko acknowledges that its past eighteen years in Algeria have proved the value of mutually beneficial partnership, and sees significant opportunities in bringing its experiences and

technological know-how to new partnerships, such as in Nigeria or Libya. As well as helping with infrastructure development and skills transfer, active partnership also brings sustainable improvement to the lives of people by creating jobs, spurring economic growth and producing energy that raises living standards. ©

*Rachel Moore is the Public Affairs Advisor for Anadarko Algeria Company. For additional information, please contact [www.anadarko.com](http://www.anadarko.com).*



November, 29-December 1, 2004  
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*Miss Africa International*



The Miss Africa International Family And Mokoli Productions, Inc. will host the second annual

# Miss Africa International Pageant

7:30-10:30 p.m. on Saturday, November 13, 2004  
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This year's theme: Africa is Beautiful  
Charity of focus: The Outreach Foundation

Sponsors: actor Rockmond Dunbar and the Corporate Council on Africa

Tickets: \$30 regular, \$45 preferred, \$100 VIP tickets (almost sold out!) [WWW.TICKETMASTER.COM](http://WWW.TICKETMASTER.COM)

Miss Africa International Pageant's humanitarian and intellectual components set it apart from other African pageants.

Sponsorship/advertising: visit [www.missafricainternational.com](http://www.missafricainternational.com)  
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Rich in intellectual, social and cultural substance, this landmark event is the perfect medium for young women of African ancestry to gain life experiences and contribute to issues of importance to Africa. In the ensuing year after the pageant, delegates inspire a renewed global interest in Africa by working with internationally recognized charity organizations and making public appearances

## Renewable Energy: Revitalizing Africa's Energy Potential

< By Jamie Sparby >

Where will our energy come from in the future? As costs for our current energy sources rapidly rise, we are continually reminded of the need to find alternative sources of energy. Africa has been identified as a prime location to generate renewable energy on a massive scale, and has the potential to become a major source of energy of the future. Although, developing and industrial societies alike require renewable energy to have a sustainable supply, currently, energy from renewable sources only meets a small portion of the world's energy needs. Africa is flourishing with potential for the renewable energy market because of her rich renewable and human labor resources.

### WHAT IS RENEWABLE ENERGY?

Renewable energy is energy generated from resources that are regenerative. Renewable energy sources include: wind, solar, geothermal, hydro and bioenergy. These alternatives to fossil fuels will play an important role in the energy economy of the 21st century; Africa will be one of the primary beneficiaries.

**WIND:** Wind and solar energy use are currently the fastest growing renewable energy resources. Wind power is created by a wind turbine, which converts the energy of the wind into electrical energy to pump water or grind grain. Wind power is often underestimated because of its intermittent nature. A battery can address this challenge by storing the wind's energy and using it when the wind is not blowing.

**SOLAR:** Photovoltaic (PV) or solar energy is generated from semiconductors that convert sunlight directly into electricity. Solar energy is most beneficial in remote areas where a small amount of energy is needed. For



*Olkaria geothermal power plant in Kenya*

example solar energy is extremely cost effective in rural communities residing far from the electrical grid.

**GEOTHERMAL:** According to the Geothermal Education Office, geothermal power has the potential to serve 100% of the electrical needs of 39 countries (over 620 million people) in Africa, Central America, South America and the Pacific. The heat supply originates 4,000 miles beneath the earth's surface where temperatures reach over 9,000 degrees Fahrenheit. Rainwater that has seeped through the earth's crust either journeys back up to earth's surface as hot springs or geysers or remains trapped underground in reservoirs from which geothermal energy is extracted. The pressure of the reservoirs forces the water up through man-made wells, which spin turbines and produce the energy. Geothermal water is pressured back down into a well to be reheated, maintain pressure, and sustain the reservoir so that it can be reused. Geothermal energy is clean, reliable, economically stable and environmentally sound. We will likely see a large increase in usage of geothermal energy in the near future.

**HYDRO:** Hydropower is currently the most utilized source of renewable energy. Generated by converting energy from falling or rushing water and released through turbines, hydropower can be highly sensitive to drought, especially in semi arid regions of Africa. The initial costs associated with creating a hydropower plant are immense, but

operating costs are relatively low and with general maintenance plant lifetimes tend to be long. In the past, the public has regarded hydropower as an environmentally safe alternative but recently environmentalists have harshly criticized this type of energy due to changes it brings to the environment surrounding the plant.

**BIOENERGY:** Bioenergy is the least productive of the renewable energies. It is generated by burning biomass, which refers to any plant or animal matter including firewood, agricultural residues, animal wastes and charcoal. Biomass makes up 65% of Africa's total energy consumption (Africa 2004). Biomass overall produces very little energy and contributes to depleting ecological resources. This matter also creates harmful smoke when burned and causes respiratory infections in the women and children who use it daily.

### WHY USE RENEWABLE ENERGY?

Unlike fossil fuels, renewable energies are infinite in their supply. As impacts of fossil fuels such as global warming, air pollution, international demand and limited supply become more apparent, the use of environmentally friendly renewables will increase. A misconception concerning the use of renewable energy is that it is too costly. In fact, according to the World Energy Council, if renewables are marketed efficiently over the next thirty years they will prove to be less expensive than what is called the "business as usual approach" or the static approach to the global energy supply.

**WHY AFRICA?** The African continent is home to the world's highest energy poverty making the use of alternative energy vital. Energy is needed to stabilize medical drugs, pump water, and replace work-intensive fuel wood and expensive candles. Renewable energy can also be cost effective in rural

Africa where it is now cheaper to install solar energy systems than to build a centralized power plant and extend the grid to deliver power. Solar energy also particularly benefits Africa due to many regions' continual exposure to sunlight. Currently Morocco, Egypt, Senegal and South Africa utilize photovoltaic energy. Options for renewable energy make it easier for the environment to choose which will work in that region. For example, Kenya employs a Micro-hydroelectric plant, which diverts water from streams and rivers and uses this water to run turbines without complex dams or catchment areas. This method eliminates the use of costly dams and destructive catchment areas therefore reducing interference with river flows that cause a negative impact on the environment. In contrast to the sun's general exposure as a source of energy Africa's geothermal potential is available in certain areas concentrated along two different systems: The Red Sea Valley and the Rift Valley system. Currently, Kenya and Ethiopia are the only African countries utilizing geothermal energy technologies. The U.S. Government is working alongside the United Nations and European organizations in order to develop geothermal energy potential along the Rift Valley System.

**CURRENT PUBLIC SECTOR PROGRAMS:**

The United States Government, through the State Department, Trade and Development Agency and the Department of Energy are working with the United Nations Environment Programme (UNEP) African Rift Valley Geothermal Development Facility (ARGeo) to create the market and financing conditions to facilitate geothermal development in the African Rift Valley region in east Africa. This region is along a fault line, making it one of the best areas to generate geothermal energy. Over the next ten years ARGeo will provide \$250 million to overcome existing structural impediments to the development of

clean, cost effective and indigenous electricity supply in East Africa. ARGeo provides the platform for economic development in the area because it provides sensible prices for electric power and direct use heat to both urban and rural Africans. Both public and private sector entities are involved in the growth of geothermal energy use throughout the Africa Rift Valley.

The Olkaria plant in Kenya exemplifies the potential of geothermal energy to shift the parameters of Africa's energy market. Generating geothermal power since 1981, Kenya's Olkaria I Plant has proven to be easy to run and highly productive. Since its operations began, the plant has had an outstanding availability rate of 98%. Already, two additional plants have been built around the original plant and funding is being allocated for Olkaria IV. Currently, Kenya supplies only 120 MW through its geothermal plants; with today's technology, 7000 MG could potentially be supplied by geothermal energy. By 2019, Kenya intends for 33% of its energy needs to be met through geothermal power.

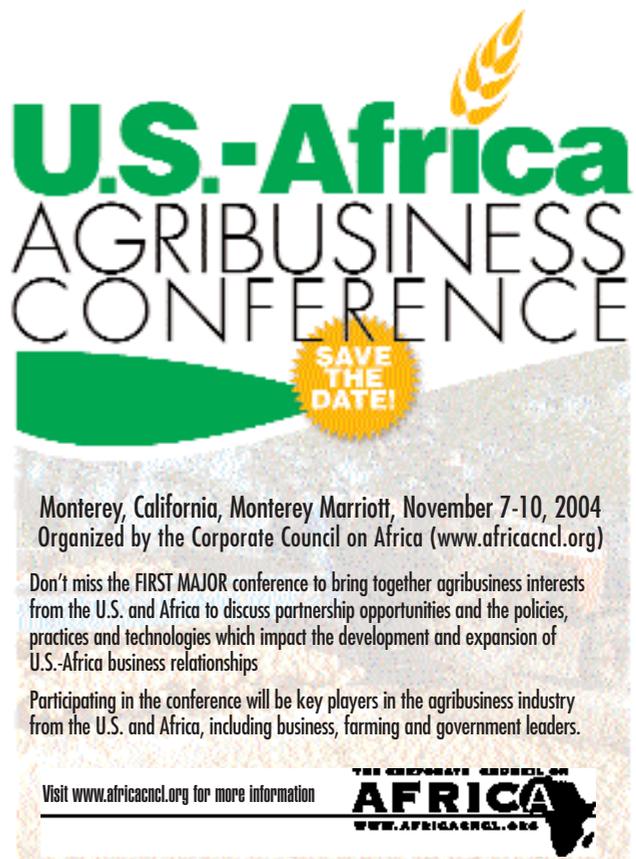
**PRIVATE SECTOR:**

Private sector involvement in renewable energy generation has resulted in more efficient power generation, increased employment, and a substantial increase access. The private sector also contributes to the expansion of renewable energy use. BP first entered the solar industry via the purchase of Lucas Energy Systems in 1980. Later, British

Petroleum developed BP Solar, which is now the world's largest manufacturer of solar photovoltaic systems. BP offers a number of off-grid solar projects in Africa bringing electricity to isolated and rural communities. Angola, Mauritania, Madagascar, and Mali are some of the countries in which BP solar is operating. BP has also established key partnerships with the Global Village Energy Partnership and the Renewable Energy and Energy Efficiency Partnership (REEEP) to help create sustainable processes to facilitate such projects.

With cooperation and financial support from both the public and private sectors, we can expand today's energy market to utilize the great potential Africa offers for renewable energies. Promoting a progressive shift to renewable sources of energy in Africa will prove to be beneficial by offering energy that is reliable, affordable and sustainable. ●

*Jamie Sparby is currently working with the Corporate Council on Africa.*



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## Pegasus Energy & Vuma Petroleum: A New Energy in Africa.

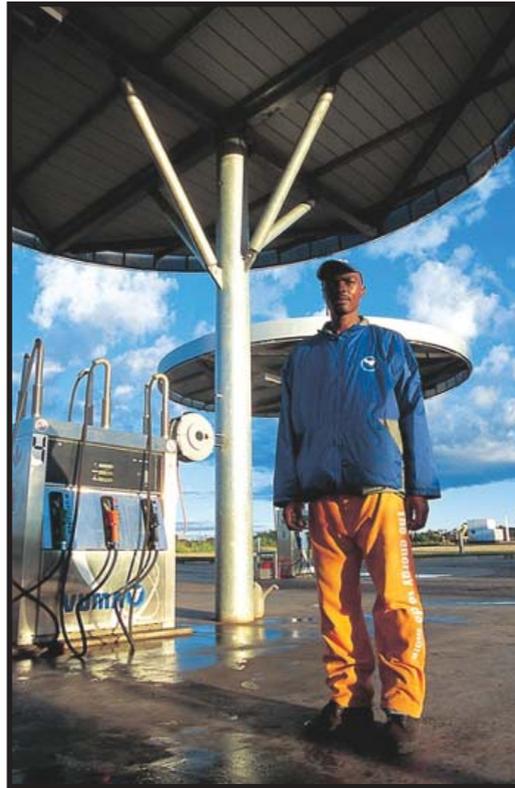
< By Pegasus Energy >

Africa's oil and gas sector is seeing new players enter the market. The playing field is no longer limited to the traditional, large, established oil companies, but has begun to diversify, allowing smaller, non-traditional companies to emerge and begin to expand the landscape of the energy sector.

One of these new companies is Pegasus Energy Limited, a fuel company with big hopes for Africa. The company was established in July 2001 with the intention of focusing on trading, distributing and retailing petroleum products, particularly in Africa and the Middle East. VUMA trades petroleum products throughout the southern and eastern African regions, including South Africa, Zambia, Mozambique, Malawi, Kenya, Uganda, and the Democratic Republic of Congo.

As part of its mission, Pegasus has pledged to give back to Africa what is inimitably African. To achieve this, Pegasus has set in motion the roll out of a new African retail fuel brand, VUMA PETROLEUM, and it is treading softly across the African commercial landscape, taking in everything, but taking nothing. VUMA is a uniquely African fuel that's been working hard to establish a uniquely African business.

VUMA CEO, Hap Palmer, is an unusual breed of chief executive. Having lived in Africa for more than two decades, Palmer dubs himself an American African. Not a lot of those around, in parts like Livingstone, Zambia, where VUMA opened its first retail outlet in July 2002. Palmer has a strong commitment to the continent, and has gone out on a limb searching for different solutions to African issues. "Africa is a continent in transition. It is



VUMA gas station in Lusaka, Zambia

one of the most diverse lands our world has to offer. Never before has this part of the globe been so open to change and progress, or so ripe for new ideas in business. What used to be referred to as the 'Dark Continent' is now shedding new light on the rest of the world. It's shedding its skin that has marked it out as a third world market," asserts Palmer. "The Africa of the new millennium is a first world partner. This is the new land of opportunity. It's growing, finding its feet."

Recently, Pegasus demonstrated another aspect of its African focused business. In conjunction with the signing of one of the largest "Empowerment" contracts ever awarded by the South African State owned oil company, PetroSA, Pegasus recently relinquished a controlling share in MESA Energy (Pty) Ltd., a Black Economic Empowerment

energy-focused company founded by Pegasus Energy Limited in 2002, to its Empowerment Partners. MESA Energy was formed specifically to participate in shifting opportunities to South Africa's previously disadvantaged business people in the oil sector. Over the past three years, MESA has experienced rapid growth; recently awarded the PetroSA contract, the company is set for a bright and prosperous future in South Africa and beyond.

How far will VUMA go to build a highly profitable and sustainable business in the vibrant context of Africa? For starters, the Livingstone VUMA retail outlet offers a 24-hour internet connection for the

use of the community, it provides primary health care, information bulletin boards and a forum for small traders to meet, exchange ideas and do business. VUMA has interpreted the needs of the local community and come up with workable solutions. It responds with whatever is needed to propel the community forward to become a healthy business community which can also be part of the world community. And it employs locals.

The eyes of the world are on Africa. Pegasus is full of hope for the possibilities of its African enterprises. VUMA represents an Africa on the brink of new horizons. A colloquialism for "go" or "energy", the company seems serious about living up to its name. ●

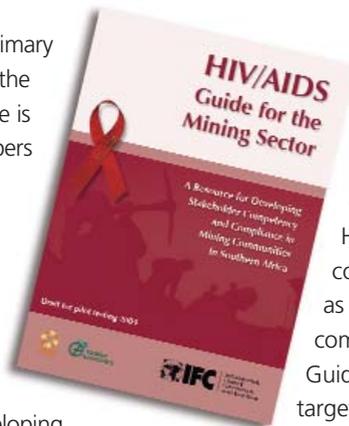
For further information, go to [www.pegasus-sa.com](http://www.pegasus-sa.com) or [www.vuma.com](http://www.vuma.com), or email Pegasus at [info@pegasus-sa.com](mailto:info@pegasus-sa.com)

## An HIV/AIDS Guide for the Mining Sector < By Caroline Hope >

One of the primary goals of the CCA HIV/AIDS Initiative is to provide CCA members with the appropriate tools, resources and contacts necessary to strengthen each company's response to HIV/AIDS. A number of organizations are developing guides or toolkits covering a variety of sectors, regions and scenarios. These guides are useful in providing step-by-step approaches to HIV/AIDS program and policy design. One such resource is the "HIV/AIDS Guide for the Mining Sector: A Resource for Developing Stakeholder Competency and Compliance in Mining Communities in Southern Africa," developed by the Canadian International Development Agency (CIDA) through the International Finance Corporation (IFC).

The IFC guide offers a compendium of resources including tools, information and strategies that will help mining companies and others within mining communities to implement HIV/AIDS programs in the workplace. IFC is piloting the Guide with several mining companies in Southern Africa. Initial training sessions and ongoing support is offered.

The HIV/AIDS Initiative recently formed a partnership with the IFC Against AIDS program, which will be assisting the CCA HIV/AIDS Initiative in conducting a series of seminars on the impact of HIV/AIDS on the private sector. IFC will work closely with CCA on the design of sector specific impact analysis and curriculum design for these upcoming meetings, using the Guide as framework for the discussions. CCA will also be working with the IFC to adapt the Guide to other sectors, starting with the oil and gas sector.



### Why was the Guide developed?

The Guide will assist companies in providing HIV/AIDS services to company employees as well as others in the mining community. In addition, the Guide supports companies in targeting the needs of employees in high-risk positions and in customer-critical areas.

### Who will use the Guide?

The primary users of the Mining Guide will be emerging mining companies, trade unions, organizations providing goods or services to the large mining companies (e.g. contractors and service providers) and stakeholders from other related sectors (e.g. construction and transport). For ease of reference, these diverse users are referred to throughout the Guide as contractors.

The secondary users of the Guide will be large mining companies with well-established HIV/AIDS programs, the partners of these companies, such as the Chambers of Mines, training and research institutions, government ministries, NGOs, consultants, SMEs and informal sector operations.

### Why focus on the contractors?

There are multiple organizations that interface with mining, such as contractors, suppliers, service providers or partners. In many mining companies at any point in time, there could be as many contractors as permanent employees on site. Understanding that contractors and employees interact with one another, and that the spread of HIV occurs

within sexual and social networks, mining companies have identified that the lack of opportunity to involve contractors in their workplace HIV/AIDS program or to ensure that contracting companies have their own synergistic programs undermines the effectiveness of their own HIV/AIDS programs.

### The Guide may be used when:

- Embarking on an HIV/AIDS response;
- Tackling a particular intervention for the first time;
- Reviewing an existing HIV/AIDS response, with a view to modifying and strengthening the response;
- Reviewing a particular intervention for similar reasons; or
- Assisting others, such as contractors, suppliers, unions and partners to establish or strengthen their HIV/AIDS responses.

The Guide was developed following an assessment of current responses to HIV/AIDS by the mining sector (conducted by Golder Associates Ltd. in association with CARE Canada, in 2002), and involved periodic consultation and dialogue with IFC and specifically the IFC Against AIDS program, and mining and social development specialists from the Corporation. It is currently being piloted in several companies and will be released for general use in the coming months. ☺

*Caroline Hope is a Program Manager for CCA's HIV/AIDS Initiative.*

*For more information, contact Sabine Durier, Principal Strategy Officer and Program Leader, "IFC Against AIDS," at [sdurier@ifc.org](mailto:sdurier@ifc.org)*

## ChevronTexaco Fights to conquer AIDS < By Nancy Boas >

ChevronTexaco and a range of partners are aggressively pursuing the fight against AIDS—in the workplace and in many of the communities in which the company operates.

Acquired immune deficiency syndrome seemed like a distant threat to most people and businesses in 1981, when AIDS was identified in the U.S.

Six years later, ChevronTexaco became one of the first big companies to help fight the disease. The company partnered with dozens of U.S. organizations, supporting treatment research, health care services for AIDS patients, an acclaimed television documentary that addressed myths about the disease, and more.

“Initially, we responded as a large corporation headquartered in San Francisco, a city whose population was very affected by this dreadful disease,” says Steve Burns, lead policy coordinator for Policy, Government and Public Affairs. “Over time, we also realized the ‘business case.’ The human impact goes far beyond the corporate center in California. Today, AIDS directly touches our employees, their families and their communities across sub-Saharan Africa, Asia and Latin America.”

Indeed, last year, 3 million people died of AIDS around the world, and 5 million became infected with HIV. This means there were more new infections than in any previous year, according to a United Nations report. Despite efforts to control the virus, 38 million people now live with HIV. Nowhere is the disease's grip tighter than in sub-Saharan Africa—home to 10% of the world's population and 70% of its HIV-positive people.

As the incidence of AIDS has grown, so has ChevronTexaco's involvement. The company has taken a best-practices approach, developed with UN support, based on partnerships and coalitions that combine private, government and community contributions. Government provides leadership, the private sector

provides expertise and resources, and communities engage and mobilize people.

Across its African operations, the company focuses on changing attitudes about AIDS through increased education and awareness and through voluntary testing. In Nigeria, ChevronTexaco provides infected employees and their families with anti-retroviral (ARV) medicine. In Angola, employees and their dependents have access to lifesaving drugs through the company's partnership with local clinics. By referring AIDS patients to authorized subcontracting clinics, the company protects patient confidentiality while building local capacity and sustainable programs for others to access.

The company supports government efforts to increase access to ARVs. In Angola, ChevronTexaco health care specialist Axios International and local governments are partnering to provide free AIDS testing to 90% of the pregnant women in Cabinda City (about 10,000 women). The goal is to reduce mother-to-child transmission from the current 46% to less than 10%.

In another Cabinda project, a company-sponsored blood bank in the local hospital reduced the number of HIV cases caused by infected blood transfusions from 25% to 1%. Over the 10-year period ending in 2004, the company's AIDS programs, in cooperation with the local government, reduced HIV rates in the Cabinda province from 7% to 3%.

Collaboration has been central to such successes. In December 2003, nine global companies, including ChevronTexaco, with operations in developing countries announced they will use their facilities, employees and infrastructure to expand workplace AIDS prevention and treatment to surrounding communities.

In Republic of the Congo, ChevronTexaco partners with the United Nations Development Programme to set up programs targeting the education sector.



Jay Pryor, below right, Chevron Nigeria Ltd.'s managing director, presents to Nigerian President Olusegun Obasanjo a copy of *A Day in the Life of Africa*, a book sponsored by ChevronTexaco. Book proceeds will help fund AIDS education in Africa. President Obasanjo appointed Pryor co-chair of the Nigerian Business Coalition Against HIV/AIDS.

And although the company recently sold its exploration and production operations in the Democratic Republic of the Congo, it plans to continue conducting annual workshops there to raise awareness among employees and their dependents.

In South Africa, ChevronTexaco's Caltex-branded retail-marketing operation has developed an AIDS strategy that focuses on education and prevention and provides complete health care for patients, including ARVs for employees via a managed-care option. Caltex also partnered with industry to train service-station employees as AIDS peer educators in the South African province of KwaZulu-Natal.

“The success of our company is inextricably linked to the health and productivity of our employees,” says Steve Simpson, regional medical director for ChevronTexaco Overseas Petroleum.

“The HIV epidemic threatens this success, especially in sub-Saharan Africa. We recognize this threat at the highest level and are committed to engagement with government, nongovernmental organizations and other key stakeholders in the fight against HIV. A resource-poor setting is a serious challenge, not an excuse to do nothing.” ●

For additional information visit [www.chevrontexaco.com](http://www.chevrontexaco.com)

## Americans and Africans Meet in South Africa to Increase Capital Flows to Africa

More than 400 participants from throughout Africa, Europe and the United States met last week in Johannesburg to address the challenge of increasing capital flows for investment in Africa. The lack of investment in Africa is one of the major problems preventing economic development on the continent. The conference, directed and planned by the Corporate Council on Africa, and co-sponsored by the US Export-Import Bank and a number of private international banks, was hailed a success by its participants, representing high-level executives from financial institutions and corporations from all over the world and senior government officials from throughout the African continent.

The conference was designed to strengthen U.S.-African business partnerships to help meet Africa's capital needs for infrastructure and other projects. Conference design included on-site matchmaking to provide immediate opportunity and follow-through. Project sponsors and potential investors were offered the opportunity to participate in one-on-one meetings and to engage in discussions on relevant issues to their business with experts in the particular field.

The conference highlighted priority infrastructure projects and other financing issues, such as effectively utilizing credit ratings, assessing capital markets, financing agribusiness projects, examining project and structured trade financing and financing IT projects. Key conference speakers included April Foley, First Vice President and Vice Chair, the Export-Import Bank of the United States, Obyezeksi Ezekwisili, Senior Special Assistant to the President of Nigeria,

Wiseman Nkuhlu, Chairperson-Steering Committee, NEPAD, Arunma Oteh, Treasurer, African Development Bank, Lionel October, Deputy Director General, South African Department of Trade and Industry, David Griffiths, Senior Managing Director, New York Stock Exchange, Harold Doley, Chief Executive Officer, Doley Securities, Nathan Mintah, Director, Corporate Finance and Advisory, HSBC Bank Plc, and Modise Moatlhodi, CEO, First Rand Banking Group-Public Sector Banking.

Ms. Oteh, one of Nigeria's leaders of the economic reform movement in that country, noted in her opening speech, "The theme of this conference, Increasing Capital Flows to Africa, is clearly important and timely, especially given the current low levels of capital flow to Africa." Oteh said it was important to continue to build greater confidence in the international business community for investment in Africa.

Several speakers noted that although global investment and trade is still at low levels, the trend is beginning to shift. Ms. Foley indicated that, "Overall U.S. exports to Africa increased by 7 percent in 2003 to \$11 billion." Although exports are not investments, per se, the increase of US exports to Africa does indicate a growing ability of the African market



*Participants engaged at a workshop at the Increasing Capital Flows to Africa conference*

to buy abroad.

Numerous participants praised the conference. Luanne Grant, Executive Director of the American Chamber of Commerce in South Africa, a leading US business organization in South Africa, stated, "What I particularly liked about the conference was the pragmatic, no-nonsense approach that was followed... there was a realistic approach to finding solutions."

CCA President Stephen Hayes said, "The conference, like most of our programs, had a hard-nosed realistic approach to business investment in Africa. We know the challenge of promoting investment in Africa is a long-term effort. Investors must be committed to the long-term prospects, just as we are committed to long-term engagement required to change the economic conditions in Africa through greater economic investment."

Conference sponsors also included Imperial Bank, First Merchant Bank, First National Bank, HSBC, Multilateral Investment Guarantee Agency MIGA and Africa Report. ●

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**Baker & Hostetler LLP** was founded in 1916 by Newton D. Baker, Secretary of War in World War I and former Mayor of Cleveland. Baker, who would later be called "The outstanding lawyer of his generation," by Justice Oliver Wendell Holmes, returned to the firm in 1921 after his service in President Woodrow Wilson's Cabinet. Together with his partners, he established Baker & Hostetler's strong reputation for creative solutions.

Today, Baker & Hostetler is a full-service firm with nearly 600 lawyers in ten offices nationwide as well as affiliated firms in Mexico and Brazil. The firm's prevalent locations and comprehensive practice structure ensures responsive, effective and distinctive services to clients around the world.

The firm offers international business advice to clients on African legal, political and economic issues through the extensive knowledge and experience of partner Tom McDonald, who served as U.S. Ambassador to Zimbabwe from 1997-2001. The firm represents U.S. multinationals and South African companies on the Continent. Baker & Hostetler has rare insight into the interrelationships among law, politics and commerce in Africa and throughout the world.

Further, the firm understands crisis management and the effects of world opinion on corporations as well as countries. Baker & Hostetler's ability to formulate strategy and implement resolutions involving complex security matters, economic concerns, government relations and cultural issues is unique.

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SGG operates with two wholly owned subsidiaries, Schaffer & Associates International, Ltd., (SAIL) and AfricaGlobal Partners, L.L.C. (AfG). SAIL operates out of SGG headquarters in Baton Rouge, Louisiana and AfG from the firm's Washington, D.C. offices. SAIL takes pride in the quality of its design engineering and supervision, and offers complete engineering services for many types of projects. AfG's mission is to provide high quality services for corporate and government clients, project development and finance.

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## Interview with Chief (Mrs.) Amina Titi Atiku Abubakar

**Maimouna Mills:** We are here today with Mrs. Chief Amina Titi Abubakar. She is the wife of the vice president of Nigeria. She's also the chairman of the Women Trafficking and Child Labor Eradication Foundation (WOTCLEF). It is a nongovernmental organization founded by our guest in 1999.

Why did you decide to found such an organization and go against the grain?

**Mrs Abubakar:** As a mother and wife, I spent ten years as a lecturer in Kaduna Polytechnic in Nigeria. I noticed that girls would disappear from class. When I asked where they were, I was told that they had traveled to Italy. Since Italy is a Christian country, we thought the students had gone on pilgrimage.

When I went to Rome myself I learned what was happening. I saw so many black girls on the street of Rome; I started asking the questions, what is the meaning of this? What are these girls doing here? So it was then I started getting the answer: some women in the society, they call them *madames*, bring these children from their homes, facilitating their visas and travel documents, to use them in prostitution.

**Mills:** Are these *madames* Nigerian or Italian, Europeans?

**Abubakar:** They are Nigerians. The irony of the whole thing is that the girls don't really want to do the prostitution. The *madames* tell the girls that they are coming to have a better life and education. When the girls arrive their passports are seized. Since the girls cannot speak the language, they cannot report to the authority.

I promised myself that, if I'm in a position, I will help these girls. So when my husband became Vice President in 1999, I said, now the time has come for me to help these unfortunate victims.

The very first conference, held in

October 1999, was very well attended.

**Mills:** You tackled a very sensitive subject. What was the reaction of the general public, the Nigerians at large?

**Abubakar:** From the very first workshop we had, people were supportive. Many people didn't even know that this type of thing existed. They gave kudos to WOTCLEF for trying to stop this type of trade.

**Mills:** In fact, your organization became so important that it was deemed the most important NGO in Nigeria by President Obasanjo himself. How difficult is it, in your position as wife of the Vice President, to also head an NGO, when you know that in Africa very often NGOs and governments don't work hand in hand?

**Abubakar:** It is one thing to be the wife of the Vice President and another thing to have an NGO, because it is so dear to my heart. When I started, everybody welcomed it, including my husband and Mr. President. It is an issue that had been brought up, but the major question has been: who to tackle it? When I took it on, Mr. President welcomed it. I initiated the very first private bill to the Parliament in 2001.

Before the bill, there was a protocol on the national trade, on trafficking and other drugs, that took place in Panama in 2000. When I came home from the bill signing, I wanted to move forward and so I organized [the first pan-African conference on human trafficking.] The goal was to create an African initiative against this trafficking thing. Many countries welcomed it and it was well attended.

**Mills:** Many African countries face the same problem.

**Abubakar:** So that was a very positive step I took when I came back from Panama. That is when I constituted the anti-trafficking committee. The



Maimouna Mills and Mrs. Chief Amina Titi Abubakar

anti-trafficking law was taken to Parliament and received their blessings. Last year, precisely October 14, it was passed and we now have a law in Nigeria. And Mr. President didn't stop at that. There is also now an agency that tries and prosecutes the traffickers.

At WOTCLEF, we are busy re-educating, counseling and giving so-called empowerment, skill acquisition, to the unfortunate trafficking victims.

**Mills:** You in fact counsel over 3,000 young women and girls. What kind of skills do you offer?

**Abubakar:** I have a computer place for them. I have sewing and hairdressing. I have given microcredits to many, and many are successful today.

**Mills:** So your fight is just beginning?

**Abubakar:** It is just beginning, because the current rehabilitation center is like a pilot program. I intend to build a bigger place that will accommodate about a thousand girls. We will offer formal and informal education. There will be hostels, a clinic, a church and a mosque.

Nigeria has led the way in the fight on trafficking. Our president is Chairman of the NEPAD Heads of State and Government Implementation Committee and he is urging other African and non-African countries to institute similar laws.

**Mills:** We congratulate and thank you. ©

## Today's Challenges on the Chad-Cameroon Pipeline

### An Interview with Ali Mahmoud Khadr, World Bank Country Director for Chad

The Chad-Cameroon oil pipeline gives Chad an opportunity to reduce rampant poverty and improve living conditions by using oil revenues to fund development (social) projects.

The 1070 km pipeline has been in operation since July 2003, when oil began flowing from the fields at Doba in Chad to Kribi, Cameroon.

In a year since the pipeline has been in use, some US\$48 million had accumulated in the Chadian Government's escrow account at Citibank in London. The first payment, US\$32 million was transferred to Chad in July 2004, and a second transfer of \$24.8 million came in August.

Now, the central challenge is how to efficiently and transparently use these oil revenues to finance key development projects identified in Chad's poverty reduction strategy, such as building roads and water supply, and improving education, health and welfare services.

Ali Mahmoud Khadr, Country Director for Chad, talks about this challenge and the immediate impact of the project.

#### **What is the capacity of the Chadian government, and the other institutions in the country, to bring this whole program to fruition?**

The premise that underlies this project and the associated oil revenue management program was not that the World Bank Group or any other donors would come in and take oil money and manage it on behalf of the Chadians. The premise was always, we're not going to fish for them; we're going to teach them how to fish. I think that's very important. That is a much more difficult process—the country beginning to put together its own institutional arrangements; beginning to put together structures that are staffed by its own people; to take all of this onboard and make it work.

I think we've gone through a phase over

the past three years where the predominant challenge was one of putting together the relevant structures and institutional arrangements for the oil revenue management.

There was a pre-existing system for spending public money. But there are now a lot of transparency arrangements that are relatively new to Chad. There is a new procurement code that has been put together and approved. The Chadians are working on putting together things like standard bidding documents and detailed implementation arrangements. It's a huge task. Another one was establishing the Petroleum Revenue Oversight Committee.

Today, Chad is ready to turn to a capacity-building phase. The Bank is assisting with formal training, on-the-job learning and technical assistance. It hasn't been easy, and there is frequent criticism that capacity-building has lagged behind the physical aspects of the project. The Chadians are in the driver's seat; the Chadians are the ones who have to go through contracting procedures, the disbursement application procedures, and so forth. The country is trying to build know-how and new ways of doing things.

#### **So, when can Chadians expect to benefit from the revenues emerging from the oil pipeline?**

Now is the time when the oil money would actually begin to find its way to some uses that have direct impact on the people. Under the Petroleum Revenue Management program, approximately 85% of the direct revenues—this is royalties and dividends—will be used for what we call priority poverty-reduction. Therefore, sectors typically associated with basic services for the population will receive attention first: education, health care, infrastructure and rural development. These are the priority sectors as laid out in Chad's revenue management law, which was passed by the Chadian parliament.

Oil revenue-driven projects planned for this year include constructing stretches of trunk road to augment Chad's very sparse road network; providing health centers with medicine and equipment; building new, well-supplied classrooms; and establishing well-run orphanages.

#### **What is the biggest challenge that you're facing in working with your partners in Chad in this revenue management phase of the program?**

Over the construction period, I think, the biggest challenge was to demonstrate that a huge infrastructure investment of this kind, largely driven by private capital, could actually be undertaken responsibly, observing environmental, social, and technical safeguards.

The key challenge now is the revenue management—translating these oil revenues into concrete projects that benefit people, and most of all, the less well-off people. This is one of the world's poorest countries, with an average life expectancy of less than 50 years. A huge proportion of the population is illiterate, with no healthcare access; dying of diseases that are basically curable; and no access to clean water and sanitation. We need to be realistic about what can be done, over what timeframe. We need to focus on concrete results that materialize gradually over time—people with access to more and better roads; more and better sources of clean water; more and better equipped health centers; more and better schools. ©

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*For additional information, visit the World Bank Chad/Cameroon website:  
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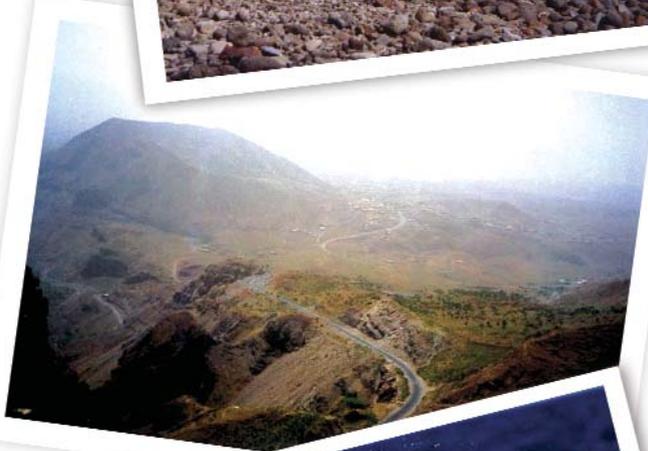
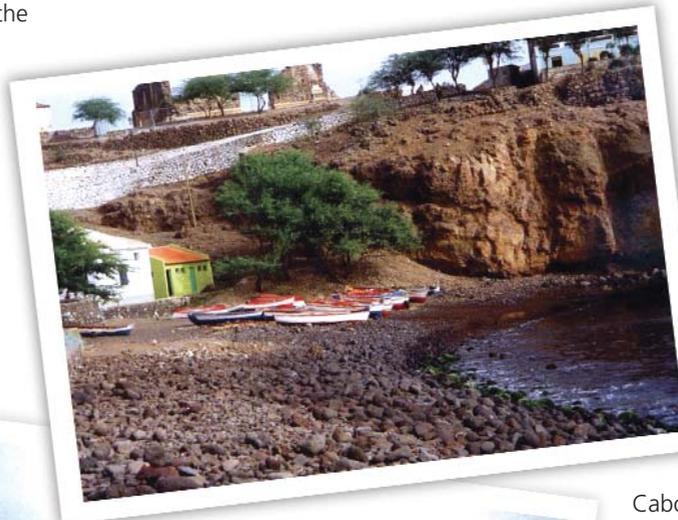
## Cape Verde: Different Holidays, One Destination < By Carlos Semedo >

**Tourism** is one of the main sources of economic vitality and foreign currency for the archipelago of Cape Verde. The amiable nature of its inhabitants, temperate tropical climate, imposing mountains, golden-sand beaches and exotic cultural traditions, make Cape Verde an exciting tourist destination.

The Republic of Cape Verde is situated in the Atlantic Ocean, 450 Km from the most westerly point of the African mainland. It is made up of 10 islands and 8 islets of volcanic origin. It is halfway between South America and Europe and only a six-hour flight from Boston, Massachusetts.

The Cape Verdean people are of mixed European and African ancestry. This gives the Cape Verdean people a unique set of customs, traditions and way of life.

Cape Verde represents 30 years of political and social stability. A major priority of the Government of Cape Verde is economic development, and since gaining independence from Portugal in 1975, the country has made steady achievements in its economic progress. It enjoys good credit flows and a good credit ratings from overseas governments, companies, and financial institutions. Cape Verde offers a broad range of hotels, choices include those that are



low-cost, luxurious, small, large, residential accommodations, family boarding houses and business-oriented.

The Cape Verdeans are a peaceful people. As crime is very rare in the country, visitors need only practice common-sense precautions to be safe. Women traveling alone can be

comforted to know that they are in a safe environment as they travel around the archipelago.

Tourists and visitors can visit several of the islands via plane or ferryboat. All of the archipelago's islands are equipped with airports. TACV

Cabo Verde Airlines operate a fleet of modern ATR-42 planes, which fly regularly between all the islands. There are also ferryboats with regular routes around the islands.

The combination of the year-round pleasant climate, magnificent and varied landscapes and the country's social stability make the archipelago of Cape Verde an ideal holiday destination.

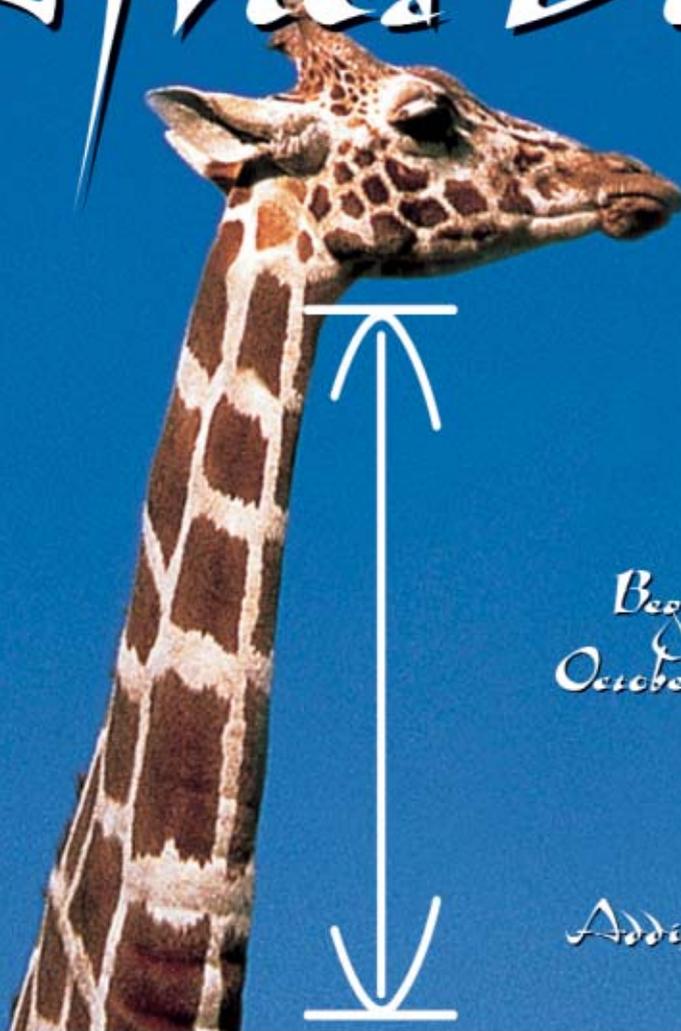
Each Cape Verdean island offers its own particular delights: sea and beach holidays, eco-tourism trips, or water and mountain sports.

However, despite these differences, all of the islands share peacefulness, a safe environment and the hospitality of their cheerful inhabitants.

We look forward to welcoming you to our country. Traveling around the islands of Cape Verde you will discover a paradise still unknown to many. ☺

*For more information visit: [www.virtualcapeverde.net](http://www.virtualcapeverde.net) or contact the Embassy of the Republic of Cape Verde in Washington, DC at (202) 965 6820 or [cvesemedo@verizon.net](mailto:cvesemedo@verizon.net)*

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