



## MAT CONSTRUCT 2005 - SUCCESSFULLY BUILDING PARTNERSHIPS IN SADC AND EU

January 2006

# NEWSLETTER

Mat Construct 2005, ESIPP's Building Materials and Construction Sector Partnership Meeting was held in Johannesburg on the 31<sup>st</sup> November - 3<sup>rd</sup> December 2005.

Designed to promote partnerships between EU and SADC private companies and intermediary organisations (joint ventures, sub-contracting, industrial licensing, franchising, sale of "turn-key" industrial facilities or production equipment, as well as marketing and management agreements) in this sector, Mat Construct 2005 formed a platform for promoting business linkages between enterprises from the two regions.



### Over 1594 successful one-on-one meetings were held

102 EU and 78 SADC companies attended the event. A total of 258 participants, including regional intermediary organisations and government officials were

present. Over 932 scheduled (formal) 1-to-1 meetings took place between the EU and SADC companies and an additional 662 informal meetings were also recorded.

### New Business Partnerships are being formed

394 potential partnerships gained from these meetings are being followed through between EU and SADC companies that took part in the Mat Construct 2005 project.

- 23% concerned the opening up of new markets,
- 15% concerned joint ventures or equity participation and
- 14% were related to the transfer of technology between the partnering companies.

In addition to the 1-to-1 meetings, a number of additional events were organised by ESIPP including;

- Presentation of sector survey and a round table discussion on promoting investment in the Building Materials and Construction sectors in SADC;
- Thematic Workshops on i) Developing business partnerships in Southern Africa, ii) Financing the building materials and con-

struction industry in Southern Africa and iii) New technologies in the building materials and construction industry;

- Presentation on opportunities from World Cup 2010 in South Africa;
- Country presentations were also given during the event.

### Policy Dialogue

Influencing policy in the region where it affects the attractiveness for investment is also a key focus area for the ESIPP programme. In this regard



ESIPP also held a Policy Dialogue Workshop just prior to the event. This workshop attended by SADC and EU government officials, project promoters and intermediary organisations was held to discuss policy issues that could help the growth of the sector in the region. (*continued to page 2*)



#### Inside this Issue:

Open Call for Proposals online at <a href="http://www.esipp.org">www.esipp.org</a>	2
CONNECT ESIPP 2005 Gaborone creating linkages	2
LIGHT ENGINEERING 2006: another opportunity for SADC region	3
D-Stone 2005: Promoting Dimension Stone In Africa	3
What's New	4
Tourism SPM Website Online	4
Lightengineering2006: FAQ	4



A set of policy recommendations were made at the meeting which were collated, written-up and distributed throughout SADC after the meeting.

Overall, the participants expressed a high level of satisfaction with Mat Construct 2005 but stressed the need for active follow-up of the business linkages established at the meeting. SADC companies can apply to ESIPP for funding to assist them in establishing a partnership with SADC and EU or another SADC company

Mat Construct 2005 is the first in a series of five SPMs being organised



by the EU-SADC Investment Promotion Programme (ESIPP), which aims to steer economic prosperity in the SADC region by encouraging public as well as private-sector investment.



For more information, visit [www.esipp.org](http://www.esipp.org) and [www.matconstruct2005.com](http://www.matconstruct2005.com)

## Open Call for Proposals on-line at [www.esipp.org](http://www.esipp.org)

ESIPP is currently seeking proposals and grant applications for i) institutional strengthening and capacity building and ii) support to SADC companies in their search for partners. All the documents related to institutional strengthening and capacity building grant application forms and guidelines as well as Company Support documents can be downloaded from the ESIPP web-site; [www.esipp.org](http://www.esipp.org)



ESIPP held an exciting new event called **CONNECT GABORONE 2005** in late October in Gaborone. The event, the first of its kind in the SADC region was aimed at creating regional and sub regional networks of business support organizations (intermediary organisations), so that investments and partnership can be increased and flow throughout SADC. As a result of CONNECT, a new energy of investment and regional integration is flow-



participants and SADC-SADC participants were held. A number of EU-SADC and SADC-SADC partnerships were established, with numerous organisations making a commitment to apply for grant funding from ESIPP.



The Majority of the participants were very pleased with the outcome. "CONNECT has offered us, members of the ESIPP network, a unique opportunity to meet and strengthen our working relationship in order to further enhance the benefits of this important programme for both regions," said one of the participating EU Intermediary Organisations.

ing through the SADC region.

The three day event attracted 130 SADC and EU participants from 98 organizations representing private national, regional or sector organizations (chambers of commerce and industry, professional associations), parastatal institutions (Investment Promotion Agencies - IPAs), financial institutions with investment promotion-related activities, and consultancy associations.

During the meeting 510 one-to-one meetings between EU and SADC par-



More Information can be found on ESIPP website [www.esipp.org](http://www.esipp.org).

## LIGHT ENGINEERING 2006: ANOTHER OPPORTUNITY FOR SADC REGION



In SADC, as in many regions around the world, the producers of light engineering products and machinery experience numerous problems finding investors and buyers of their products.

Light Engineering 2006, the 2nd of ESIPP's Sector Partnership Meetings will help to address this issue. Like Mat-Construct 2005, Light Engineering 2006, will provide a platform for EU and SADC private companies and intermediary organisations to form partnerships in this sector.

The meeting will be held in Grand Baie, Mauritius on the 14 - 17th February 2006. Those who attend will have:

- A unique opportunity to meet selected companies from over 40 SADC, EU and third countries in 4 days, in one place
- Preferred access to financial and development institutions (European Investment Bank, Centre for the Development of Enterprise etc.), contacts with high-ranking representatives of Ministries and intermediary organisations.
- A comprehensive report on the Light Engineering sector in Southern Africa, highlighting business opportunities in the region.
- Round table discussions, workshops and other networking opportunities providing all participants

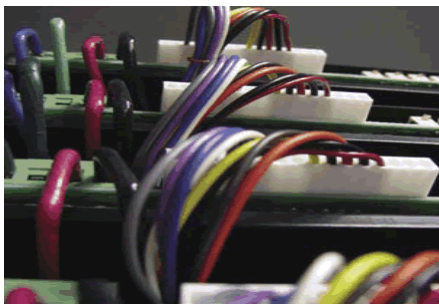
with the opportunity to discuss and debate topical business issues.

- Access to follow-up support from EC-funded programmes. Grants of up to Euro 50,000 will be made available to certain business development projects demonstrating sound potential might receive addi-



tional assistance in the form of grants from the ESIPP Programme.

SADC and EU entrepreneurs owning, promoting or investing in light engineering projects should visit the event web-site, [www.lightengineering2006.com](http://www.lightengineering2006.com). SADC companies who are interested in participating should email [spilen@blazing.co.za](mailto:spilen@blazing.co.za) to express interest in participating. EU and international companies should e-mail [PEULEN@metraconsult.co.uk](mailto:PEULEN@metraconsult.co.uk)



## D-STONE 2005: PROMOTING DIMENSION STONE IN AFRICA

D-Stone 2005 was an all ACP-African sub-sectoral B-2-B event that was largely funded by ProInvest and organised by the Kenyan Building Con-



tractors Association, Afristone and IMM (Internazionale Marmi e Macchine Carrara, Italy).

It focused on the Dimension Stone Industry (granites, marbles, limestones, etc) and brought together over 100 EU and ACP Dimension Stone operators for the 4-day event. ESIPP participated and co-financed the participation of South African companies to this event.

The event's main aim is to facilitate, in all of Africa's ACP Countries, co-operation and partnership agreements between African ACP and EU enterprises through one-to-one business meetings.



Over 500 1-to-1 business meetings took place over the four day period and the programme of also included a number of workshops and training seminars. Mr. John Gowen, Programme Manager of ESIPP chaired a plenary session that looked at EU standards for the importation of dimension stone products.

Visit: <http://www.d-stone2005.com>



## What's New!

**Welcome to a new member of PMU.** Mrs Simangaliso Chitate has just joined the PMU as Key Sector Support Expert. Mrs. Chitate will have the responsibility for the management and co-ordination of activities particularly related to ESIPP's Key Sector Support, including promotion, preparation and follow-up of Sectoral Partnership Meetings (Investment Promotion Conferences) and Sectoral B2B Meetings. She can be contacted at



[schitate@esipp.org](mailto:schitate@esipp.org).

### TOURISM SPM WEBSITE ON-LINE!

ESIPP'S 3RD Sector Partnership Meeting will be held in Namibia in October 2006, the web-site promoting this event is on-line at [www.tourism2006.com](http://www.tourism2006.com).



EU-SADC Investment Promotion Programme

SADC PROGRAMME MANAGEMENT UNIT

Unit 9, Kgale Mews, Postnet Kgale View, Private Bag 351#140, Gaborone, Botswana.

Phone: +267 318 0120, Fax: +267 318 0131.

Email: [mail@esipp.org](mailto:mail@esipp.org), Website: <http://www.esipp.org>.

Contact: *Mr. John Gowen, Programme Manager*

### EU ANTENNA

13 b, Avenue de Tervueren, B-1040 Brussels, Belgium.  
Phone: +322 740 02 40, Fax: +322 740 02 49.

Email: [info@esipp-eu.org](mailto:info@esipp-eu.org), Website: <http://www.esipp.org>.

Contact: *Patrick Sevaistre, ESIPP EU Antenna*

**WWW.ESIPP.ORG**

## Lightengineering2006: Frequently Asked Questions

**Q: What is the difference between ESIPP and Light Engineering 2006?**

**A:** ESIPP is a programme promoting investment partnerships in several sectors, only one of which is light engineering. Light Engineering 2006 is one of 5 Sector Partnership Meetings that ESIPP will organise in 2005-2007.

**Q: Is Light Engineering 2006 open to any business in SADC?**

**A:** If your business provides any product or service to the sector and provided it meets the eligibility criteria defined by ESIPP, you qualify for inclusion.

**Q: What are the eligibility criteria defined by ESIPP?**

**A:** There are several criteria, which are broadly:

- Light Engineering 2006 targets existing registered businesses in the light engineering sector i.e. with a demonstrated track record of performance
- Your enterprise will qualify to participate if you have a proposal or project opportunity which is viable and will be of interest to an investment partner.
- Viability of the proposal will be assessed by the programme "investment facilitators" who will be visiting your country
- Note that preference will be given to those businesses who are able to contribute their own resources to developing their project proposal

- If your proposal is approved and we can identify a potential investment partner for you, both partners will be required to provide proof of due diligence.

**Q: Can I apply to ESIPP to start up a partnership in a new business venture?**

**A:** The program covers growth and expansion of existing businesses and the start up of new projects or ventures but remember that ESIPP is a business-to-business initiative so that you need to demonstrate that you have a business track record in the light engineering industry. The programme is unlikely to support start up enterprises that have no track record.

[www.lightengineering2006.com](http://www.lightengineering2006.com)

NAME	DESIGNATION	ORGANISATION	TEL	FAX	EMAIL	POSTAL ADDRESS	COUNTRY
MS. MURIELLE SOJA	TRADE COUNSELLOR	EMBASSY OF THE REPUBLIC OF MADAGASCAR	012 342 0983	012 342 0995	<a href="mailto:murielle.pta@infodoor.co.za">murielle.pta@infodoor.co.za</a>	PO BOX 11722, QUEENSWOOD, 0121, PRETORIA	SOUTH AFRICA
MR. AJAYE JOGOO	MANAGING DIRECTOR / FINANCIAL ADVISOR	CIMEXPAN LTD & DOLIANA RICE MILLING CO LTD. / ECO BETON LTEE	230 433 9426	230 467 8492	<a href="mailto:alaveiogoo@yahoo.com">alaveiogoo@yahoo.com</a>	CAMP SAMY, MOKA, MAURITIUS	MAURITIUS
MR. NAMECHUN GHUMMOREEA	MANAGING DIRECTOR	GNJ CO.LTD	230 516 0205 / 416 5777	230 516 9015	<a href="mailto:gnjcoltd@hotmail.com">gnjcoltd@hotmail.com</a>		MAURITIUS
MR. SUREN DARAMSING	MANAGER	GNJ CO.LTD	231 516 0205 / 416 5777	231 516 9015	<a href="mailto:gnjcoltd@hotmail.com">gnjcoltd@hotmail.com</a>		MAURITIUS
MR. SAMAD BAKURALLY	MANAGING DIRECTOR	BNJ PROPERTIES LTD	230 676 4777	230 674 6997	<a href="mailto:bamad@hotmail.com">bamad@hotmail.com</a>	23 JERNIGHAM STR CUREPIPE	MAURITIUS
MR. NASSER JAULIM	MANAGER	BNJ PROPERTIES LTD	230 676 4777	230 674 6997	<a href="mailto:bamad@hotmail.com">bamad@hotmail.com</a>	23 JERNIGHAM STR CUREPIPE	MAURITIUS
MR. RAFFI VARTAN	MANAGING DIRECTOR	SPAIN ARYA GROUP	0034 964 398048	0034 964 398460	<a href="mailto:raffi@arabianyasociados.com">raffi@arabianyasociados.com</a>	AVDA. LA PARRETA S/N 12560, BENICASIM, CASTELLON, SPAIN	SPAIN
MS. DIANA CHOTA	PROGRAMME ADMINISTRATOR	ESIPP	267 318 0120	267 318 1031	<a href="mailto:dchota@esipp.org">dchota@esipp.org</a>	POSTNET KGALE VIEW, PIBAG 351#140, GABORONE	BOTSWANA
MR. JOSEPH W. NYAMUNDA	PROGRAMME MANAGER - SME DEVELOPMENT	SADC-DFRC	267 319 1146	267 319 1147	<a href="mailto:jnyamunda@sadc-dfrc.org">jnyamunda@sadc-dfrc.org</a>	PRIVATE BAG 0034, GABORONE, BOTSWANA	BOTSWANA
MR. KHULEKANI MATHE	RESEARCH CONSULTANT	PROCUREMENT DYNAMICS (PTY) LTD	012 460 9243	012 460 9247	<a href="mailto:khulekani.mathe@webmail.co.za">khulekani.mathe@webmail.co.za</a>	381 CHARLES STREET, PRETORIA	SOUTH AFRICA
MR. ELLASON KASEKO	DEPUTY DIRECTOR	MINISTRY OF MINES NATURAL RESOURCES AND ENVIRONMENT (GEOLOGICAL SURVEY DEPARTMENT)	265 01 759 165	265 01 754 793	<a href="mailto:eskaseko@yahoo.com">eskaseko@yahoo.com</a>	PO BOX 251 LILONGWE, MALAWI	MALAWI
MR. SALIM CASSIM	CEO	APEX ASPHALT CC	031 469 0832	031 462 3962	<a href="mailto:salim@metroweb.co.za">salim@metroweb.co.za</a>	PO BOX 12318, JACOBS, 4026	SOUTH AFRICA
MR. GRAHAM J. SMITH	MANAGING DIRECTOR	GLOBAL CERAMICS CONSULTANCY	032 15 322 942	032 15 322 942	<a href="mailto:grahamsmith@btinternet.com">grahamsmith@btinternet.com</a>	RECHTSTRAAT 90, 2570 DUFFEL, BELGIUM	BELGIUM
MR. SETH AKWESHIE	FINANCE DIRECTOR	ASTRA MARKETING CO.	267 397 5199 / 397 4955	267 397 4955	<a href="mailto:astra.marketing@botsnet.bw">astra.marketing@botsnet.bw</a>	PO BOX 1363, GABORONE BOTSWANA	BOTSWANA
MS. MAGGIE APRIL	MANAGING DIRECTOR	ASTRA MARKETING CO.	267 397 5199 / 397 4955	267 397 4955	<a href="mailto:astra.marketing@botsnet.bw">astra.marketing@botsnet.bw</a>	PO BOX 1363, GABORONE BOTSWANA	BOTSWANA
MR. NICOLA PEZZETTA	SENIOR ARCHITECT, MANAGING DIRECTOR	DCG DESIGN CONSULTANTS GROUP SRL - INTEGRATED SERVICES FOR CONSTRUCTION INDUSTRY	039 339 881 3385		<a href="mailto:dcg@design-consultants-group.com">dcg@design-consultants-group.com</a>	PIAZZA DELLA REPUBBLICA 3, UDINE 33100, ITALY	ITALY
MR. MARTIN CHINGAIRA	CEO / SECRETARIAT	CONSTRUCTION INDUSTRY FEDERATION OF ZIMBABWE	263 746 661, 746 905, 788 073	263 746 937	<a href="mailto:chinx@comone.co.zw">chinx@comone.co.zw</a>	PO BOX 1502, HARARE, ZIMBABWE	ZIMBABWE
MS. LWABA JARIO	PROJECT ADMINISTRATOR	NAMIBIA CHAMBER OF COMMERCE AND INDUSTRY (NCCI)	264 61 228 809	264 61 228 009	<a href="mailto:tnshaanika@ncci.org.na">tnshaanika@ncci.org.na</a>	PO BOX 9355, WINDHOEK, NAMIBIA	NAMIBIA
MR. BWALYA LUMBWE	MANAGING DIRECTOR	M.I. PROJECTS LTD	260 96 755 980 / 260 1 262 460	260 1 261 080	<a href="mailto:blumbwe@zamtel.zm">blumbwe@zamtel.zm</a>	BOX 320073, WOODLANDS, LUSAKA, ZAMBIA	ZAMBIA
DR. YUSUF A S FUNDI	CONSULTANT	NATIONAL CONSTRUCTION COUNCIL	255 22 213 5554, 213 1321	255 22 211 8887	<a href="mailto:yfundi@ncc.or.tz">yfundi@ncc.or.tz</a>	MANSFIELD STREET, PO BOX 70039, DAR ES SALAAM, TANZANIA	TANZANIA

MR. FREDDIE-MICHEL KANGA LOBANGA	OFFICER CHIEF GENERATING INVESTMENT	ANAPI	243 99 99 250 26	NONE	<a href="mailto:frediekanga2000@yahoo.fr">frediekanga2000@yahoo.fr</a>	1797 KINSHASA, DRC	DRC
MR. ZIZWE PAUL VILANE	SENIOR MANAGER	SWAZILAND INVESTMENT PROMOTION AUTHORITY (SIPA)	268 404 0470/2/3/4	268 404 3374	<a href="mailto:vilanez@sipa.org.sz">vilanez@sipa.org.sz</a>	PO BOX 4194, MBABANE, H100, SWAZILAND	SWAZILAND
MR. RAJAKRISHNA CHELLAPERMA	DIRECTOR GENERAL FREEPORT UNIT	BOARD OF INVESTMENT MAURITIUS	230 203 3800	230 208 2924	<a href="mailto:sandy@boi.intnet.mu">sandy@boi.intnet.mu</a>	10TH FLOOR, ONE CATHEDRAL SQUARE BUILDING 16, JULES KOENIG STREET, PORT LOUIS, REPUBLIC OF MAURITIUS	MAURITIUS
MR. ROBERT RANDRIAMBOLOLONA	COUNSELLOR SPECIAL OF CHAIRMAN, GENERAL SECRETARY	FEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY, HANDICRAFT AND AGRICULTURAL OF MADAGASCAR	261 20 22 202 12	261 20 22 202 13	<a href="mailto:smart_v@wanadoo.mg">smart_v@wanadoo.mg</a>	HOTEL CONSULAIRE - 20, RUE PAUL DUSSAC, ANTANINARENINA - B.P. 166 ANTANANARIVO	MADAGASCAR
MR. MARIO JORGE C. RAFAEL	CIVIL ENGINEER	MOZAMBIQUE ROAD FUND	258 21305589 / 21357222	258 21305069 / 21305535	<a href="mailto:rafael@fe.gov.mz">rafael@fe.gov.mz</a>	AV. MARTIRES DE INHAMINGA, 170	MOZAMBIQUE
MR. LEONARD S.N. KALINDEKAFE	DIRECTOR	MINISTRY OF MINES NATURAL RESOURCES AND ENVIRONMENT (GEOLOGICAL SURVEY DEPARTMENT)	265 1 524 166	265 1 524 716	<a href="mailto:kalindekafe@sdpn.org.mw">kalindekafe@sdpn.org.mw</a>	PO BOX 27, ZOMBA, MALAWI	MALAWI
MR. CHALIMBA C. PHIRI	DIRECTOR MARKETING AND INVESTMENT PROMOTIONS	ZAMBIA INVESTMENT CENTRE	260 1 254214	260 1 252150	<a href="mailto:chalimba@zic.org.zm">chalimba@zic.org.zm</a>	PO BOX 34580, LUSAKA - ZAMBIA	ZAMBIA
MS. DOLLY KANDUME	INVESTMENT PROMOTION EXECUTIVE	NAMIBIA INVESTMENT CENTRE	264 61 283 7314	264 61 220 278	<a href="mailto:kandume@mti.gov.na">kandume@mti.gov.na</a>	PRIVATE BAG 13340, WINDHOEK	NAMIBIA
MR. MOSES PAKOTE	DEPUTY DIRECTOR: INVESTOR SERVICES	NAMIBIA INVESTMENT CENTRE	264 61 283 7254 / 811 245544	264 61 220278	<a href="mailto:pakote@mti.gov.na">pakote@mti.gov.na</a>	PRIVATE BAG 13340, WINDHOEK	NAMIBIA
MR. ROELOF VAN TONDER	INTERNATIONAL BUSINESS DEVELOPMENT MANAGER	SOUTH AFRICAN ASSOCIATION OF CONSULTING ENGINEERS	011 463 2022	011 463 7383	<a href="mailto:roelofvt@saace.co.za">roelofvt@saace.co.za</a>	PO BOX 68482, BRYANSTON, 2021	SOUTH AFRICA
MR. JORGE SANZ GONZALEZ	SPANISH REPRESENTATIVE OF ICEX (SPANISH INSTITUTE FOR FOREIGN TRADE)	ICEX (SPANISH INSTITUTE FOR FOREIGN TRADE)	0034 913 491812	0034 914 316347	<a href="mailto:jsanzgonzalea@yahoo.com">jsanzgonzalea@yahoo.com</a>	PO CASTELLANA16, 2, 28046, MADRID	SPAIN
MR. GIANMARCO MELE	INTERNATIONAL PROJECT REPRESENTATIVE	OICE - ASSOCIATION OF ITALIAN ENGINEERING, ARCHITECTURAL AND TECHNICAL-ECONOMIC CONSULTING ORGANIZATIONS	39 06 806 87248	39 068085022	<a href="mailto:internazionale@oice.it">internazionale@oice.it</a>	00197 ROME/ITALY - VIALE MARESCIALLO PILUDSKI, 124	ITALY
MR. OBERT MPHO YUYI	INVESTOR SERVICE OFFICER	BEDIA	267 318 1931	267 318 1941	<a href="mailto:yuyio@bedia.bw">yuyio@bedia.bw</a>	PLOT 28 MATSITAMA ROAD, PO BOX 3122, GABORONE, BOTSWANA	BOTSWANA
MR. PAUL ROGERS	EXPORT MANAGER	SAFCEC (SOUTH AFRICAN FEDERATION OF CIVIL ENGINEERING CONTRACTORS)	011 455 1700	011 450 1715	<a href="mailto:export@safcec.org.za">export@safcec.org.za</a>	PO BOX 644, BEDFORDVIEW 2008	SOUTH AFRICA
MR. THOMAS FEIGE	REGIONAL ADVISOR, EU DELEGATION, GABORONE, BOTSWANA	EU					BOTSWANA
DR. SYLVESTER MASHAMBA	EXECUTIVE DIRECTOR	NATIONAL COUNCIL FOR CONSTRUCTION	260 1 244 004	260 1 243 115	<a href="mailto:mashamba@zamnet.zm">mashamba@zamnet.zm</a>	PO BOX 39548, LUSAKA, ZAMBIA	ZAMBIA
MR. ANDREW MERRIFIELD	CONSTRUCTION SECTOR EXPERT						SOUTH AFRICA

MR. CHOWA JOHN CHUNDA	SADC SECRETARIAT, GABORONE, BOTSWANA	SADC					BOTSWANA
DR. NICOLAU SULULO	EU DELEGATION	SADC					
MR. HENK LANGENHOVEN	EXECUTIVE DIRECTOR	SAFCEC (SOUTH AFRICAN FEDERATION OF CIVIL ENGINEERING CONTRACTORS)	011 455 1700	011 450 1715		PO BOX 644, BEDFORDVIEW 2008	SOUTH AFRICA
MR. DAVID GRAHAM	MANAGING DIRECTOR	INTERNATIONAL TRADE PROJECTS (PTY) LTD	011 486 0585	011 486 0530	<a href="mailto:david@tradeprojects.co.za">david@tradeprojects.co.za</a>	PO BOX 2317, PINEGOWRIE, 2123	SOUTH AFRICA
MR. MARK BURKE	TEAM MEMBER	INTERNATIONAL TRADE PROJECTS (PTY) LTD	011 486 0585	011 486 0530	<a href="mailto:david@tradeprojects.co.za">david@tradeprojects.co.za</a>	PO BOX 2317, PINEGOWRIE, 2123	SOUTH AFRICA
MR. PAKISO MOLEMA	TEAM MEMBER	INTERNATIONAL TRADE PROJECTS (PTY) LTD	011 486 0585	011 486 0530	<a href="mailto:david@tradeprojects.co.za">david@tradeprojects.co.za</a>	PO BOX 2317, PINEGOWRIE, 2123	SOUTH AFRICA
MS. WILNA LINDES	DIRECTOR	INTERNATIONAL TRADE PROJECTS (PTY) LTD	011 486 0585	011 486 0530	<a href="mailto:wilna@tradeprojects.co.za">wilna@tradeprojects.co.za</a>	PO BOX 2317, PINEGOWRIE, 2123	SOUTH AFRICA
MS. LINDI PIETERSE	MARKETING ASSISTANT	INTERNATIONAL TRADE PROJECTS (PTY) LTD	011 486 0585	011 486 0530	<a href="mailto:lindi@tradeprojects.co.za">lindi@tradeprojects.co.za</a>	PO BOX 2317, PINEGOWRIE, 2123	SOUTH AFRICA
MS. LEFKIA SWART	MARKETING ASSISTANT	INTERNATIONAL TRADE PROJECTS (PTY) LTD	011 486 0585	011 486 0530	<a href="mailto:lindi@tradeprojects.co.za">lindi@tradeprojects.co.za</a>	PO BOX 2317, PINEGOWRIE, 2123	SOUTH AFRICA
MR. JOHN GOWEN	PROGRAMME MANAGER	ESIPP	267 318 0120	267 318 0131	<a href="mailto:jgowen@esipp.org">jgowen@esipp.org</a>	POSTNET KGALE VIEW, P/BAG 351#140, GABORONE	BOTSWANA
MR. PAUL BISHOP	PROGRAMME MANAGER	ESIPP	267 318 0120	267 318 0131	<a href="mailto:pbishop@esipp.org">pbishop@esipp.org</a>	POSTNET KGALE VIEW, P/BAG 351#140, GABORONE	BOTSWANA
MS. SOPHIE PIRKIN		ASIAFCO	32 2 735 1208	32 2 733 1018	<a href="mailto:sophiepirkin@skynet.be">sophiepirkin@skynet.be</a>	29 RUE EMILE STEENO, BTE 83, B, 1160, BRUSSELS, BELGIUM	BELGIUM
MR. FRANCOIS DE BRUYN		ASIAFCO	33 2 735 1208	33 2 733 1018	<a href="mailto:contact@asiafco.com">contact@asiafco.com</a>	29 RUE EMILE STEENO, BTE 83, B, 1160, BRUSSELS, BELGIUM	BELGIUM
MS. S. CHITATE	PROGRAMME MANAGER	ESIPP	267 318 0120	267 318 0131	<a href="mailto:schitate@esipp.org">schitate@esipp.org</a>	POSTNET KGALE VIEW, P/BAG 351#140, GABORONE	BOTSWANA
MS. MOTLALEPULA M. LETLOLE	LIBRARIAN (ACCOMPANIED MR. CHUNDA)	SADC	267 395 1863	267 397 2848	<a href="mailto:mletlole@sadc">mletlole@sadc</a>		BOTSWANA
MS. LESLEY VAN HEERDEN		ESIPP			<a href="mailto:lvheerden@esipp.org">lvheerden@esipp.org</a>	POSTNET KGALE VIEW, P/BAG 351#140, GABORONE	BOTSWANA
MS. THERESA DU TOIT		MTT			<a href="mailto:tdt@mtt.co.za">tdt@mtt.co.za</a>		SOUTH AFRICA
MR. TERENCE MELLY	ADMINISTRATION MANAGER	TRADE POINT PRETORIA TSHWANE	012 358 1426	012 358 1448	<a href="mailto:terry@tradepoint.org.za">terry@tradepoint.org.za</a>	PO BOX 3300, PRETORIA, 0001	SOUTH AFRICA
MS. BARBARA AMATO		ESIPP AGORA 2000	039 06 324 1719		<a href="mailto:b.amato@agora2000.it">b.amato@agora2000.it</a>		ITALY
MS. KHATIJA KHALIL	COMMISSIONER OF OATHS, ADMINISTRATOR OF ESTATES	APEX / KHATIJA KHALIL ATTORNEYS	031 309 7877	031 309 3904	<a href="mailto:khatija00@hotmail.com">khatija00@hotmail.com</a>	PO BOX 50505, MUSGRAVE, 4062	SOUTH AFRICA
MR. FLAVIO BURLIZZI	HEAD OF EU AFFAIRS OFFICE	MONDIMPRESA	32 02 502 3131	32 02 502 5898	<a href="mailto:flavio.burlizzi_bxl@mondimpresa.it">flavio.burlizzi_bxl@mondimpresa.it</a>	B - 1000 BRUXELLES - AVENUE DES ARTS 19 A/D	BRUXELLES
MS. MARIA MHLONGO	TRADE MISSION COORDINATOR	CHAMBER OF COMMERCE AND INDUSTRY - JOHANNESBURG (NAFCOC JCCI)	011 726 5300	011 482 2000	<a href="mailto:mariam@nafcocjcci.co.za">mariam@nafcocjcci.co.za</a>	PRIVATE BAG 34, AUCKLAND PARK, 2006	SOUTH AFRICA

MR. THIERRY RAKOLONARIVO	BUSINESS DEVELOPER	RESIDENCE CAMELIA ARTRUIS	33 662 485054		<a href="mailto:thierry.rako@caramail.com">thierry.rako@caramail.com</a>		MADAGASCAR
MR. NUNO LOURENCO	DIRECTOR	NAMIBIA STONE PROCESSING (PTY) LTD	264 61 240424	264 61 239019	<a href="mailto:n.lourenco@iway.na">n.lourenco@iway.na</a>	PO BOX 20086, WINDHOEK, NAMIBIA	NAMIBIA
MR. PIERRE FOURIE	MANAGING DIRECTOR	BIFSA (BUILDING INDUSTRIES FEDERATION OF SOUTH AFRICA)	011 205 9000	011 315 1644		CONSTRUCTION PARK, 234 ALEXANDRA AVENUE, MIDRAND	SOUTH AFRICA
MS. BONAVENTURA APRIL	COMMERCIAL COUNSELLOR	HIGH COMMISSION OF THE REPUBLIC OF NAMIBIA	012 343 3060	012 343 8924	<a href="mailto:comcounsellor@namibia.org.za">comcounsellor@namibia.org.za</a>	PO BOX 29806, SUNNYSIDE 0132, PRETORIA	SOUTH AFRICA
ELISA STABELLINI	EXPORT AND MARKETING MANAGER	EDILTECO - SISTEMI PER L'EDILIZIA	39 0535 82161	39 0535 82970	<a href="mailto:elisa.stabellini@edilteco.it">elisa.stabellini@edilteco.it</a>	VIA BERTONA, 86 - 41038 SAN FELICE s/P (MO), ITALY	ITALY
MR. WILLIAM NEPO KEKANA	DIRECTOR - CAPITAL EQUIPMENT AND ALLIED SERVICES	THE DEPARTMENT OF TRADE AND INDUSTRY, SOUTH AFRICA	012 394 1161	012 394 2161	<a href="mailto:nepok@thedi.gov.za">nepok@thedi.gov.za</a>	77 MEINTJIES STREET, SUNNYSIDE, PRETORIA	SOUTH AFRICA
MR. UFULU JOHN LOGA	MANAGING DIRECTOR	LITTLEWAYS BUILDING CONTRACTORS LTD	265 1 711415	265 1 712252	<a href="mailto:littleways@malawi.net">littleways@malawi.net</a>	PO BOX 1703, LILONGWE, MALAWI	MALAWI
MR. PRADEEP DOMAH		EUROLUX CO LTD & HI-TECH GROUP OF COMPANIES					MAURITIUS
MS. IRENE TLHASE	PROGRAMME MANAGER	DEVELOPMENT BANK OF SOUTHERN AFRICA	011 313 3127	011 313 3055	<a href="mailto:itlhase@mweb.co.za">itlhase@mweb.co.za</a>	PO BOX 1234, MIDRAND	SOUTH AFRICA
RAINALDI ALESSANDRA	AREA MANAGER	ITALIAN INSTITUTE FOR FOREIGN TRADE	39 06 5**29355	39 0654220007	<a href="mailto:a.rainaldi@iee.it">a.rainaldi@iee.it</a>	VIA LISTZ, 21 ROME, ITALY	ITALY
MR. CHARLES KANKUZI	GEOLOGIST	MINISTRY OF MINES NATURAL RESOURCES AND ENVIRONMENT (GEOLOGICAL SURVEY DEPARTMENT)	265 1 524 166	265 1 524 716		PO BOX 27, ZOMBA, MALAWI	MALAWI
VAF MEITE		CDE - PROINVEST					
MR. T.P. CHIMURIWO	MANAGING DIRECTOR	COSTAIN (AFRICA) LTD	263 4 663 571-8	263 4 669988	<a href="mailto:tpchim@africaonline.co.zw">tpchim@africaonline.co.zw</a>	PO BOX ST197, SOUTHERTON, HARARE	ZIMBABWE
MR. ADRIEN LUTUBA NALUMBU	ASSISTANT TO GENERAL SECRETARY FEC	FEC	243 81248 8890	NONE	<a href="mailto:adlutubanal@yahoo.fr">adlutubanal@yahoo.fr</a>	B.P. 7247, KINSHASA, DRC	DRC