

WE WILL DEVOTE EQUALLY MORE EFFORTS TO ACCESS THE ARAB FUNDS WHICH ARE INVESTING SIGNIFICANT SUMS IN AFRICA, PARTICULARLY IN COUNTRIES WITH A DOMINANT MUSLIM POPULATIONS. SINCE ITS REORGANIZATION, CIDA HAS ESTABLISHED THE POSITION OF VICE-PRESIDENT RESPONSIBLE FOR RELATIONS WITH FINANCING ORGANIZATIONS WHICH WILL INVESTIGATE THE POSSIBILITY OF CO-FINANCING WITH THESE INSTITUTIONS AND THE CLIENT. FOR ITS PART, THE EXPORT DEVELOPMENT CORPORATION HAS ALSO CREATED A NEW POSITION TO EXPLORE CO-FINANCING POSSIBILITIES. AS YOU SEE, THE POSSIBILITIES ARE THERE AND IT'S FOR YOU TO TAKE ADVANTAGE OF THEM.

THERE ARE OTHER DIFFICULTIES; OUR EUROPEAN COMPETITORS ARE WELL ESTABLISHED IN AFRICA AND HAVE A NETWORK OF AFRICAN AND EXPATRIATE CONTACTS WHICH HAVE BEEN THERE FOR MANY DECADES. NONETHELESS, THROUGH THE EFFORTS OF CIDA AND CERTAIN FIRMS SUCH AS CEGIR, MORE CANADIAN TECHNICAL COUNSELLORS NOW ARE PLACED IN DEPARTMENTS AND AGENCIES IN MANY AFRICAN COUNTRIES. A GROWING NUMBER OF AFRICANS ARE BEING TRAINED IN CANADA AND RETURN TO THEIR COUNTRIES WITH A POSITIVE IMAGE OF CANADA AND OF ITS CAPABILITIES IN KEY SECTORS OF DEVELOPMENT.

THE DISTANCE BETWEEN CANADA AND THE CONTINENT OF AFRICA, AND THE ABSENCE OF DEPENDABLE MEANS OF RAPID COMMUNICATION AND

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