
Varity Corporation also supported the efforts of the Canadian Export Association to establish a Canadian Government-sponsored program for assisting the development of black businesses in South Africa. Fedmech and Federale indicated their willingness to assess opportunities for preferential sub-contracting to black businesses.

In 1987, this project, known as the Canadian Association for Black Business in South Africa (CABBSA), received funding approval from the Canadian International Development Agency. The newly established organization is comprised of Canadian firms and Canadian linked companies doing business in South Africa, the Get Ahead Foundation, the National African Federated Chamber of Commerce, the Wits University Centre for Developing Business and black management consultants.

This program aims to support the development of black businesses to enable them to become fully fledged suppliers and sub-contractors to Canadian firms and Canadian linked companies; to help them export their products; and to promote industrial linkages through joint ventures. A brochure outlining CABBSA is attached (Appendix 3).

Varity has pledged up to \$100,000 in in-kind service support to the project. Dennys Roquand, Former Director of Massey-Ferguson Tractors in South Africa continues as the Chairman of CABBSA and Massey-Ferguson provides administrative support to the organization.

In 1988, the first full year of the program, CABBSA assisted the establishment of several black-owned companies which provided jobs for a large number of previously unemployed blacks. One project in particular is that of Mr. Oupa Motsepe who was unemployed a year ago and now owns and runs a company called Softball Distributors. This company presently employs about 40 people and is quickly becoming successful.

In 1989 CABBSA continued to expand. More than 25 companies have been assisted to-date. Information on some of the most successful cases can be found in Appendix 3.

In March, 1990, Varity Corporation hosted a delegation from CABBSA on a two day visit to the Toronto region. This was part of a one week Canadian visit aimed at familiarizing members of the CABBSA Council with Canadian capabilities. A report on the visit is included as Appendix 4.