

CAN BLACK AMERICANS PLAY A MAJOR ROLE IN THE DEVELOPMENT OF AFRICA?

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INTRODUCTION

The Black American may well occupy a unique position in history. On the one hand he is exposed to the largest industrial and consumer complex in the world; on the other, he can never be more than a token part of the *decision making* machinery that makes up that process. This is not to say that Black Americans should not continue to avail themselves of the many educational and economic opportunities that exist in America; rather, the closer one gets to the mainstream of American life, the more one realizes that the Black American will never really become an integral part of the industrial—social process. For to be an American in the operational sense of the word, i.e. to be an integral part of the decision making process, requires that one be *both* Protestant and White, next Catholic and white, and finally, Jewish and white. It is precisely this color requirement that precludes more than token acceptance. To this extent the African American will be a perpetual *resident alien* for the undetermined future. Such a position need not result in self destruction. It can really be an advantage and especially to Third World countries. It is my position that the Black American has a great contribution to make to the Third World—especially Africa. In determining the reliability of my position the following topics will be treated: 1. What are some of the major economic needs of Africa? 2. Does Africa want the Black American? 3. How can the Black American contribute towards those needs? 4. How can the process get started? a) Capital investment b) Technology transfer c) Manufacturing d) Construction e) Consultation and Planning.

The Major Economic Needs of Africa

Major challenges face African leaders in their efforts to establish equilibrium between foreign economic influences and the imperatives of national development. Obviously, the problems they have to solve vary in severity with (1) *the level of their technology*; (2) *the supply and sophistication of their manpower*; (3) *their capital base*; and (4) *the extent and importance of their resources*.

More importantly, any attempted solution that does not include an appreciation of the past economic practices of Colonialism and the present self interest of both industrialized nations and multi-national corporations is doomed to failure.

It is the conviction of this author that no meaningful progress toward economic freedom for Africa can be achieved without a major reassessment and realignment of the crucial components of economic development: capital, machinery, manpower and material. As will be pointed out later, the Black

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American can be very helpful in the realignment process. However, it is not the Black American who is being sought out to assist in the development of Africa, rather, it is the sons and daughters of those families in Europe and America who controlled the reins of oppression in the past. The fact of being white, by itself, should not disqualify one from serving as economic planners, technology transfer agents and procurement officers for African countries, but the realities of the cultural loyalties of whites to their respective homelands should cause the countries in question to proceed with caution. A disregard of this fact has caused the loss and waste of millions of dollars in Africa. A private discussion of most African Heads of State will reveal a large number of "rip off" schemes perpetuated by Western business concerns. Obsolete equipment with no spare parts; inferior equipment, high manufacturing projects with no markets for the output and unqualified "technical experts" are only a few of the unfortunate experiences that have occurred. More often than not the circumstances that permitted the exploitation to take place were sincere but desperate efforts of African leaders to diversify their economies and produce enough foreign exchange to support an orderly internal growth.

The real question that must be answered is how is economic growth to take place in Africa? Because the Black American has no vested interest or allegiance to the Commonwealth, French community, Common Market or American technology, he can frequently see clearer than some who are closer to the problems on a daily basis. As a Black American operating in over 14 African countries since 1964, this is what I see:

Development strategies of almost all developing countries, according to highly respected multi-lateral authorities such as the World Bank, The International Monetary Fund, and the United Nations, can be summarized as follows: Growth in undeveloped countries is hampered by an inadequate supply of technology and technicians; an inadequate growth in exports; inadequate foreign exchange (excepting OPEC countries); inadequate infra structures and/or labor to cause more than a short lived attempt at industrialization. And generally, the condition is made worse by the population explosion.

Based upon the above, Third World countries are scolded and admonished to pursue family planning; to import technology, management and/or capital from the West; and to seek aid where available.

Most professional Black Americans, including this writer, would tend to disagree both with the definition of the problems as set forth above and recommended solutions. Having observed the operation of white businesses within our communities for more than 100 years and the institutionalized preservation of the competitive advantages that enables the white businesses to recapture most of the more than 50 billion dollars per year American Blacks spend on consumer goods, we have a different explanation for the "undeveloped" nature of African economies. For us, undeveloped countries are in that state primarily because of the distortion to their respective economies brought about as a result of their integration into the world market from a position of weakness, i.e. from the position of an outsider. Their exports and imports have been determined almost exclusively by the pattern of production and consumption within the Western industrialized nations and not by their own development needs as determined by such considerations as labor, agricultural independence and social development. According to Robert McNamara, President of the World Bank, to attain a rate of

import growth close to 7 per cent (so as to attain an annual growth target of 6 per cent set by the United Nations) and meet their debt obligations, developing nations will require foreign resources to grow by more than 7 per cent per year. As will be pointed out below, the attainment of this goal will require a new approach to economic development by Third World nations, including OPEC nations.

To begin with, to attain a 6 per cent growth of a country's gross national product is quite an achievement. For instance, between 1960 and 1967, the export growth rate throughout the world was exceptionally high. Nevertheless, the growth rate of the gross national product was only between 3.1 per cent and 4.4 per cent—about half the U.N. target. In other words, to attain a 6 per cent annual growth rate in circumstances faced by most developing nations, i.e. imports rise twice as fast as exports, it would require an export growth rate of between 12 and 18 per cent. More importantly, given the nature of the African imports (expensive, inflated capital equipment, technology and agricultural products) and the nature of the exports (raw materials and agricultural products not manufactured goods), it will virtually be impossible for the United Nations' goal to be attained. The export of manufactured goods from developing nations will remain an exception for some time to come. Suffice it to say that no developed country will risk unemployment and balance of payments crises in their own country to promote the developments of major competing manufacturing concerns abroad. This is true notwithstanding the highly publicized good will missions of many Europeans and Americans to Africa to prove themselves worthy to have African treasuries entrusted into their hands.

The fact of the matter is that the world is confronted by the stark economic reality of the widening gap between the rich countries and the poor countries. This problem, which has reached crisis proportions, is born of the world conditions that the prices for raw materials which continue to be the basis of the economics of developing countries have been historically low and are now relatively stagnant in comparison to the prices of manufactured goods. In the case of the latter, those goods come primarily from developing nations and have undergone an increase of approximately 30 per cent in just the last 18 months. The results have been increasing poverty and deprivation in developing countries (to some extent the OPEC nations represent a partial exception to this statement) which have at the same time watched the developed countries achieve fantastic standards of living; involving, in some cases, considerable squandering of the world's natural resources.

Of equal importance is the fact that relying upon the export of raw materials for foreign exchange to purchase imports poses two obvious dangers. Firstly, raw materials command significantly less revenues than manufactured goods and as such the developing nations usually find their imbalance of payments unacceptable. And secondly, by exhausting the natural resources of Third World Countries for the benefit of the West and Japan, by the time the Third World Nations are technologically ready for the exploitation and utilization of their own resources, *there may be hardly anything left.*

This is not to say that Africa should not export raw materials, import technology and technical experts and seek aid in order to further its internal economic growth. Obviously, these activities must continue at least—into the near future; but it is to say that the utmost caution and planning must be employed to see to it that:

1. "Arrangements" are established to insure the highest possible price for the raw materials, including manufacturing joint ventures within the host country and conservation programs.
2. The technology and technical experts imported from the West meet the standards of quality and relevance established by the African planners. Neither international bidding, the World Bank, nor the U.S. Commerce Departments always produce such results.
3. As a rule of thumb foreign aid should always be treated with suspicion. It is not the nature of foreign policy to make gifts free of charge.
4. The goal of economic independence through agricultural development and selected manufacturing ventures where total output is virtually pre-sold should be a priority.
5. Foreign sources of finances should be established to finance imports without an accompanying inflationary trend or imbalance of payments.

In the realization of all of the above goals, the Black American can be helpful; and he will be helpful if he is made to believe his help is desired.

Does Africa Desire Contributions From the African American?

From the kitchen to the state house one of the most heated topics debated throughout Africa and the United States for the last ten years has been whether or not the African "accepts" Black Americans and vice versa. The participants in the debate range from street drummers and poets to professionals and armed revolutionaries. The participants in the debate are not, however, confined to those who are directly involved. For example, the powerful American white press has traditionally taken the position that Africans are Africans and Afro-Americans are Americans and never the twain shall meet. It is therefore not unusual to find alleged statements made by an African or an African American that tends to confirm their position featured prominently in their pages. This is peculiar in view of the fact that the American press gives virtually no coverage to African affairs. Some of the statements frequently attributed to Africans include such things as: "The U.S. Black is mixed with American whites and therefore no longer pure"; "the U.S. Black thinks he is better than the African"; "The U.S. Black feels no link with Africa because of the 300 years of separation"; and "U.S. Black deems himself an American and as such has no interest to be concerned about Africa." On the other hand, statements attributed to Black Americans include: "Africans regard us as impure"; "there are no cultural links between us"; "Africans are trying to imitate their prior colonial masters and as such have no time for the Black American"; and finally, "Black Americans have their own problems and therefore have no time for Africa." The fact that the issues have not been resolved after such a long period of time is both shocking and regrettable. Obviously, the longer the debate goes on, the longer hopes, dreams and potential progress are stifled by ugly rumors, suspicions and mistrust.

What is the problem? I am a Black American and even though I have traveled all over Africa for more than 10 years, worked with and for African governments on all levels of activity and maintained ten offices in Africa, the white press will never print the fact that I have never had an experience of rejection in Africa. To the contrary, if I were not Black I could have never survived! From my examination of the issues related to Afro-Americans and Africans "accepting" or "rejecting" one another, I feel that to the extent a misunderstanding exists, it is essentially semantical and can be resolved within 15 minutes.

In the final analysis, the determination of whether Black Americans accept Africans or vice versa centers around the meaning of the word "acceptance." For many Africans racial acceptance means a racial preference for economic and business contribution to the development of their respective countries. This is as true for an African from Kenya seeking to migrate to Ghana as it is for an Afro-American going to Gabon. This is especially true in the last ten years. Africa is involved in development and consequently "acceptance" means respect for achievement not spiritual or genetical exchange. This is as true within Africa as without. For example, if an African from Kenya were to migrate to Ghana, Ghanians would obviously feel a spiritual bond but on a practical level would want to know what can the Kenyan do to help the country. The same is true of Black Americans. For the Kenyan to go home saying he was called "impure" and not accepted is absurd. By the same token U.S. Blacks can and will be accepted in Africa, as many have experienced, but that acceptance must be based upon contribution.

In addition, racial acceptance is sometimes thought of as a racial preference for cultural and social exchange based primarily upon genetics or culture. The two meanings must be kept separate; the latter applied to social and cultural affairs. Accordingly, the mere fact that a person is of African descent, whether born in Africa, Latin America or the United States, does not automatically render him qualified or desirable to have preference in the opportunities accompanying the development of Africa. For many Black Americans, the fact of heritage is sufficient for them to be awarded both social, economic and business preference in Africa. This definition of acceptance is unrealistic and dangerous. On the other hand for more than 300 years, there has been comparatively little contact between Africa and the Black American. With few exceptions, most Africans based their view of the Black American on American movies, newspaper stories and rumors. The reverse is also true. Neither the movies, newspaper stories nor rumors painted an accurate picture of the Black American nor the African. Based thereon, Africa could hardly opt to have the Black American participate in the planning of its development over the so called white experts of Europe and the U.S. who, the same movies, news stories and rumors depicted as superior in every way. To the credit of destiny, there was enough commitment, brotherhood and vision in Africa and the U.S. to explore areas of cooperation.

Put in a rather oversimplified way, for many Africans the past tensions of colonialism have been channeled into plans and programs for economic development of their countries. But for many Black Americans, the experiences of racial segregation and discrimination in the United States has caused them to seek to escape in Utopian imagery. The older generations tended to view their hope in terms of a heavenly life after death. The younger generation flirted with the notion of an earthly paradise somewhere in Africa. The longer they dreamed, the more they unconsciously borrowed the heavenly vision of their parents. Consequently, the picture emerged of a "developed" Africa filled with wealth and riches where the Black inhabitants were anxiously waiting the opportunity to turn over all of the wealth and luxury to their Black brothers as they arrived from the United States. As Blacks traveled to Africa they found a different state of affairs: instead of luxury and convenience being offered, they found the vestiges of colonialism dominating the commercial and capital structures, Africa in a state of development and a need for hard work—not luxury. Some thereby had their

dreams shattered. A small percentage of this number used anti-African statements and rationalizations as defense mechanisms. These were the statements circulated by the American press. The vast majority, however, returned to the United States and began directing the Black Americans to acquire relevant technical and theoretical skills so as to be able to contribute to the sustained development of Africa. Their positive, pro African statements were categorically ignored by the American press. Nevertheless, there is a growing number of qualified Black Americans who insist upon being considered brothers of Africa based upon the quality of their service and contribution and not merely on their rhetoric and heritage. To the extent that their contributions continue to grow, the debate of "acceptance" will be rendered obsolete.

Are Blacks Qualified to Help?

The real expertise of the Black American is seldom mentioned by the American media. To the contrary, from watching the U.S. TV one would have to conclude that most Black Americans are athletes, entertainers and poverty stricken victims of oppression. The fact of the matter is that the American Blacks have more developed technical and administrative expertise than most countries in the world. The more that is known about our talents, the more international opportunities will come.

The following is a brief summary of the skills of the Black American:

Classification	Number
<i>Professional, technical and kindred workers</i>	690,800
Accountants	18,700
Architects	1,100
Computer Specialists	9,900
Engineers	14,300
Aeronautical and astronautical	1,100
Civil	2,200
Electrical and electronic	4,400
Mechanical	2,200
Lawyers and Judges	3,300
Librarians	7,700
Mathematical Specialists	1,100
Life and Physical scientists	7,700
Chemists	3,300
Physicians, Dentists and related practitioners	10,100
Dentists	2,200
Pharmacists	2,200
Physicians, medical and osteopathic	5,500
Health technologists and technicians	26,400
Religious workers	14,300
Social scientists	3,300
Dieticians	8,800
Registered nurses	66,600
Therapists	3,300
Social and recreation workers	47,300
Teachers	67,000

College and university	18,700
Elementary and prekindergarten	165,000
Secondary	74,800
Engineering and science technicians	30,800
Draftsmen and surveyors	8,800
Electronical and electronic engineering technicians	5,500
Technicians, except health, engineering and science	1,100
Writers, artists and entertainers	29,700
Actors and dancers	1,100
Authors, editors and reporters	2,200
<i>Managers and Administrators, except farm</i>	<i>191,400</i>
Buyers, purchasing agents, and sales managers	13,200
School administrators	15,400
Specified managers and administrators, public administrators	14,300
Other specified managers and administrators, public administrators	37,400
Restaurant, cafeteria and bar managers	9,000
Managers and administrators	59,400
Manufacturing	7,000
Wholesale and retail trade	19,800
Transportation communications, other public utilities	3,300
Managers and administrators, self-employed	26,400
Construction	4,400
Manufacturing	1,100
Wholesale and retail trade	12,100
<i>Sales Workers</i>	<i>199,100</i>
Insurance agents, brokers and underwriters	96,800
Real estate agents and brokers	12,100
Demonstrators, hucksters and peddlers	102,300
Sales representatives, manufacturing industries	5,500
Sales representatives, wholesale trade	8,800
Sales clerk, retail trade	37,400
Salesmen, retail trade	8,800
Salesmen of services and construction	3,300
<i>Clerical and Kindred Workers</i>	<i>1,173,700</i>
Bank tellers and cashiers	13,200
Bookkeepers and billing clerks	13,200
Mail handlers and postal clerks	84,700
Cashiers	51,700
Counter clerks, except food	12,100
Enumerators and interviewers	4,400
File clerks	46,400
Office machine operators	48,400
Bookkeeping and billing machine operators	4,400
Keypunch operators	34,300
Payroll and timekeeping clerks	5,500
Receptionists	17,600
Secretaries	100,100

Stenographers	6,600
Telephone operators	46,400
Typists	99,000
Foremen	9,900
<i>Craftsmen and Kindred Workers</i>	<i>722,700</i>
Apparel craftsmen and upholsterers	9,900
Bakers	9,900
Cabinetmaker	3,300
Construction craftsmen	227,700
Carpenters	51,700
Excavating, grading and road machine operators	26,400
Electricians	15,400
Masons and tile setters	35,200
Painters, construction and maintenance operators	35,200
Plasterers and cement finishers	30,800
Plumbers and pipe fitters	19,800
Foremen	58,300
Manufacturing	29,700
Nonmanufacturing industries	28,600
Linemen and servicemen, telephone and power	17,600
Locomotive engineers and firemen	1,100
Mechanics and repairmen	157,300
Air conditioning, heating and refrigeration	4,400
Aircraft	8,000
Automobile, including body	79,200
Radio and television	7,700
Metal craftsmen, except mechanics	58,300
Machinists and job and die setters	25,300
Sheetmetal workers and tinsmiths	5,500
Tool and die makers	3,300
Printing craftsmen	18,700
Compositors and typesetters	7,700
Pressmen and plate printers, printing	8,800
Stationary engineers and power station op.	8,800
<i>Operatives, except transport</i>	<i>1,596,100</i>
Assemblers	146,300
Checkers, examiners and inspectors, manufacturing	66,600
Garage workers and gas station attendants	37,400
Laundry and drycleaning operatives	117,700
Meat cutters and butchers	23,100
Mine operatives	7,700
Packers and wrappers, except produce	92,400
Painters, manufactured articles	16,500
Precision machine operatives	27,500
Sawyers	18,700
Bottling and canning operatives	67,600
Dressmakers and seamstress, except factory	9,900
Graders and sorters, manufacturing	4,400

Sewers and stitchers	94,600
Textile operatives	70,400
Stationary Firemen	10,100
Welders and flamecutters	51,100
Other metalworking	52,800
Other specified operatives	204,000
Miscellaneous and not specified operatives	407,000
Manufacturing	105,600
Nonmanufacturing	19,800
Industry:	
Manufacturing	233,200
Durable goods	141,900
Wood products, including furniture	20,900
Primary metal industries	31,900
Fabricated metal industries	15,400
Machinery, including electrical	23,100
Motor vehicles and equipment	18,700
Transportation equipment, except motor vehicles	8,800
Nondurable goods	89,100
Food and kindred products	25,300
Apparel and other fabricated textile products	3,300
Paper and allied products	16,500
Chemicals and allied products	16,500
Nonmanufacturing industries	48,400
Transportation, communications, public utilities	8,800
Wholesale and retail trade	18,700
<i>Transport Equipment Operatives</i>	<i>479,600</i>
Bus Drivers	33,108
Taxicab drivers and chauffeurs	34,100
Truck drivers and deliverymen	275,000
<i>Laborers Except Farm</i>	<i>829,400</i>
Construction laborers	163,900
Freight, stock and material handlers	232,100
Other specified laborers	227,700
Miscellaneous and not specified laborers	143,300
Industry:	
Manufacturing	72,700
Durable goods	50,600
Wood products, including furniture	7,700
Metal industries	25,300
Machinery, including electrical	4,400
Transportation equipment	7,700
Nondurable goods	22,200
Food and kindred products	7,700
Nonmanufacturing industries	69,300
Railroads and railway express service	12,100
Transportation, except railroads	4,400
Communications, and utilities and sanitary services	13,200
Wholesale and retail trade	16,500

<i>Farmers and Farm Managers</i>	48,400
<i>Farm Laborers and Farm Foremen</i>	212,300
Paid farm laborers and farm foremen	206,800
Unpaid family workers	5,500
<i>Service workers, Except Private Households</i>	1,772,600
Cleaning service workers	588,500
Food service workers	410,300
Chambermaids and maids	85,800
Cooks, except private households	189,200
Busboys and dishwashers	27,500
Health service workers	396,000
Nursing aids, orderlies and attendants	173,800
Practical nurses	56,100
Personal service workers	144,100
Hairdressers and cosmetologists	36,300
Protective service workers	68,200
Firemen, fire protection	4,400
Guards and watchmen	36,300
Policemen and detectives	24,200(1)

Statistical Abstract of the United States, 1974

How Do We Get Started?

For practical convenience a generalized use of language was employed in the first sections of this article to describe Afro-Americans. It would be a mistake, however, to continue this practice when proposing specific actions for Afro-Americans to aid in the development of Africa. There are approximately 30 million Afro-Americans in the United States. Among them, political, economic and social values and experience are widespread and diverse. Some are obviously more pro African than others, etc. Indeed, it would not be surprising if a small number might even convince themselves that they have a responsibility to join the C.I.A. to the detriment of Africa. In short, Africa must not assume that physical appearance alone is a guarantee of qualification and commitment. Caution must be employed. It is hoped however, that the mere possibility of noncommitment would not cause Africa to impose unrealistic standards on Black Americans. On the other hand, if the Black Americans are being given commercial and economic preference because of racial considerations, I feel that they should be held to higher standards of brotherhood, service and honesty than non-Blacks. In respect to contributing to Africa, there will be a variety of experiences likely to emerge. Some Afro-Americans will offer little service at this time; some can best serve by going to Africa; and some can well serve while remaining in the U.S. Recognizing the qualifications noted above, I propose the following areas as practical starting points for economic progress between Africans born in Africa and Africans in Africa;

1. Continental Racial Unity
2. Capital Investment
3. Entertainment Development
4. Agriculture Development
5. Educational Instruction and Health Delivery Systems
6. Sales Procurement

7. Technology Transfer Programs
8. Raw Material—Cartel Sales
9. Engineering Services

1. *Continental Racial Unity*

As best as can be historically determined each Black American possesses the blood of every tribe on the Continent of Africa. As a result, the Black American is a perfect biological specimen of Pan Africanism. More importantly, the Black American comes to Africa with no tribal or personality preferences. As a selfish matter, he feels an unconscious priority to see continental unity. i.e. the faster tribalism is reduced, the quicker his spiritual acceptance is accomplished. In addition to the obvious contribution of Black Americans toward the success of Pan Africanism, qualified Black Americans would be very helpful in serving as arbitrators for individual countries and continental organizations such as O.A.U. For instance, there are a large number of Black attorneys who have had extensive arbitration experience in the U.S. It would be interesting to see their involvement in disputes in countries like Angola, Ethiopia and Namibia.

2. *Capital Investment*

Black Americans spend more than 50 billion dollars per year. It would be very meaningful if some of this money were diverted to the development of Africa. Since the Marcus Garvey movement, there have been many attempts to persuade Black Americans to invest in Africa. The problems are manifold. To begin with, the white American press cannot be expected to promote such activity as they promoted the sale of Israeli bonds among U.S. Jews. Further, this money is not centralized; rather it is spread across millions of people throughout the United States. Finally, most past attempts to attract Afro-American investments have been based on vague notions of charity and not practical business.

Recommendation

Develop the machinery to attract small amounts of capital, say units of 300 dollars, from the broad cross section of Afro-Americans (to concentrate on a few super entertainers and athletes is unrealistic). U.S. banking laws designed to facilitate European emigrants in their efforts to transfer funds "back home" already exist and can be utilized to legitimize our program. Let's set a goal of 1 million participants each year. These funds would be invested through African banks in projects approved by governments and for which an annual return of 18 per cent can be reasonably expected. Let us assume we guarantee the investor 10 per cent interest per year (double the current savings rate). In addition, we might provide through capital leverage some program of insurance.

Such a program could eventually attract more than 1 billion dollars per year to Africa. A consequence of this program would be to establish a functional bridge giving Black Americans a greater interest and ongoing ties with Africa. In addition, Black Americans would prove that brotherhood is more than rhetoric.

For the last 3 months I have tested the above program both in Africa and among hundreds of groups in America. Based thereon, I am firmly convinced the program will work. Timing is crucial; and the time to act is now.

3. *Entertainment Development*

Black Americans have enormous experience in all phases of the entertainment industry. From radio and TV technicians to making records, there is an abundance of Black talent and expertise. I propose that a full service entertainment complex be established in Africa to be owned by Black Americans and Africans. This complex would initially record and press records, distribute recordings worldwide, promote public concerts; eventually produce for television and the cinema.

4. *Agriculture Development*

Over 50 per cent of the Black population live in the Southern part of the U.S. Many of this number have solid experience in farming, commercial fishing and agriculture distribution systems. Many of their skills can be valuable in the agriculture development in Africa. Most African planners realize today that developing a self sufficient agricultural sector is quite important to their advancement. Many Black farmers would go to Africa if an attractive offer were made. It may well be that some of the capital investments described above could be used to finance the African American going into commercial farming and fishing joint ventures with African government.

5. *Educational and Health Services*

Many professional Afro-Americans with educational and health skills view going to Africa as an inconvenience. (There are of course exceptions.) To this extent they resemble the African students who opt to remain in the U.S. or Europe rather than return to Africa or village born farmers who refuse to leave the big cities of Africa.

Rather than dismiss this class, I would suggest that their skills be used as planners. Many of them could serve Africa by developing models and delivery systems. I am persuaded that they would be modest in their fees because of their desire to help Africa without giving up their security in the U.S.

6. *Sales Procurement*

The number of inferior materials and commodities sold to Africa by the U.S. and European firms is scandalous. A white U.S. contractor recently boasted of winning a 38 million dollar contract in Africa. In private he confessed that his profit from equipment and services would exceed 20 million dollars. Africa can ill afford these mistakes. Qualified Black Americans can be enlisted to reduce if not eliminate this kind of corruption. Black Americans who are spread throughout all phases of American industry would be willing to form a secret technical clearing house. The function of this house would be to review the proposed purchases of African countries and to give confidential information on the best products and prices for the desired results. This research program could operate as confidential adjunct to a sales procurement company to serve Africa. For example, Black Americans have the experience to determine quality products from steel rails and airplanes to tractors and hotel equipment.

7. *Technology Transfer Programs*

There are several industries that can be productively established in Africa, utilizing technology from the West where the total production can be pre sold

internationally. Our company has done an exhaustive survey and found among the following to be the most promising:

Shipping containers (capital cost 1.85 million dollars, 10 per cent return);
Fastners (5 million dollars capital investment, 50 per cent return investment);
Fiberglass Plant (5 million dollars capital investment, 45 per cent return);
Railroad Ties Production Facility (1.6 million dollar investment, 35 per cent return).

In all of the projects listed above 40-50 per cent of the equity capital can be obtained by the ultimate buyers. Black professionals can be used to research and locate many more similar opportunities. The value of these programs is that they provide meaningful employment and foreign exchange and keep control in the hands of Africa.

8. *Raw Material—Control Sales*

With the number of Blacks working in the large U.S. corporations that exert enormous pressures on the prices of raw materials in Africa, it would be helpful to have selected intentions of these companies communicated to African cartels. The effect would be to increase the prices of the raw materials.

9. *Financial Services*

While serving as a director of a Swiss Bank, I learned many techniques European governments and private concerns used to finance trade without disrupting their balance of payments. Almost never are Finance and Trade Ministers of African countries made privy to these programs. Because of the increasing number of Black MBA's in finance working in the international departments of the largest U.S. banks, a pool of valuable information could be made available to Africa. All that is needed is a framework for communications on the highest levels of confidentiality. During the last 10 years African governments have accorded our company such a reception. It is my hope that similar opportunities will be extended.

10. *Engineering and Technical Services*

In the last 20 years there has been a big move among Afro Americans to pursue careers in engineering. Most are anxious to serve Africa in some way. In some cases it will be necessary to joint venture with more experienced white firms to offer service for the larger industrial projects. It is my hope that they will not overlook some of the experienced engineers of the Third World countries like Brazil, Korea and Philippines in search for joint ventures. Others are qualified to render service on their own. The biggest barrier to the utilization of more Black technical experts is communications. It would be hoped that a section of a respected publication like AFRICA could be used to coordinate a technical exchange between the talent of the U.S. and the needs of Africa.

CONCLUSION

As a Black American acquainted with Africa and the Middle East, I want to bring to the relevant nations a qualified potential partner who has been ignored. It is hoped this article will go a long way in correcting this waste.