

Mozambique market open to SA exporters — Safto

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EASTERN bloc countries have not gained a significant share of business in Mozambique and there is potential for South African exports which are increasing.

This is the view of the area manager for Africa of the South African Foreign Trade Organization (Safto), Mr Heinz J Baur, who has recently returned from a study visit to the country.

In an interview with the Cape Times he said that in spite of radical attitudes and the political orientation of the Mozambique government, it realized the advantages of trade with the Republic.

Unofficial figures indicated that South Africa now provided about one fifth of Mozambique's imports, worth more than R60 million, compared with 17 percent in 1975.

Mr Bauer said he visited the country in his

official capacity without any difficulties and he had come away surprised at how little South African businessmen knew about what was happening there.

Goods from the Republic were openly displayed on shop shelves and the money was there for goods needed by the country.

The government had its priorities right on the import front. Payment was by irrevocable letter of credit confirmed by South African banks.

"This is unique compared with Zambia and Zaire. The banks are not prepared to confirm their letters and exporters are expected to grant credit up to 180 days.

"Everything" was in short supply in Mozambique, and export opportunities existed in fields including raw materials, machinery and parts, foodstuffs, and pharmaceuticals.

"South Africa is a logical supplier of most of Mozambique's import requirements."