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UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
Washington, D.C. 20230

FAX COVER SHEET



DEPUTY ASSISTANT SECRETARY FOR AFRICA

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DATE: 7/15 NUMBER OF PAGES 5 (INCLUDING COVER PAGE)

TO: Sandy Thurman

FROM: Edward Casselle's office

PHONE: _____ FAX: 456-2439

MESSAGE: This is memo we discussed and
MR. Mallett OKayed IT.



MEMORANDUM FOR:

Awilda Marquez
Director General
U.S. and Foreign Commercial Service

FROM:

David L. Aaron

SUBJECT:

Commerce Activities Against AIDS in Africa

At Deputy Secretary Mallett's direction, the Department is cooperating with the White House Office of National AIDS Policy, USAID, and other USG agencies and non-governmental organizations (NGO's) to help slow the spread of AIDS in Sub-Saharan Africa. AIDS has become a major workplace issue for business enterprises in Africa, and we would like to enlist U.S. firms in the region in combating the pandemic.

The effort would involve closer coordination between Commercial Service Offices, AID missions, and NGO's in Africa, to disseminate educational materials on AIDS prevention to businesses, and to encourage corporations to fund publications, outreach efforts, and production of educational materials specific to the African context. We would also cooperate with Amchams and other business organizations to support and publicize the efforts of U.S. firms. We would welcome suggestions from you or your Senior Commercial Officers on other activities Commerce might undertake in the field.

Many U.S. businesses have already begun an in-depth program to help their African employees, customers, and government contacts better understand the devastating impact of this disease, and help stop the spread of this tragedy. USDOC needs to be a prominent part of this effort, and we need the cooperation and assistance of US&FCS offices to ensure its success. I would therefore appreciate if you would ask all the Senior Commercial Officers in Africa to help us, by carrying out the following actions in cooperation with AID missions and NGO's:

- Discussing the AIDS problem with Amchams and other business organizations to learn what activities they may already have undertaken, and what actions individual U.S. firms may have underway;
- Reporting of the substance of these discussions for input to the developing Commerce action plan;

- Assisting in dissemination of educational materials to business designed to help firms develop strategies for combating AIDS in the workplace;
- Encouraging firms and business organizations to fund and produce educational materials specific to Africa.

MAC's Office of Africa will provide to Africa Commercial Service posts copies of materials prepared by USAID and Family Health International's AIDSCAP Project, entitled *Private Sector AIDS Policy: Businesses Managing HIV/AIDS*. These materials are meant for dissemination to business organizations and U.S. firms. They include information guides for manager presentations, workshops, prevention programs, and a Lotus application on AIDS impact on businesses. The materials are a good basis for beginning discussion of AIDS and how firms can manage its challenges. Further materials may be developed in the future.

Many U.S. firms have already undertaken projects to fight the AIDS scourge. For example, in Nigeria, Chevron has supported training in STD management. Glaxo-Wellcome has funded AIDS case management, and Janssen Pharmaceuticals has supplied drugs to treat a common AIDS-related infection. Levi Strauss and Ford are already active in South Africa with elaborate "AIDS in the Workplace" education programs. Bristol-Myers Squibb will give \$100 million over the next 5 years to establish a program of clinical research, physician training, and AIDS education. These are examples of corporate America's "best practices," and we are particularly interested in learning the details of these and other activities through US&FCS reporting.

AIDS education and prevention will be a theme of Deputy Secretary Mallett's visit to Durban, South Africa for the World Economic Forum (WEF) SADC Summit. He will discuss it with U.S. and South African businesses during the WEF Summit and in other fora in the future dealing with doing business in Africa.

Background

Sub-Saharan Africa accounts for 10% of the world's population, but more than two-thirds of the world's HIV+ population. Twenty-one million people in Africa are HIV+, and an additional 11,000 are infected daily. Each day AIDS claims another 5,500 lives in Africa, and by 2005, the daily death toll will reach nearly 13,000. The scourge has reduced life expectancy in Nigeria by 4 years, in Botswana by 25 years, in Zimbabwe by 26 years, in Zambia by 19 years. By 2010 it will have reduced average life expectancy in South Africa by 30 years.

Because HIV/AIDS strikes adults in their most economically productive years, it has a greater economic and social impact than other diseases. The disease takes its biggest toll on Africa's trained workforce, due to their greater mobility. A World Bank study found that 34% of people with post-secondary education are HIV+, compared to 18% of those with primary education.

Impact on Business. This has particular relevance for U.S. businesses located in Africa. The cost of increased health benefits and training, and disruptions due to sick and bereavement leave are already affecting productivity in both the public and private sectors. Some firms are now hiring two employees for every skilled job, assuming one will die of AIDS. There is also a growing possibility that African governments might undertake adverse policy actions, e.g., violation of IPR protection to license production of cheap generic drugs.

Because AIDS kills slowly, the cost of caring for the sick is more crippling to the economy for a protracted time. AIDS poses a further long-term burden on poor African countries in the form of more than 30 million children orphaned. In South Africa a link has been established between the growing number of children orphaned by AIDS and increased rates of crime and civil unrest.

Commerce

<u>COMPANY'S NAME</u>	<u>REPRESENTATIVE</u>	<u>TYPE OF BUSINESS</u>	<u>TELEPHONE</u>
54. Patex-Benz Limited 48, Awolowo Avenue, Bodija, Ibadan, Oyo State.	Mr K.A.Apampa	Funeral/Social Services,	08-6102245 Fax. 02-8103074
55. Peat Marwick Ani Ogunde & Co. Bolex House Plot 33, Iman Dauda Street P.O. Box 549, Surulere	Chief J. K. Randle	Chartered Accountants	8C2110-9
56. Poda & Affiliates Ltd. 287, Akin Olugbade Str. Victoria Island, Lagos.	Hon. (Prince) Philip Obiora Agbasi	Engineering	610138 Fax. 2621972
57. Price Waterhouse 26, Ajani Olujare Street Alaka Estate, Surulere P.O. Box 2419, Lagos.	Mr Richard R. Land	Chartered Accountants & Management Consult.	802140-2 Fax. 830594
58. Robicon Aluminium Extrusions Co. Ltd Plot 8, Block C, ACME Road Ogba Industrial Estate, Ogba-Ikeja P.M.B. 21722 Ikeja, Lagos.	Mr Timothy O. Agbetunsin	Manufacturing	4922258 4922761 Fax. 4922478
59. RSK Mills Limited 52, Kofo Abayomi Av. Apapa, Lagos.	Chief (Mrs) A. Mojisola Abdul	Manufacturer, Importer & Exporter	5875959 5873595 Fax. 5873595
60. Sbcnoil Limited (Western House - 19th Flr) 8/10, Broad Street P.C.Box 51186, Ikoyi, Lagos.	Mrs Stella Ekwuachi-Obiajunwa	Petroleum Products	2636032 5846743