

4:315?st

I H AFRICAN INDUSTRIAL DEVELOPMENT CORPORATION '
' . . - . . ' t . Act i

Incorporated Assocaatnon not for Galn - Section 21' of the Companies "
W LEMPOWERING BLACKS FOR ECONOMICAL EMANCIPA TION
' Temporary Address:

I' . 101 Phidias Centre
. 89 Van Rieb'edck Avenue;
PO. Box 1280-. EDENVALE 1610
' Johannesburg, South Africa
Tel: (011) 915-1821

l. . h

l

118 January 1993

Mr Jacob Zuma '

African National Congress . . V . t

u , . ' . 41 : ' 1' " ,

gtagfrEEEEBgEEeet . R.Eca'ww Vi MN 19?: 4 . ' . 1'

2001 l i '1 '

It ' V . Ii-ilex

Dear Mr Zuma, . , _ ln , V y

Please find enclosed a report on an Afcor Tra
taken from the let to 24 December, 1992.

self-explanatory.

de Mission to Iran undere

The report is compact and

The Mission was by all standards, a great success. Thanks to the unwav
ering and unqualified support of the ANC and its faresighted leadere
Ship c . ' - t

Afcor wishes to reiterate its solemn comm'

objectives to work for the economic libe

disenfranchised peoples of the country. Our task is

new South Africa a pleasant place for all South Afr

Jission, Afcor has now

unfortunately, can

nts. Afcor is hapeful

ranians, it will succeed

ground-work continues.

y scored, Afcor will immediately comm-

not do much due to continuing financial constrai

that, through some of its agreements with the I

to raise the required capital. In the meantime

And, any progress made or victor

unioate with you, Sir.

Afcor highly appreciates the

. support you have been giving to it. And

it hOpes to continue enjoying

your wisdom and support in its endeavours.

Yours sincerely

AFRICAN INDUSTRIAL DEVELOPMENT CORP

"AFCOR"

DR DP MATIPWILI /i TINY NAIDOO

Chairman Exeutive Director

' . .RAMATLO

Present Directors: TINY NAIDOO (Director General). Dr D.P. MATIPWILI, R. MAMPANE. P. MOLO
TO. S P .

AFCOR TRADE MISSION
TO
IRAN

EDIBIQIECSZKPIEES

DP-MATIPWILI - LEADER OF DELEGATION

TINY NAIDOO CHIEF EXECUTIVE AFCOR

G WINANYA - DEPUTY CHIEF EXECUTIVE

IAELE_QE_QQEIEEEE&

1. Report on meeting with the Head of African Affairs in The Iranian Ministry of Foreign Affairs on 21 December 1992
2. Report am meeting with the Mostazafan and Janbazan Foundation of the Islamic Revolution on 22 December 1992
3. Report on Meeting with Samsan Kala Corporation on 22 December-1992
4. Report on the Meeting with the Chamber of Mines and Industries on 22 December 1992
5. Report on Meeting with the Ministry of Industries on 23 December 1992
6. Report on Meeting with the National Iranian oil Corporation on 24 December 1992
7. Report on Meeting with the Ministry of Pilgrimage and Tourism and Ministry of Islamic Culture and Guidance on 24 December 1992
8. General Conclusion

TIME

10HSO - 11H35

VENUE : Department of African Affairs - Teheran

PRESERT : Sombhani (Chair)

H Sijani

Sollymani

D P Matipwili

G MaphWanya

Tiny Naidoo

The following points were related by the Head of African Affairs:

W t

- After the reVolution against the late Shah, Iran has emerged as a revolutionary Islamic state that established ties with all the oppresaed people of the world.
- Mr Mandela's visit to Iran had become a historic and memorable eVent in the history of his country.
- Iran's willingness to engage in bilateral trade with South Africa through Afcor.
- Iran's willingness to help Afcor to overcome obstacles.
- Iran pledges to begin trading with Afcor, as soon as an Interim Government is in place in South Africa.

QEQEBXAILQE\$

- Iran is embarking on a serious and nation-wide reconstruction programme, that will require goods and services, worth billions of dollars.
- Iran respects and yearns of South African goods, technology and craftsmanship.
- _ Respect for the African National Congress, and its leadership.

\$EAEDE_1EIEHILQH_QE1IEAE

As soon as the Interim Government is in place in South Africa, Iran is prepared to establish a Trading House in Iran to co-operate with a Trading house established in South Africa by Afcor. All trade transactions between the two countries will be channelled through the Trading House, and Afcor Certificates of origin will be issued on all goods entering and leaving the country. Secondly, Iran was willing to sell oil to Afcor, to help Afcor in its philanthropic Work.

Mr Sombhani is scheduled to visit South Africa in the new year, and has accepted Afcor's invitation to host him.

10H00 11H15

VENUE : Offices of the Foundation - Teheran

PRESENT

M Sadat Serky (_chair)

s M Taghavi

H Sijani

Sollymani

D Matipwili

G Maphwanya

Tiny Naidoo

The meeting was opened by Mr Sadat Serky - Adviser to the President of the foundation, who briefly related it's historical background.

Dr Maprili introduced the delegates and the aims and objectives of Afcor.

The foundation Was willing to trade with South Africa, through Afcor, after the establishment of an Interim GOVERNMENT. '

The foundation has need for steel, iron and hardware. It is prepared for joint - ventures in South Africa with Afcor. The Afcor delegation succeeded in laying ground for lucrative trade between itself and the Foundation.

TIME

00

11H30

VENUE : Offices of Samsam Kala Corp - Teheran

PRESENT : H R Esfandiari (Chair)

11 Sijani '

Sollymani

D Matipwili

G Maphwanya

Tiny Naidoo

The director of Foreign Trade, Mr Esfandiari welcomed the Afcor delegation and introduced his company.

Mr Esfandiari examined systems of payment. He discussed the possibility of the barter system, cash payment and letters of credit. He also discussed the possibility of establishing a bank in partnership with Afcor.

Finally, Mr Esandiari assured Afcor that, once the Ministry of Foreign Affairs apprOved Afcor's proposals, trade could begin.

He also noted that if South African goods were of good trademanship and fairly priced, Iran would divert it's trade requirements to Sauth Africa, once an Interim Government Was installed.

The, corporation has a need for South African goods and technology, and is a fertile market for South Africa.

IBADEulHIEHILQH_QE.5AMQAM_KALAWQQBEQBAILQH

- To export oil by-products
- Fruits
- Electronic equipment
- Establishment hf Iranian Trading House
- Establishment of workshops in the townships of South Africa where unemployed people could be taught to weave carpets and rugs a
- To establish joint-ventures with Afcor in South Africa
- u Use of the barter system, as letters of credit involve taxation
- Day-to-day study of commodity prices in both countries

TIME

it

VENUE

PRESENT :

16H40 - 17H15

Chamber of Mines and Industries " Teheran

The President of the Iranian Chamber of

Mines and Industries (Chair)

H Sijani

sollymani

D Matipwili

G Maphwanya

Tiny Naidoo

The Ministry eXpressed it's willingness to trade with Afcor.

Further discussion should be held with mining specialists.

- Imports of bauxite, iron-ore, coke and industrial diamonds

- If prices are competitivU, Luu chamber is also Wiiiing to

purchase mining equipment and machinery

- Sell it's products to South Africa

QQHQLHEIQH

Afcor should make a follow-up visit with mining experts

TIME : 18H00 18H30

VENUE : Ministry of Industries " Teneran

PRESENT : A Kashani (Chair)

H Sijani

Sollymani

D Matipwili

G Maphwanya

Tiny Naidoo

Mr Kashani, Director-General for Economic and International Affairs, expressed his organisations willingness to import from South Africa: '

- Hides - treated in the Islamic way
- Craft paper
- Pharmaceutical raw material
- Chemicals eg: DMT, CMC

TIME : 10H00 ' 11H00

VENUE : Ministry of Oil - Teheran

PRESENT : A M J Buorojerdi

A Zamani

H Sijani

Sollymani

D Matipwili

G Maphwanya

A N Naidoo

Is Iran ready to supply crude to Afrim for sale outside South Africa ?

- Can Iran offer Afrim a discount on the price of crude ?

h Will Iran accept LC for crude supplied ?

In reply to the question Mr Buorojerdi indicated, it would be difficult to sell crude to South Africa due to UN sanctions. Iran is not in favour of having its crude sold to third parties, as it would affect their clientele and sales. Shown that it was possible to get other clients, he agreed, saying that the Aha would greatly influence the situation.

The question of discounts and LC was a sensitive one, that Mr Buorojerdi was not willing to discuss. He did however indicate that, his GOVarnment would look at the matter completely differently if it were the ANC discussing them.

IEEEEIIQH_QEwBIQQ

The corporation is prepared to enter into jolnt-ventures with Afrcor on crude refinery in South Africa, once an Interim Government is in place.

TIME : 131130 .. 14.1115

VENUE : Ministry of Pilgrimage and Tourism - Teneran

PRESEHT : A A Yazdanpanah (Chair)

H Sijani

Sollymani

D Matipwili

G Maphwanya

Tiny Naidoo

The Deputy Minister Mr Yazdanoanah, pointed out that his country Was concerned about the welfare of all oppressed people, he expressed willingness to see social and economic relations between the two countries improve. He noted that, before the revolution, Iran had strong ties with Europe, but now favours relation with African countries.

i.

QESEBEAILQK

Iran is embarking on a world scale tourism programme based on the Islamic Revolution.

Iran wishes to forge relations with South Africa through the Muslim community and Afcor.

The ninigtry'wishes to establish joint ventures with Afcor in the
tourlsm industry affecting:

- ' Hotels
- Air-links
- " Tours
- Tourism offices

All meetings were positive for mutual benefit and Afcor will have to make a follow-up visit to Iran to sign an agreement on the matters discussed in principle.

The Iranians have shown great respect and admiration for the President of the ANC, Mr Nelson Mandela, thus the successful Trade Mission to Iran.