

## Local Business Development

Overall Project purchases of goods and services from local suppliers has been generally stable for a full year, generally hovering around 30 billion FCFA (\$47 million) per quarter.

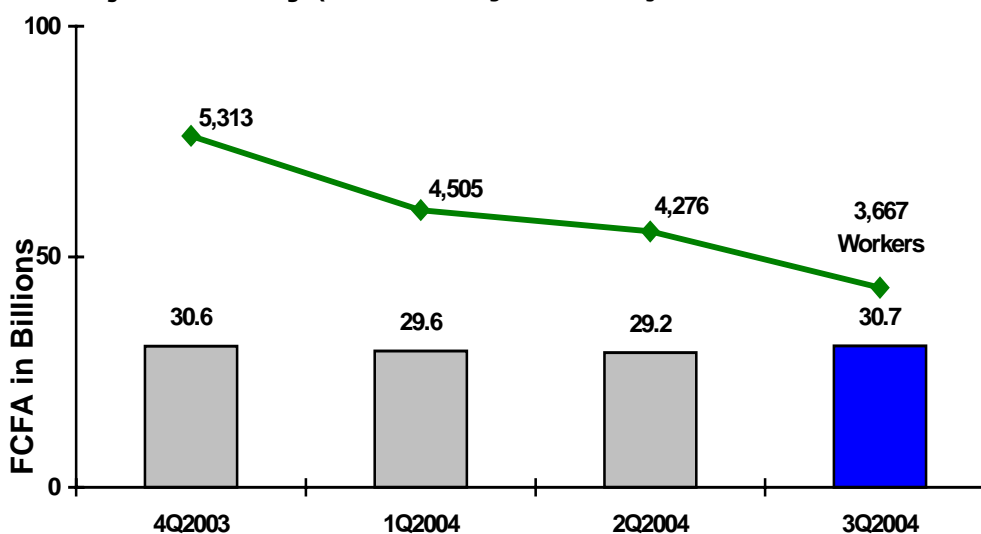
- Project spending with Cameroonian businesses was up 36% in the third quarter to 11.6 billion FCFA (\$17.8 million).
- In Chad, the Project's local business spending fell slightly to 19.2 billion FCFA (\$29.5 million).

### Project Spending with Local Businesses (In Billions of FCFA and Millions of US Dollars)

	4th Qtr 2003	1st Qtr 2004	2nd Qtr 2004	3rd Qtr 2004	Change	Project to Date
Chad	17.5 FCFA (\$26.9)	20.0 FCFA (\$30.7)	20.7 FCFA (\$31.9)	19.2 FCFA (\$29.5)	-6%	308.3 FCFA (\$474.2)
Cameroon	13.1 FCFA (\$20.2)	9.6 FCFA (\$14.8)	8.5 FCFA (\$13.1)	11.6 FCFA (\$17.8)	36%	293.4 FCFA (\$451.4)
Project Total	30.6 FCFA (\$47.1)	29.6 FCFA (\$45.5)	29.2 FCFA (\$45.0)	30.7 FCFA (\$47.3)	6%	601.6 FCFA (\$925.6)

*This table includes the latest available data and previous quarters have been updated with late reported information.*

### Project Spending with Local Businesses Compared to Project Activity (Indicated by Total Project Workers on the Job)





In Cameroon, the Project has been conducting pipeline right of way maintenance operations by hiring local contractors to do the work. Bantou Expertises Conseils, shown here, is one of several such contractors. Proprietor Guillaume Nde says he has hired over five dozen residents from nearby villages.



Local business involvement was one of the key criteria for selecting the contractor for the Project's headquarters building expansion in N'Djaména, These workers are all provided through a joint venture between the Chadian construction company Société Africain Construction and the local division of a large multinational building company. The Chadian partner in turn has contracted services from three Chadian builders, ETEC, DTT, and Model.

