



CROCKETT BOX 38

1-40-15

THE SECRETARY OF COMMERCE
Washington, D.C. 20230

MAY 7 1986

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Honorable George W. Crockett, Jr.
House of Representatives
Washington, DC 20515

Dear Mr. Crockett:

In February of this year, Under Secretary for International Trade Bruce Smart wrote to you describing a "matchmaker" trade fair the Department of Commerce was planning in Johannesburg, South Africa, to promote the sale of goods and services by South African firms disadvantaged by apartheid to U.S. firms operating in that country. The fair was held on April 23 and 24 and the response has surpassed our expectations.

Eighty-three black firms participated in the event, which greatly exceeded our original target of 25 to 30 participants. Each participant has received more than 50 contacts for the development of follow-on business. Numerous contracts have been signed; one example is a contract for 30,000 springs which went to a black metalworking firm.

This Matchmaker Fair has demonstrated that our outreach program is helping to meet the needs of South Africa's black business community, and that our initiative is welcomed by the black community as a genuine partnership. Moreover, the Fair has demonstrated the opportunities the Commerce Department can foster as a valued player in black development. This has already translated into support for future elements in our outreach program. We will keep you informed as each of these takes shape.

Sincerely,

Malcolm Baldrige

Secretary of Commerce