I. Introduction

1. The Expert Group, which was established in accordance with a recommendation by Committee III, met from 3-5 February 1964. Experts in the field of trade information from the following countries, nominated by their respective governments but serving in their personal capacity, participated in the meeting: Australia, Brazil, Canada, Federal Republic of Germany, India, Israel, Italy, Madagascar, Netherlands, Sweden, United Kingdom and the United States. A list of the names of the experts participating in the meeting and of the observers is contained in Annex A to this document. Mr. Hans Mott, Sweden, was unanimously elected Chairman of the Group.

2. The terms of reference of the Expert Group, agreed upon by Committee III, are as follows:

(i) to advise the CONTRACTING PARTIES on the most efficient means of establishing and operating an international trade information centre within the framework of GATT;

(ii) to indicate work which the international trade information centre should undertake on a priority basis;

(iii) to assess the financial implications of establishing and operating such a centre, account being taken of various alternative schemes;

(iv) to explore, taking into account specific proposals submitted by governments, other measures in the field of trade promotion and production and marketing techniques which the CONTRACTING PARTIES and individual countries could implement to assist the less-developed countries in expanding their export earnings;

(v) to report on the above to the Committee.

(L/2080, paragraphs 60-62)

3. When drawing up the terms of reference, Committee III decided that in their work the experts shall take due account of the views of governments as summarized in document COM.III/115, particularly paragraph 25 of that document (also see COM.III/115/Add.1), and of the discussion in the Committee relating to the
proposed establishment of trade information services and to possibilities for action in the GATT in regard to export promotion schemes and production and marketing techniques (paragraphs 37-59 of document L/2080).

4. To assist the Expert Group in its task, the secretariat had prepared a note (COM.III/126) setting out in summary form the main elements of the proposals and of the discussions in Committee III, as they relate to the establishment of trade information services in the framework of GATT and to export promotion measures and marketing and production techniques. The secretariat note, which also provides a listing of relevant documents which were before the Expert Group, is appended to this report in Annex B.¹

II. Findings and Recommendations of the Expert Group

5. Taking into account the discussion in Committee III, and the explanations given by experts from less-developed countries during the course of the meeting, the Expert Group unanimously agreed to recommend that the CONTRACTING PARTIES establish trade information and trade promotion advisory services in the framework of GATT. The Group agreed unanimously on a number of proposals, as set out in this report, which would permit the rapid establishment of such services and their efficient operation during the initial phase of the work.

6. The Group felt that problems existing in the field of trade information and trade promotion were inseparably linked. The objective of the trade information service would not be attained unless it could be ensured that the information thus made available would be utilized effectively.

7. The Group further agreed that, while bearing in mind the final objective of the original proposals which envisaged a centre which provides needed trade information services of a comprehensive nature, it would be desirable to establish a small service which could be expanded step by step, according to necessity. This approach would avoid a misdirection of efforts and resources.

8. The Group agreed that the services should be oriented towards meeting practical requirements. While recommending a number of practical steps which should be taken to establish the trade information and trade promotion advisory services on a sound basis, the Group felt that it would not be possible at this stage to chart fully the best course of action for the future operations of the centre. The Group agreed, therefore, that it would be useful if Committee III would consider to reconvene the Group, approximately six months after the services had started to operate, with instructions to examine, in the light of the experience gained and further suggestions by

¹For its deliberations, the Group also had before it the following documents which became available during the course of the meeting: Spec(64)20, Spec(64)21, Spec(64)23 and Spec(64)24.
governments, the type and direction of the services which would be most useful to exporters in less-developed countries and would make the most efficient use of resources. Provision might further be made for keeping the development of the centre under continuous review by experts. In this connexion, the hope was expressed that, if the Group were to be reconvened, representatives from other less-developed countries, familiar with the problems of export promotion, would also find it possible to participate in the meeting.

9. At the proposed future meeting the Group would also be in a position to consider in more detail the proposals which had been made, and those which might be submitted by governments, in regard to possible action in the GATT in the fields of export promotion generally, and marketing and production techniques aimed at expanding exports (see Section III of Annex B). As regards a suggestion by Israel that the Expert Group should investigate possibilities for the provision of export credit insurance by the industrialized countries for exports from less-developed countries (Annex B, paragraph 30), many experts felt that this was a highly technical subject which was only marginally related to their experience in the field of trade information and trade promotion. The Group agreed, therefore, that it could usefully be taken up by Committee III on the basis of more detailed proposals by Israel. Committee III could then decide on the manner most appropriate for dealing with the proposal.

10. More generally, the Group felt that it would be useful if the proposals relating to export promotion schemes and production and marketing techniques to be taken up by the Group, could be presented in as concrete a form as possible. The Group felt that it would be useful if the attention of contracting parties were again invited to the request contained in paragraph 40 of the last report of Committee III (L/2080) to supply the Committee with papers setting out their experiences and difficulties in the field of production for exports and marketing techniques, perhaps along the lines of the paper submitted by Sweden (COM.III/122) on the basis of a survey of the experiences of Swedish traders organizations in this regard.

11. The Group agreed that, while it was envisaged that most of the proposals relating specifically to export promotion measures would only be taken up at the next meeting, the centre should, nevertheless, start to provide from the outset certain trade promotion advisory services. Apart from making available on request information on specific problems the centre should explore and, to the extent possible, provide and arrange for training in export promotion and export promotion techniques. This training could take place in individual countries willing to offer their services in this respect through the centre. Training facilities could also be provided by the GATT, and maybe by other international organizations. In this connexion, the centre should investigate the possibilities for providing, in the framework of the in-service training programme of GATT for officials from less-developed countries, a course which would cover more than hitherto subjects in the
field of trade promotion which are of special significance for exporters in less-developed countries. Similarly, stress might be laid on the study of trade promotion aspects in the study tour which forms part of the training programme. Moreover, the Group agreed that it would be useful if the centre would prepare and publish a manual setting out efficient means for establishing and operating trade promotion services. To assist the centre in preparing this manual, governments which have experience in providing such services should be invited to collaborate with the secretariat.

12. As regards the establishment of the centre, the Group recommended that, pending further examination at the next meeting of the Group, the following practical steps should be taken:

- (i) provision should be made to enable the centre to act as a clearing house for: (a) the exchange of documentation and information on trade barriers and commercial policy measures generally; and (b) the exchange of documentation, and possibly market research studies, available through national trade promotion services.

To enable the centre to fulfil this function, governments should be invited to make available to the centre all relevant information on trade and related matters which they are publishing in accordance with the requirement set up by the provisions of Article X:1 of the General Agreement. Furthermore, the centre shall seek information in this regard from other sources, including information available from such institutions as Chambers of Commerce and Industry.

In order to facilitate the exchange of market research studies and, more generally, to assist less-developed countries to obtain advice and assistance also through the established trade information services of industrialized countries, Committee III might wish to consider drawing up a recommendation to this effect to the CONTRACTING PARTIES.

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1 See also the note relating to the notification requirements in the GATT in Annex B, pages 24-26. The text of Article X:1 of the General Agreement is as follows: "Laws, regulations, judicial decisions and administrative rulings of general application, made effective by any contracting party, pertaining to the classification or the valuation of products for customs purposes, or to rates of duty, taxes or other charges, or to requirements, restrictions or prohibitions on imports or exports or on the transfer of payments therefor, or affecting their sale, distribution, transportation, insurance, warehousing, inspection, exhibition, processing, mixing or other use, shall be published promptly in such a manner as to enable governments and traders to become acquainted with them. Agreements affecting international trade policy which are in force between the government or a governmental agency of any contracting party and the government or governmental agency of any other contracting party shall also be published. The provisions of this paragraph shall not require any contracting party to disclose confidential information which would impede law enforcement or otherwise be contrary to the public interest or would prejudice the legitimate commercial interest of particular enterprises, public or private."
(ii) the establishment of a "documents centre". The centre would collect, and have available for consultation, information on all subjects selected by the Group or suggested by Committee III or by governments as particularly suited for coverage by the trade information centre. Lists of information available at the centre would be circulated from time to time. Since the material to be collected by the centre will form the basis of much of the work of the information services it is particularly important that the centre would receive the full co-operation of governments in obtaining the required documentation.¹

The Group noted that under present practices much of the information supplied by governments to the secretariat was restricted. To make certain that this material could be used to the greatest extent possible, Committee III may wish to consider the drawing up of a recommendation for adoption by the CONTRACTING PARTIES, inviting governments, when transmitting information of relevance to the centre, to indicate whether or not the information may be used by the centre;

(iii) publication of a register of all sources of trade information (in co-operation with governments and such organizations as the International Chamber of Commerce); and provision of assistance in locating fruitful sources of trade information, for example under the correspondence-answering service under (iv) below;

(iv) provision of a correspondence-answering service, to supply, on request, information on such subjects as trade barriers, trade regulations as well as market opportunities and market requirements for products exported from less-developed countries. To the extent possible, the correspondence-answering service would be based on information available at the centre. In certain instances, it might become necessary however, to refer enquiries to national research or trade promotion offices. As regards enquiries referred to member governments, the Group felt that specific procedures may have to be adopted in this respect. The matter could be taken up again at the next meeting.

¹In this connexion it was pointed out by the expert from India, that the Kennedy round of trade and tariff negotiations could be used with great advantage for the dissemination of information on prospects of expanding exports of particular interest for less-developed countries. Government representatives, particularly from the industrialized countries, should be invited to make available, to the largest possible extent, background information relating to such products, with the specific purpose of assisting the less-developed countries. At the close of the Kennedy round this information could be made available for dissemination through the centre.
While keeping in mind the objective of providing a service to exporters which would operate in the most direct manner with a minimum of delay, the Group felt that, at least in the initial stage of the centre’s operation, some screening process through the responsible government departments or agencies authorized by the Government would have to be employed regarding the use of the correspondence facility, to keep the work which might arise for the centre within manageable proportions. It was, however, not intended to limit recourse to what might become one of the most valuable services of the centre. The Group expects to return to this question at its next meeting and may find it desirable to consider whether guidelines should be drawn up which will ensure that, as far as possible, enquiries forwarded to the centre are compatible with its capacity and competence;

(v) provision to be made for the resuscitation of the publication "International Trade News Bulletin" (discontinued in 1959), in a form specially designed to meet the trade needs of less-developed countries. In the first instance the publication might appear every other month. Thereafter, it might be published more frequently. To ensure that the publication will give due weight to the special needs of the less-developed countries, the Group expects to take up again, at its next meeting, the question of the most suitable form for this publication, account being taken of the experience in publishing the first issues.

13. Among the matters to be taken up at the next meeting of the Group, is the question of other publications which the centre may wish to issue, notably, the ‘exporters handbook’ and any ‘supplementary booklets’. In regard to these publications, some experts emphasized that, notwithstanding the usefulness of the other measures which had been proposed for adoption, it would be necessary for the centre to publish a ‘handbook’ containing information of a more permanent nature. The coverage of the handbook could gradually be expanded but, in any event, it was not envisaged that it would cover every detail. Rather, it would be the purpose of this publication to make available in an easily assimilable form data of direct relevance to exporters in less-developed countries, selected from the large amount of material which had already been collected or was being published elsewhere. Furthermore, there was need for the dissemination of information relating to particular markets through the publication of supplementary booklets. Finally, matters of current interest would have to be brought to the notice of exporters, for example, through the International Trade News Bulletin. To be really useful, however, this publication would also have to bring the "handbook" up to date. It would have to be regarded as a supplement to the basic handbook or handbooks, containing the "core" of the permanent information. It could thus not be a substitute for the 'handbook'. Should the services undertaken by GATT in the field of trade information and promotion fail to provide for certain minimum requirements in the publication of essential information, particularly information already available, they would fall short of the attainment of the objective of international co-operation in this realm, in the light of the requirements of less-developed countries, as expressed in the original Brazilian proposal.
14. The Group agreed that the question of the type and form of publications which the centre should issue could not be considered in isolation. While further consideration of this matter would seem necessary, the Group thought that useful results would be obtained if the centre would concentrate, in the first instance, on those subjects for which there appeared to exist a demand in many less-developed countries, as noted in paragraph 12 of Annex B, but that, to the extent possible, items in the next lower category of priority would also be taken up. Moreover, the service should be focussed on those areas and commodities which had already been identified by Committee III as being of special export interest to less-developed countries. The Group took note, in this connexion, of a number of activities in Committee III, particularly the programme of country studies (see COM.III/118 and Add.1 and L/2080, Section III) and the examination of a further list of products (L/2080, Section II), which could be expected to provide a considerable amount of information which would be of direct interest to exporters in less-developed countries. The Group recommended that arrangements be made promptly to make relevant material which emerged from this work available through the centre. At the same time the expertise available through the centre, could be used to advantage in the preparation of the country studies, particularly with regard to the analysis of market possibilities and prospects for exports from less-developed countries.

15. To make the operations of the centre more effective it was proposed that each contracting party would nominate an officer who would keep in contact with the centre and could himself be contacted to provide information on the availability of trade promotion facilities in his country. Furthermore, it might be useful for the centre to establish contact with such agencies or institutions as national Chambers of Commerce which could act as local representatives of the centre. The Group agreed that possibilities for action along the lines suggested above should be explored by the centre.

16. In accordance with its terms of reference, the Group also gave consideration to the financial implications of establishing and operating trade information and trade promotion advisory services, of the kind suggested above. To facilitate the task of the Expert Group, the secretariat had prepared a tentative estimate of the likely cost of operating certain services in the field of trade information and trade promotion advisory services (Spec(64)20). The secretariat note made a distinction between the expenses likely to be incurred in the first year and in the second year at which time the centre would come into full operation. As regards the first year the note assumed the following steps: (a) establishment of a documents centre; (b) publication of the "International Trade News Bulletin" on a bi-monthly basis; (c) publication of a register of all sources of trade information; (d) preparation, for issue at a later date, of other publications suggested for the centre. In addition, the note assumed that, to a limited extent, a correspondence-answering service would be provided and that some of the material being prepared for publication might be made available in a provisional form. The cost of these services was tentatively assumed to be of the order of magnitude of $60,000, or if trade promotion
advisory services were also to be rendered of approximately $70,000 during the first year. The estimate was based on the assumption that certain costs, such as office accommodation and use of common facilities and services, could temporarily be absorbed in the general budget and that the maximum operation could be obtained from governments in the supply of documentation. The staff requirements in the secretariat note were estimated at four officers (one chief of service, one translator, and two officers) and two general category staff for the first year. The note also contained certain assumptions as regards the financing of the trade information and trade promotion advisory services through income from subscriptions (to be guaranteed by governments).

17. Having in mind the different services proposed by the Group, to be provided during the initial phase of the centre's operation, the secretariat estimates, which in any event had only been presented as indicators of the general order of magnitude involved, would have to undergo some modification. Overall, it might be assumed that the cost of establishing and operating the centre would not be less than given in the secretariat's estimates above, but that it could be kept to an amount approximately of the order of magnitude referred to above, at least during the first year. Taking account of the range of services to be provided, the Group felt that costs of this order of magnitude would not be excessive.
ANNEX A/ANNEX A

List of Representatives - Liste des représentants

Chairman: Mr. Hans MOTT (Sweden)
President: 

AUSTRALIA

Representative: Mr. F.G. Atkins
Commercial Counsellor and Government Trade Commissioner, Cairo

BRAZIL

Representatives: Mr. Francesco Novais Coelho
Head of Commercial and Information Service, London

Mr. Sérgio Luiz Portella de Aguiar
First Secretary of Embassy, Permanent Delegation to the international organizations in Geneva

CANADA

Representatives: Mr. F.P. Weiser
Office of Trade Relations and Trade Policy, Department of Trade and Commerce

Mr. W.J. Jenkins
First Secretary (Commercial), Embassy in Rome

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1 Managing Director, AS SUKAB, Sweden.
FEDERAL REPUBLIC OF GERMANY

Representative

Dr. Ringel
Director,
Bundesstelle für Aussenhandelsinformation, Cologne

INDIA

Representative

Mr. S. Narasimhan
First Secretary,
Embassy in Brussels

ISRAEL

Representative

Mr. E.F. Haran
Deputy Permanent Representative to
the European Office of the
United Nations

ITALIE

Représentants

Dr. Guido Fruner
Chef du Secrétariat technique,
Institut du commerce extérieur

M. Lanfranco Vozzi
Attaché commercial,
Mission permanente auprès de
l'Office européen des Nations Unies

MADAGASCAR

Représentant

M. Ranarivelo
Directeur,
Office d'Exportation

KINGDOM OF THE NETHERLANDS

Representative

Mr. J. Giebel
Acting Director,
Economic Information Service,
Ministry of Economic Affairs
SWEDEN

Representatives

Mr. L. Rydfors
Counsellor of Embassy,
Permanent Delegation to the inter-
national organizations in Geneva

Mr. T. Gabrielsson
Chief of Section,
Board of Commerce

Mr. N.B. Leuf
Chief of Section,
Ministry of Commerce

Mr. T. Lindqvist
Manager,
General Export Association of Sweden

Mr. C.-G. Söderlund
Manager,
Federation of Swedish Wholesale
Merchants and Importers

UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRELAND

Representative

Mr. H. Birtles, C.B.E.
Board of Trade

UNITED STATES OF AMERICA

Representatives

Mr. James Hagler
Executive Director,
International Marketing Institute

Mr. Paul E. Pauly
Deputy Director,
Office of International Trade Promotion,
Department of Commerce

Mrs. Doris S. Whitnack
First Secretary,
Mission to the international
organizations in Geneva
INDONESIA

Representative
Mr. Poerwanto
Third Economic Secretary,
Embassy in Bern

JAPAN

Representative
Mr. Hideo Yoshizaki
Permanent Delegation to the international organizations in Geneva

PORTUGAL

Représentant
M. João Vieira de Castro
Délégation permanente auprès du GATT

SUISSE

Représentant
M. Adolphe Schnebli
Chef de section Ia,
Division du commerce,
Département fédéral de l'économie publique
ANNEX B

EXPORT PROMOTION AND TRADE INFORMATION SERVICES AS A MEANS
FOR ASSISTING THE EXPORT TRADE OF LESS-DEVELOPED COUNTRIES

Note by the Secretariat

1. General

1. The examination of measures relating to the promotion of exports from
less-developed countries has for some time engaged the attention of Committee III.
It is, however, only recently that the Committee has found it possible to discuss
in detail, possibilities for action in this field which might be taken in the
framework of GATT. In view of the large scope of the subject matter the Committee
has, in the first instance and for practical reasons, concentrated on the
examination of a concrete proposal for the establishment of an international
trade information service in the framework of GATT which was submitted by Brazil.
At the same time, the more general question of export promotion measures continues
to be under examination in the Committee.

2. In taking up these questions, the Committee recognized that progress in this
sector of its work and the adoption by the CONTRACTING PARTIES of efficient
export promotion measures would be greatly facilitated by expert advice. It was
felt, however that it would be necessary to proceed on the basis of concrete
proposals if full benefit were to be derived from a consideration of these matters
at the expert level.

3. Taking account of the Committee's preparatory work relating to the proposed
establishment of trade information services, Committee III agreed at its last
meeting that it would be desirable for the CONTRACTING PARTIES to consider, on
the basis of advice of experts, the establishment of such a service in the frame­
work of GATT. The Committee recommended, therefore, that a meeting of experts
in the field of trade information, to be nominated by governments, should promptly
be convened. The terms of reference, agreed upon for the expert group, are as
follows:

(1) "to advise the CONTRACTING PARTIES on the most efficient means of
establishing and operating an international trade information
centre within the framework of GATT;

This note was first circulated in document CCUII/126.
(ii) "to indicate work which the international trade information centre should undertake on a priority basis;

(iii) "to assess the financial implications of establishing and operating such a centre, account being taken of various alternative schemes;

(iv) "to explore, taking into account specific proposals submitted by governments, other measures in the field of trade promotion and production and marketing techniques which the CONTRACTING PARTIES and individual countries could implement to assist the less-developed countries in expanding their export earnings;

(v) "to report on the above to the Committee.

"In their work the experts shall take due account of the views of governments on this subject as summarized in COM.III/115, particularly paragraph 25 of that document, and of the discussion in the Committee on this subject, paragraphs 47-59 (in document L/2080) and as it relates to point (iv) of the summary of discussions, in paragraphs 37-46 (of the same document)."

4. To assist the expert group in its task, the present paper takes up the main elements relating to the proposal for the establishment of the trade information service and of the discussion thereof in the Committee in Section II below, and in Section III the proposals made relating to export promotion measures and marketing techniques generally which have been made so far.

II. Establishment of Trade Information Services in the Framework of GATT


5. When introducing the proposal for the establishment of trade information services in the framework of GATT, the representative of Brazil (see COM.III/93) explained that because of the lack of financial resources the less-developed countries were not in a position to maintain extensive trade information services such as those of the industrialized countries, a fact which placed exporters in the less-developed countries at a disadvantage, particularly when attempting to break into new markets. An international centre which could collect, collate, publish and disseminate trade information would serve to meet a real need of the less-developed countries in the field of export promotion without imposing a financial burden on these countries beyond their means. The industrialized countries themselves might be able to take advantage of such a service. In fact, the operation of such a centre was considered to enable them to effect considerable savings in that they could
draw on it for general information and could concentrate their own resources on meeting the specific needs of their own export trade, thus avoiding the present duplication of effort in the collection of general trade information. The proposal envisaged that at the outset the centre would be financed through contributions from governments, assessed on the basis of some equitable criteria. Eventually the centre is expected to become self-supporting on the basis of income from subscriptions.

6. To meet the needs of the less-developed countries in this regard it was suggested that work by the centre should cover a number of specific subjects namely:

- General market intelligence - including data on commercial policy measures
- Information relating to transport and communications
- Marketing facilities
- Other information of relevance to traders.

7. For disseminating the information four types of services were envisaged:

(a) an "encyclopedia" containing information of a type likely to require periodic revision to be published (a) in loose-leaf form and constantly brought up to date by means of loose-leaf revision sheets or (b) in bound volumes, every year or two, and brought up to date by periodic bulletins;

(b) supplementary booklets relating to specific countries, containing information of a more detailed and enduring nature;

(c) a fortnightly or monthly magazine carrying information of a non-recurrent type;

(d) a correspondence facility in response to specific requests for detailed data or explanations of national legal requirements by individual exporters or groups of exporters.

8. A number of alternative proposals for trade information services in the framework of GATT, which were submitted by other contracting parties when this proposal was discussed in Committee III, can be summarized as follows:

(i) Establishment of a documents centre at the GATT secretariat to overcome the lack of co-ordination among national and international trade information services.
(ii) Publication by GATT of a register of all sources of trade information.

(iii) Resuscitation of the GATT publication "International Trade News Bulletin" (discontinued in 1959). (For (i)-(iii) see L/1989, paragraph 69.)

(iv) Provision by governments of lists of relevant material available for other countries when they require some specific trade and market information (see COM.III/115, paragraph 6).

9. In order to obtain the views of governments on these proposals and to ascertain the need for such a service, both in general and as regards the various topics suggested for coverage by the centre, the secretariat circulated a questionnaire to all GATT countries. A summary incorporating the replies received from thirty-three countries\(^1\) was distributed in COM.III/115\(^2\) which formed the basis of discussion on this item at the last meeting of Committee III.

10. Summarized briefly, the indications received from governments regarding the proposed establishment of trade information services in the GATT are as follows:

(a) Out of seventeen developing countries, which have to date replied to the questionnaire, fourteen indicated in one form or another that the provision of trade information services in the framework of GATT would be useful and would contribute to the expansion of their exports. Two other developing countries expressed interest in the establishment of a trade information centre but felt that the matter required further study. One developing country (see COM.III/115/Add.1) stated that there appeared to be no serious lack of information. The problem of collecting the type of information envisaged appeared to be small in relation to the other aspects of trade promotion. It was further suggested that the proposal for the establishment of the centre should be considered after the objectives of the GATT Programme of Action had been achieved.

\(^1\)Since that time additional replies have been received from Ceylon, Greece and from Pakistan (see COM.III/115/Add.1) and paragraph 10(a) below.

\(^2\)COM.III/115 supersedes COM.III/108 which contained replies from a sample of GATT countries to whom the questionnaire had originally been sent.
(b) A majority of the replies received from developed countries indicated that, although the types of services referred to in the questionnaire were already available to their exporters and that therefore their exporters had no need for such a service to be provided within the framework of GATT, they were prepared to consider favourably any sound scheme in this regard and to contribute to the work of the service or "centre" if it was generally felt that there was a need for the provision of trade and market information services within the framework of GATT.

(c) Several countries expressed doubt whether the usefulness of the proposed "centre" would justify its cost and whether such service could be effectively provided by a "centre" such as had been proposed.

(d) Four countries, the Federal Republic of Germany, New Zealand, Norway and Sweden proposed for consideration by the Committee alternative approaches which, they felt, might be more practicable for meeting the objective of promoting exports of less-developed countries.¹

11. From the more general comments, it appeared that a majority of countries felt that the following conditions would have to be met if trade information services in the framework of GATT were to be established.

(i) Bias of information
   The information service should meet a real need of the less-developed countries in the field of export promotion. It should also be of direct benefit to other countries participating in the work of the "centre".

(ii) Scope of information services
   Subjects to be covered must be carefully selected and restricted to a useful minimum.

(iii) Avoidance of duplication
   Duplication of work already done by existing institutions must be avoided.

(iv) Quality of information
   Information must be authoritative, complete, correct and up-to-date.

(v) Methods of disseminating information
   Information must reach interested parties in time.

(vi) Cost
   An undue financial burden should not be placed on governments.²

¹See COM.III/115, paragraphs 3-6.

²See COM.III/115, paragraph 25, for detailed comments relating to these six points, see paragraphs 26-36 of COM.III/115.
12. As regards the need for information on different subjects, a need for coverage of the subjects listed under (a) below was indicated by "many" countries, and as regards those listed under (b) below by "some" countries:

- (a) import licensing requirements; quantitative restrictions; exchange system; patent regulations; (b) information on national and regional income and purchasing power, and on market limitations and opportunities; internal taxes; sanitary control requirements; State-trading organizations; government and private tenders;

- (a) information on port and trading centres; (b) information on national transport systems and on international shipping and airlines (routes, addresses, freight rates, packing requirements);

- (a) information on trading structure, (for example, existence of futures markets); (b) international advertising media; trade fairs; company laws; national advertising media (rates and addresses); insurance availability and institutions; lists of exporters and importers;

- (a) documentation requirements; visa and inoculation requirements for visiting businessmen; treatment of samples for duty purposes; (b) consular formalities; weights and measures.

A more detailed account of the various types of information required by most countries or by many countries, and of the preferred media for their distribution is found in COM.III/115, pages 3-9. In particular see paragraph 23 in that document.

Indications of the likely demand for the different services publications of the centre (and for the correspondence facility), based on data submitted in this regard by twenty-four countries are as follows:

1For the definition of "many" and "some" see COM.III/115 paragraph 8. The listing in paragraph 12 above does take into account also the reply by Pakistan and Greece (COM.III/115/Add.1) who also returned completed questionnaires.
approximately 1,210; supplementary booklets approximately 1,510; magazine approximately 2,790; correspondence facility approximately 1,270.

Summary of major points made at the last meeting of Committee III regarding the proposed establishment of the centre\(^2\)

13. Discussion in the Committee showed that there was widespread feeling in the Committee that, while bearing in mind the objective of providing comprehensive trade information services and possibly market research facilities, it would be practical to proceed step by step and to concentrate, in the first instance, on the provision of trade information in the strict sense of the term.

14. It was suggested that to start with, the "centre" could publish data on commercial policy measures relating to products notified to Committee III as being of special export interest to less-developed countries.\(^3\)

15. Steps suggested by the Committee for the establishment of a more comprehensive trade information service were: (i) the resuscitation of the GATT publication "International Trade News Bulletin", possibly in a modified form; (ii) the publication of a register of sources of trade information and (iii) the establishment of a documents centre in the GATT.

16. As information on various subjects proposed for coverage by the "centre" accumulated, the "centre" would be in a position to provide increasingly useful services, such as the provision of information under the "correspondence facility" for specific markets or commodities, as envisaged in the original proposal. Thereafter, in line with the progress made in collecting and processing trade data, the "centre" might proceed to the publication of magazines, any special booklets, and the proposed exporters' handbook or "encyclopedia".

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\(^1\)See COM.III/115, Table 2 on page 10. These figures also take into account the submissions in COM.III/115/Add.1. The figures would be significantly lower if the return from Finland were excluded. Without Finland the figures would be (approximately) 710 for the encyclopedia, 1,010 for the supplementary booklets, 770 for the magazine and 270 for the correspondence facility. When discussing this matter, the representative of Brazil expressed the view that, except for the estimate provided by Finland, the estimates were on the low side, particularly the indications given in regard of the likely demand by private readers (L/2080, paragraph 58).

When assessing the likely demand for the different publications of the centre, consideration will have to be given to their proposed complementarity.

\(^2\)This section reproduces - although in a somewhat different arrangement - the major points of discussion at the last meeting of Committee III as set out in Section VI:B of document L/2080.

\(^3\)The scope of investigation of Committee III now extends to some 270 tariff headings in the Brussels Nomenclature. A complete list of these products is found in document Spec(64)6 and Addenda. Together, these products account for approximately three fourths of the total value of exports by less-developed countries to industrialized countries (excluding petroleum).
17. As regards market research activities by the "centre", it was felt that there was merit in concentrating on the more promising markets, including, however, those which could be opened up in the developing countries.

18. Several representatives indicated that their governments were prepared to supply the "centre" with data and studies of interest to exporters in less-developed countries, and to render assistance to exporters in less-developed countries in respect of market research projects which they might wish to undertake.

19. The Committee agreed that similar indications from other governments would be welcomed. Further, it was suggested that it might be useful to provide for the exchange of market research studies among different countries for their respective markets.

20. The Committee agreed that information on commercial policy measures should, ideally, be based on notifications from governments. One of the questions to be considered in establishing the "centre" would be to examine how the present notification requirements could be implemented more effectively and whether further notifications might be required for the efficient operation of the "centre".\footnote{For details regarding present notification requirements, see Annex I to this document.} The desirability, both as regards reliability and cost, of obtaining material from official sources should not prevent the "centre" from using non-official sources of trade information if the use of such material seemed to be indicated in the interest of comprehensiveness and speed.

21. The Committee agreed that duplication of the work of other agencies should be avoided. It was pointed out, however, that although data were being published in respect of most of the subjects this did not necessarily mean that information was available to exporters in a readily assimilable form. The "centre" could provide an important service not only through publishing relevant trade information, but also by referring exporters to fruitful sources of trade information.

22. The representative of Brazil suggested that work by the "centre" on subjects requiring the collection and processing of large quantities of statistical data, such as data on the regional distribution of purchasing power, might usefully be done in collaboration with the United Nations technical services.
23. The Committee agreed that, in addition to the specific proposal for the establishment of a "centre", the Expert Group should be free to take up related matters referred to it by the Committee, or subsequently advised to the secretariat by contracting parties.

24. The Committee considered that it would be useful in preparation of the meeting, if less-developed countries which had experienced difficulties in obtaining trade information would submit notes setting out in detail these difficulties, with a view to ensuring that effective solutions to such problems would rapidly be found.

III. Export Promotion Schemes and Marketing and Production Techniques

Document references: COM.III/91, COM.III/92, COM.III/102, COM.III/117, COM.III/122, AC/3, AC/W/2, L/1925, paragraphs 45, 46 and 50. L/2080, Section V.

25. Although the subject of export promotion measures generally, and of production and marketing techniques, has been on the agenda of Committee III for some time, specific proposals for action in this regard have emerged only fairly recently from the discussions in Committee III. Consequently, the preparatory work necessary for rapid action on these proposals is still at an early stage. There are, however, a number of concrete proposals which have been discussed in Committee III and have been brought to the notice of governments. Moreover, some of these proposals have been specifically recommended to the attention of the Expert Group. The proposals are set out in detail in the documents listed above. A short summary of the salient features of these proposals is given below.

26. One subject which was specifically referred to at the last meeting of Committee III as one of the matters which should be examined by the Expert Group are measures which might be taken to encourage the participation of less-developed countries in trade fairs in industrialized countries (L/2080, paragraph 38). A concrete proposal in this regard which is set out in a note by the Chairman of Committee III (COM.III/92) envisages inter alia the provision of assistance to less-developed countries in the construction of national stands at trade fairs and, where import restrictions are still in force, the granting of generous fair quotas to enable less-developed countries to secure the maximum benefit from participation in trade exhibitions. A further proposal contained in the note by the Chairman of Committee III envisages that industrial

1To date no such proposal (or communication) has been received.
countries might assist the less-developed countries in bringing to the notice of traders and consumers information on the types of products available from less-developed countries, for example, through the stimulus of discussions on radio or television with representatives of less-developed countries on the development plans of the latter countries. Further, space might be made available on special terms to the less-developed countries in government and trade publications as well as in the press, thus providing an opportunity for these countries to advertise their products.

27. In a paper submitted by Tunisia (COM.III/117), it was suggested that the creation of national or international services, to carry out research and give assistance in such fields as market studies, sales expansion, quality control, packaging and standardization, would be of considerable assistance to exporters in less-developed countries.

28. Other measures to which the Committee wished to draw the attention of the Expert Group, and obtain their advice on possibilities for action in the framework of GATT, are ways and means for rendering assistance to less-developed countries in the following fields:

- Preparation and launching of export promotion programmes;

- Market investigations;

- Adaptation of the products of less-developed countries to the requirements of industrialized countries;

- Sales techniques; and

- Establishment of export organizations.¹

In relation to the subjects listed above, contracting parties were invited to conduct surveys, analogous to the one undertaken by Sweden (COM.III/122), and to communicate the results of such surveys to the secretariat for processing (paragraph 40 of L/2080).²

29. A proposal by Israel, which was first elaborated in the Action Committee (AC/W/2), is also directly relevant to the work of the Group. In his proposal the representative of Israel suggested that national trade information centres

¹ In earlier discussion of this subject it was proposed that, when examining this matter, consideration should also be given to measures which would assist the less-developed countries in staffing export promotion services (L/1925, paragraph 50).

² It was also suggested that papers submitted in this regard would be placed before the Expert Group; to date no such communication has been received.
of industrialized countries should render export promotion services also on behalf of products of the developing countries. In this respect they should provide information to suppliers on trading opportunities in developed countries and to prospective buyers on new sources of supply in the developing countries. Furthermore, trade promotion activities such as trade fair and trade promotion works should in future be arranged by developed countries not only in order to promote their own exports but with a view to helping developing countries develop their exports. Trade fairs, trade promotion works etc., should have special sections financed by the industrialized countries which are specially designed and specially intended for the promotion of the exports of the developing countries.

30. In addition, Israel has proposed that industrialized countries could make a positive contribution towards the expansion of exports of the less-developed countries by:

(i) the provision of export risk insurance by industrialized countries for exports from less-developed countries; and

(ii) the provision of export assistance funds by industrialized countries

(a) derived from customs duty receipts on imports from less-developed countries; and

(b) through contributions by exporters in respect of products exported to less-developed countries. (AC/3, paragraph 18; L/2080, paragraphs 43-46; and AC/W/2.)

31. As regards production and marketing techniques relating to products of interest to less-developed countries, the Committee has invited contracting parties, which have experience in providing assistance in this field, to submit papers on this subject. In this connexion the Committee has before it a paper submitted by the United Kingdom relating to the work of Marketing Boards in United Kingdom territories (COM.III/102).
ANNEX

NOTIFICATION REQUIREMENTS IN THE GATT

As a general provision, Article X of the General Agreement requires contracting parties to publish promptly, laws, regulations, judicial decisions and administrative rulings relating to duties, taxes or other charges, or relating to requirements, restrictions or prohibitions on imports or exports or on the transfer of payments thereof, or affecting their sale, distribution, transportation, insurance etc., as well as agreements affecting their national trade policies. Apart from this there are a number of particular notification requirements provided for the implementation of specific provisions of the Agreement. The following are the more important ones:

Quantitative restrictions

Under Articles XII:4(a) and XVIII:12(a), relating to the use of import restrictions for balance-of-payments reasons, a contracting party applying new restrictions or substantially intensifying restrictions, is required to furnish promptly detailed information to the Executive Secretary for circulation to the CONTRACTING PARTIES. Details of the notification procedure both for balance-of-payments restrictions and for residual restrictions are set out in BISD, Ninth Supplement, pages 18-20 (also see L/1518 and BISD, Eleventh Supplement, pages 206-213). Notification requirements exist also for measures imposed for the purpose of protecting new industries by developing countries under the provisions of Article XVIII:C and those imposed for emergency purposes under Article XIX. Under present procedures, there is, however, no notification requirement regarding changes in quantitative restrictions and other measures maintained under Article XI:2 (agricultural and fishery products) and Article XX (sanitary and veterinary regulations etc.,) and Article XXI (security and defence measures).

Import liberalization measures are regularly notified, in accordance with procedures evolved in this respect by the CONTRACTING PARTIES. Details of quota restrictions are to be made public and information on import licensing arrangements is to be provided to contracting parties requesting this information, by the country using this measure, in accordance with Article XIII:3.
Customs duties

Under the Agreement and under present procedures there exist no legal obligations for contracting parties to notify changes in customs duties, except for changes resulting from the modification of bound duties pursuant to Article XXVIII.

The official gazette in each country publishes the tariff and all amendments. Furthermore most countries publish and keep for sale bound volumes listing legal and applied rates. Loose-leaf editions are often available and a subscription service periodically provides pages for replacement containing all the recent amendments. However, these volumes are in the national language; very few countries publish translations. These, however, are available from the ICTB in Brussels which provides translations of the tariffs of member countries (which means the great majority of contracting parties to GATT) in English, French, Spanish, German and Italian. Supplements to these translations are circulated sporadically. As regards duties bound in GATT there is no up-to-date consolidated text; it is to be expected that each contracting party will provide consolidated schedules after the Kennedy Round. It should be clear, however, that the GATT bindings are not necessarily always equivalent to the rate actually applied: in most countries duties are suspended or temporarily reduced from time to time. There is at present no requirement for the notification of such action.

Subsidies and State trading-measures

Under Article XVI:1 of the General Agreement, contracting parties are required to notify the CONTRACTING PARTIES in writing of the extent and nature of subsidization measures maintained by them. Under Article XVII:4(a), contracting parties are required to notify the products which are imported into or exported from their territory by State-trading enterprises. (Defined in paragraph 1(a) of Article XVII.) At the twentieth session, the CONTRACTING PARTIES adopted new procedures relating to notifications of subsidies and State-trading measures (BISD, Eleventh Supplement, page 58; see also L/2038).

In addition to the procedures for notification set out above, special procedures have been evolved for the notification and consultation regarding barriers imposed or maintained on products examined by Committee III and covered by the Action Programme. Also, contracting parties have been invited by Decision of the CONTRACTING PARTIES of 7 December 1961 (BISD, Tenth Supplement, page 32) to notify any substantial changes in their agricultural policies so that, inter alia, the information assembled from past Committee II consultations can be kept up to date. Notwithstanding the existence of these
procedures and the fact that contracting parties, in many instances, supply information not covered by the specific notification requirements, the material made available to the secretariat at present is not sufficient to permit complete trade information services, on the topics suggested for coverage by the centre, to be based on official notifications alone. Even as regards tariffs, information other than in the language of the country concerned, is normally not available without some considerable time lags.