Dear fellow Editor,

With its next quarterly issue, Volume I No. 5, which will be out on 15 December, the International Trade FORUM will have been in existence for over a year, during which time it has published five issues and two supplements.

This magazine has been dedicated by the Contracting Parties of the General Agreement on Tariffs and Trade (GATT) to the export promotion interests of the developing nations. We give especial publicity to the operational export problems of the developing countries, having featured articles from the government trade promotion bodies of Ceylon, the United Arab Republic, Brazil and India in the first number; the Central African Republic, Nigeria and Turkey in the second; Nicaragua, Paraguay, Jamaica and Colombia in the third; and the Philippines, Thailand and Pakistan in the fourth. Articles from Trinidad and Tobago, Peru, Iran and Yugoslavia will appear in the fifth.

On the other side of the coin, we publish articles on import opportunities in the developed countries, including, so far, Sweden, the Netherlands, Poland, Austria, Czechoslovakia and Canada. The next issue will contain an article describing an Italian department store's experience in buying and selling products from developing countries.

In the magazine we also discuss export promotion techniques: some of the techniques used by India, Japan, Switzerland, Togo, the United States, Australia and Thailand have been featured. In this respect one of our aims is to air ideas that can serve as a model to less-developed countries. Thus the next issue will contain an article on the promotion of exports of Danish craft industries; and another on the activities of an export research group in the United Kingdom.

Some of the products of less-developed countries whose export problems or successes we have described are: instant coffee, citrus and citrus products, rice, fishmeal, phosphates and sports goods.

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The upcoming issue will feature the article enclosed, on Japan as a market for the imports of the developing nations, which we believe will be the first time this country has laid out its international trade pattern in such detail. You might be interested in abstracting and/or commenting on the article, with due credit to us as its source.

Although our services to developing nations are free, we do not pay for articles. If, nevertheless, one of your economic editors should care to contribute to the magazine on some subject in your country of interest to the developing countries in their export promotion drive, we should be happy to consider it for publication. Normally we do not run articles of the length of the Japanese one but closer to between five and ten double-spaced typewritten pages.

Thank you for your interest.

H.L. Jacobson
Head, International Trade Centre