Dear

This Centre intends to produce a pamphlet on Export Promotion Techniques. It will consist of a series of descriptions of such techniques as applied by individual countries, together with a synthesis that will identify characteristics common to different countries.

The purpose of this letter is to request from you a description of the export promotion techniques applied by your country. The total length of the description should not be more than about a dozen pages, and can, of course, be less.

For your information, and as a guide, we are sending under separate cover descriptions of export promotion techniques applied by some countries that have already sent us material. This material is, however, of a provisional nature only, and not intended for general release at this stage.

Since we are anxious to produce this pamphlet in final form as soon as possible, we would be grateful if you could give your early attention to the matter.

Faithfully yours,

H.L. Jacobson
Head, International Trade Centre

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