Introduction

1. The Advisory Group on Trade Information and Trade Promotion Advisory Services in the GATT met from 13 - 15 June 1967, in pursuance of a recommendation of the CONTRACTING PARTIES at their Twenty-Third Session. Experts and advisers in the field of trade information and trade promotion from the following countries participated as members of the Group: Australia, Austria, Barbados, Belgium, Brazil, Burundi, Cameroon, Canada, Czechoslovakia, Dahomey, Denmark, Ecuador, Finland, France, the Federal Republic of Germany, Ghana, India, Indonesia, Israel, Italy, Ivory Coast, Jamaica, Japan, Korea, the Netherlands, New Zealand, Nigeria, Norway, Pakistan, Peru, Poland, Portugal, Sweden, Switzerland, Tanzania, Trinidad and Tobago, Turkey, the United Arab Republic, the United Kingdom, the United States and the Commission of the European Economic Community. There were observers from the following contracting parties and other governments: Afghanistan, Algeria, El Salvador, Hungary, Iran, the Philippines. Observers from the following intergovernmental organizations were present: the International Monetary Fund, the Organization of American States, the Organisation Commune Africaine et Malgache, the Organization for Economic Cooperation and Development, and the United Nations Conference on Trade and Development; and from the International Chambers of Commerce. A list of the experts and the observers who participated in the meeting is contained in Annex A to this document. Mr. H. Birtles, C.B.E., Director of the Export Services Branch, United Kingdom Board of Trade, was unanimously elected Chairman of the Group.

2. The purpose of the meeting was to review the past activities of the Trade Centre; and in the light of the experience gained and the observations made by the users of and contributors to the Centre’s services, make recommendations
concerning the eventual expansion of the Centre's work and the direction and emphasis of its activities. In making this assessment, the Group took note of the financial implications of recommendations made, although budgetary questions do not come within the Group's terms of reference.

3. To assist the work of the Group the Secretariat had prepared the following documents:

- a note (COM.TD/J/2), which contained an outline of the past work of the Trade Centre in its four main fields of operation, Market Information Service, Publications Programme, Trade Promotion Advisory Service and Training Programme, suggestions for future action, and the financial implications of these suggestions

Summary of the discussions and recommendations of the Group

4. In his opening statement the DEPUTY DIRECTOR-GENERAL of the GATT Secretariat pointed out that the Centre planned no substantial change in its pattern of activity, but was continuing and consolidating its previous work. The future direction of the Centre's services was not based on academic plans, but on practical experience of cooperation between developed and developing countries through the Centre. The proposals took account of the recommendations of the Punta del Este meeting of the GATT Trade and Development Committee and were a logical consequence of earlier decisions taken by the CONTRACTING PARTIES.

5. The consequential increase in the budget was modest (around $140,000), but it would inter alia make possible further Trade Promotion Advisory missions abroad, and additional market surveys and export techniques monographs.

6. In a world where trade barriers were gradually being reduced, it was imperative to give technical assistance to developing countries in order to enable them to take advantage of the new trading opportunities. Otherwise the progress in the trade policy sector would be nullified.

7. With respect to the relationship between the activities of the CONTRACTING PARTIES and other intergovernmental agencies working in the field of export promotion, all these organizations needed to make a contribution in the spheres in which they were specially competent. The total resources available for
trade promotion were far too small. It would obviously be more efficient if these efforts by different bodies were coordinated; and it was the GATT Secretariat's intention to seek the closest possible collaboration with them, and in particular with UNCTAD. The GATT's contribution was not intended to cover the whole field of trade promotion, but with the contacts built up over 20 years with the trading community, both private and governmental, it had a vital contribution to make.

I. GENERAL REMARKS

8. Before discussing each of the Centre's services in detail the CHAIRMAN invited comments of a general nature.

9. The representatives of both developing and developed countries were unanimous in their appreciation of the Centre's work, both as to volume and quality, especially in view of the limited resources at its disposal. The representative of INDIA remarked that the style and presentation of the Centre's publications made them particularly suitable for use in developing countries.

10. The representatives also generally welcomed the shift in emphasis towards the Trade Promotion Advisory Service and the Training Programme. Although foreseen from the inception of the Trade Centre in 1964, these two services had been developed only in the more recent past, in accordance with the step-by-step approach to the expansion of the Centre's work. It was generally recognized that developing countries must be helped to help themselves, and their ability to profit from the Centre's trade information and advice would be conditioned by the quality of their national trade promotion services and the calibre of the staff at the disposal of these services.

11. The need for coordination between the Trade Centre and other organizations active in the field of trade promotion was emphasized by several representatives. In particular the representative of SWEDEN expressed the hope that the UNDP would be able to support with its technical assistance funds some of the country projects handled by the Centre.
12. A potentially fruitful field of cooperation indicated was between the GATT International Trade Centre operating intercontinentally, and regional trade promotion centres set up by such bodies as the United Nations Regional Economic Commissions and the Organization of American States. The respective activities would be complementary and not competitive. The representative of GHANA, however, wanted to see the Trade Centre itself launch into regional trade promotion programmes.

13. Considerable emphasis was laid by representatives on the fact that the Centre had not only achieved a great deal of work itself, but had also succeeded in activating numerous other bodies, and in particular its liaison agencies, mostly national export promotion bureaux, into a vast cooperative effort. The representative of TANZANIA recognized that the support given to the Centre by developed countries was the secret of its success.

14. The representative of GHANA wanted to see an extension of the Centre's activities to the field of promotion of primary commodities, e.g. through commodity promotion councils. (This will be the subject of a Centre study scheduled for end of 1967.)

15. Many representatives supported the modest increase in the Centre's budget and felt that it would be a minimum to develop the very useful activities so far undertaken. However, a number of developing countries' representatives expressed concern at the foreign exchange implications for them of raising their contribution to the GATT budget, and recommended some formula whereby this element would be reduced to a minimum.

16. The meeting took note of a statement by the representative of UNCTAD on the activities of the United Nations in the field of export promotion.

17. With respect to these general problems the Group recommended that the Trade Centre:

(i) maximise its coordination with other organizations, both international and regional, working in the export promotion field;

(ii) be enabled to utilize UNDP financing for country projects;

(iii) give increasing emphasis to its Trade Promotion Advisory Service and Training Programme;
(iv) concern itself with product promotion councils and examine ways in which it might assist existing councils or stimulate the creation of new ones;
(v) be supported to the maximum possible extent from unilateral contributions of developed countries, so as to reduce the foreign exchange contributions of developing countries;
(vi) continue to stimulate the cooperative work of other bodies, in addition to its own direct activity.

II. MARKET INFORMATION SERVICE

18. The market surveys already carried out elicited wide approval from the representatives, for their clarity and commercial usefulness.

19. The representative of BRAZIL pointed out how important it was for developing countries to learn to undertake marketing research themselves and therefore particularly welcomed the Centre's pamphlet on Export Marketing Research for Developing Countries. However, he also wanted a guide on how to mass produce short marketing studies. He supported the proposal for a study of the possibility and utility of setting up a central tariff and commercial policy information pool that would store complete data and keep it up to date. This was an ambitious project, but necessary. The representative of the UNITED ARAB REPUBLIC also supported this project. In addition he emphasized the importance to developing countries of knowing how to penetrate well-established distribution channels. He recommended that as many as possible of the 60 market surveys already carried out by the Centre for individual countries be given wider distribution.

20. There was a discussion of the possibility of evaluating the results of marketing surveys. It was pointed out that there were many practical difficulties in making a meaningful evaluation of the impact of market surveys. Furthermore, it was a time consuming exercise that would require additional staff, and even if sophisticated evaluation techniques were used, the results might be of only limited value.
21. The representative of the UNITED ARAB REPUBLIC agreed that the quantitative effects of marketing research were difficult to evaluate, but it should be possible for liaison agencies in developing countries to determine whether marketing techniques had been improved as a result of the Centre's surveys.

22. The representative of INDIA thought that the Trade Centre should confine itself to marketing research that was intercontinental in dimensions, leaving intra-regional marketing research to the UN Regional Commissions. He welcomed the Centre's programme of surveys outlined for the coming year, namely for machine tools, electrical equipment, processed foods and rubber and plastic goods.

23. In response to an enquiry about the selection of products for major market surveys it was pointed out that the criteria for selecting products for future market surveys were:

(a) that they should be of interest to a wide number of developing countries;
(b) that the production potential in developing countries should be sizeable; and
(c) that existing studies should indicate promising market potential.

There was a tendency for the Centre to shift its studies from primary towards processed or manufactured goods, which was a desirable trend.

24. The representative of ISRAEL wondered whether textiles could not be included in the future research programme. The ASSISTANT DIRECTOR-GENERAL of the Department of Trade and Development pointed out the existence of valuable studies already undertaken for the GATT Secretariat's Cotton Textile Committee; but said that if additional marketing information was required to supplement these studies, the Centre might consider providing this.

25. In view of the rapid obsolescence factor in marketing research work, the representative of the FEDERAL REPUBLIC OF GERMANY recommended that past Centre studies be brought up to date from time to time by the issue of supplementary information.
26. Concerning the Market Information Service the Group:

(i) recommended that a guide should be produced on how developing countries could mass produce short marketing studies, in addition to the guide already produced on the more comprehensive type of study;

(ii) approved the emphasis now being given to the major marketing research surveys on processed and manufactured goods of interest to a wide number of developing countries;

(iii) approved the specialization of the Trade Centre on studies of intercontinental dimensions, leaving intra-regional marketing studies to regional organizations;

(iv) supported the project to study the creation of a comprehensive tariff and commercial policy information pool that would be kept up to date;

(v) recommended that emphasis be placed on studies that could be widely diffused, as opposed to those done for individual countries;

(vi) recommended that the Centre request its liaison agencies in developing countries to examine and report on the impact of Centre studies on existing marketing arrangements;

(vii) recommended that existing Centre studies be brought up to date from time to time by the issue of supplementary information;

(viii) recommended the proposed increase in resources for the market studies programme.

III. PUBLICATIONS PROGRAMME

27. Representatives congratulated the Centre on the volume and quality of its publications, both magazine and export promotion techniques pamphlets.

28. The representative of Brazil said that the Manual of Export Promotion Techniques had already been of practical use to his country in the design of its export promotion services. He wanted an additional volume that would analyse countries' export promotion techniques service by service. The Director of the Centre replied that such a volume was under preparation.
29. It was recognized that it was impossible to produce a single "model" of export promotion techniques, because of the variety in size, resources and economic structures of developing countries. But the collation of material produced would be of considerable assistance in producing custom-built studies, either by the Centre's Trade Promotion Advisers, or by the developing countries' own officials.

30. The representative of BRAZIL also wanted a pamphlet on how numbers of enterprises could form groups for export purposes. The DIRECTOR replied this facet would be included in the projected Centre pamphlet on private sector export promotion methods.

31. The representative of POLAND wanted the new Bibliography of Market Surveys to be kept constantly up to date, and suggested all liaison agencies should be asked to cooperate to make this possible.

32. The representative of SWEDEN was anxious that the Trade Centre should, when preparing a pamphlet on fiscal and financial export incentives, take account of the findings of the UNCTAD's forthcoming Expert Group Meeting on Trade Promotion. The ASSISTANT DIRECTOR-GENERAL assured him this would be borne in mind.

33. The representative of ISRAEL wanted to add another pamphlet to those proposed for 1968, namely a practical handbook for government trade representatives. Certain developed countries have produced such manuals. These handbooks could be produced in conjunction with, or as a by-product of, the Centre's programme of seminars for the commercial attachés of developing countries in Europe. The DIRECTOR agreed this was a constructive proposal.

34. The representative of FRANCE wondered how the Centre's pamphlets were distributed. The DIRECTOR said that the Centre relied greatly on its liaison agencies in developing countries to secure optimal distribution, and also made up special ad hoc lists for each pamphlet, according to its nature. There were certain key bodies in addition to the liaison agencies who receive copies of all Centre publications.
35. The representative of France thought the Centre should bear in mind the different degrees of development of the developing countries, when preparing its pamphlets. The Director said this was difficult in a single monograph, which necessarily had to generalize. But the use of the case study approach was designed to make the pamphlets of use to the maximum number of countries.

35. The representative of the United Kingdom supported the Centre's Publications Programme, drawing parallels between it and the UK's own trade promotion publications' programme. The printed word was an economical way of multiplying the effects of the Centre's work and he hoped it would not be neglected in the course of emphasizing newer activities. He was happy to confide the make-up of the Publications Programme to the Centre's competent decisions.

37. The representative of the Federal Republic of Germany wanted to see a much more rapid production of information on trade opportunities and commercial policies by means of circulars, possibly to be printed later in the Forum and Supplement.

38. Regarding the Centre's Publications Programme the Group recommended that:

   (i) pamphlets be produced on the following subjects:
       - the organization and operation of government export promotion bureaux, including relations with private sector institutions (this would be a service-by-service analysis, drawing on the existing experience of many countries);
       - joint international councils for product promotion;
       - fiscal, financial and other export incentives;
       - the planning and execution of trade missions;
       - a practical handbook for government commercial representatives;
       - private sector export promotion methods, including methods by which small firms can group together for export purposes;
(ii) the Centre publish a cumulative index of subjects dealt with in the FORUM and its other publications;
(iii) the bibliography of market surveys be kept up to date;
(iv) the proposed budgetary increases for the Centre's Publications Programme be approved.

IV. TRADE PROMOTION ADVISORY SERVICE

39. Representatives of both developed and developing countries were unanimous in their appreciation of the importance of this service of the Centre. The representatives of AUSTRALIA, FRANCE and the NETHERLANDS reported on the missions financed and organized by their countries as part of the GATT Trade Centre programme; and the representatives of BRAZIL and INDONESIA described the positive results of such missions carried out in their countries by experts under this programme.

40. The representatives of BARBADOS, CAMEROON, GHANA, ISRAEL, TRINIDAD AND TOBAGO, and the UNITED ARAB REPUBLIC expressed their utmost interest in this service, which should enable developing countries to become increasingly independent in trade promotion matters, and insisted that it be given a high degree of priority.

41. The representatives of SWEDEN and ISRAEL were concerned whether the budget allocations to this service were large enough to enable the Centre to give it the importance it deserves, and suggested ways should be found of overcoming this disability.

42. The DEPUTY DIRECTOR OF THE CENTRE said that the Secretariat was aware of the limitations of funds, but this was implicit in the cautious step-by-step approach adopted for the Centre's expansion. If there was a demonstrable need for further resources, the Centre would bring this to the notice of the Advisory Group at a future date. Meanwhile, the number of advisers would be supplemented by using other members of the Centre's staff, who had been engaged for their polyvalent abilities; and the Centre was also hoping for increased unilateral contributions of personnel and expenses by developed countries for this service.
43. The representative of UNCTAD assured the Group that the UNCTAD envisages arrangements which will enable the Trade Centre to have the benefit of UNDP funds for its Trade Promotion Advisory Service. It was necessary to establish priorities for this assistance, and also to ensure that it was closely adapted to developing countries' specific requirements. He was acutely conscious of what he called the "penetration gap" now opening up, i.e. the lag of developing countries behind the developed countries in their ability to exploit new market opportunities created by declining trade barriers. He paid a tribute to the Centre in the contribution it was making to close this gap. It was necessary to mobilize all possible agencies in this work, and achieve maximum consultation to avoid waste and overlapping of efforts. In this connexion he mentioned the very valuable development expertise accumulated over the years by the UN and its various organs. In particular the deep understanding of the Regional Economic Commissions of the development problems of their areas made them valid partners of the International Trade Centre in this joint enterprise. Those Commissions had been asked to investigate the trade promotion needs of their respective areas. It was also decided to appoint a specialist officer in trade promotion in each of the Regional Commissions; the Centre's team of trade promotion advisers could work in collaboration with these specialists.

44. The representative of BRAZIL welcomed the statement of the UNCTAD representative and said that it clarified how cooperation could be achieved between GATT and UNCTAD in the trade promotion field. He requested that the full UNCTAD statement be reproduced so that they could all study it.

45. The representative of BELGIUM was also delighted with the UNCTAD offer of collaboration, and thought this would solve the Trade Centre's problem of meeting the 15 requests anticipated for 1968. He hoped the missions would be entrusted to very experienced experts, and pointed out that missions would have to be short, i.e. not more than three months, since such experts were much sought after in their own countries.

46. There was a discussion of the criteria by which countries were selected for Trade Promotion Advisory missions. The DIRECTOR assured the Group that all countries, whether GATT or non-GATT, were eligible for this assistance.
He emphasized the "package" nature of the work undertaken by the Centre. All services were inter-related, and the Centre was in a position to offer to one and the same country a Trade Promotion Adviser, backed by marketing research on products of good potential he identified; and training for its trade promotion officials.

47. The representative of the UNITED STATES gave his whole-hearted support to this "package deal" approach. Regarding the two main types of Trade Promotion Advisers (for building trade promotion institutions and for specific product marketing problems) he would give priority to the former.

48. The representative of JAPAN suggested that members of JETRO field offices, of which there were 66, might work with Centre advisory missions for a period of several weeks. Members of these offices are experienced both in export promotion techniques and in the particular problems of the areas in which they are located.

49. With respect to the Trade Promotion Advisory Service the Group recommended that:

(i) the Service be given a very high priority in the Centre's programming;
(ii) the Service be supplemented both by unilateral contributions and UNDP financing;
(iii) the Centre work closely with the UN Regional Commissions, UNCTAD and other agencies that are active in the trade promotion field;
(iv) the proposals for increasing the resources of this Service be approved.

V. TRAINING PROGRAMME

50. The representative of BRAZIL drew attention to the cooperative course organized jointly by ATEF in France and the Organization of American States with the Centre as original intermediary. This had been important because
it grouped a number of Latin Americans, including several of his compatriots. For trainees to be effective on return to their countries they needed to comprise a group who could act together and bring about change. He was glad to see that the Centre's Training Programme had now developed to the point where a Centre-based course had become possible, thanks to the generosity of the Dag Hammarskjöld Foundation. He hoped that in future a group of Latin Americans could profit from a Centre-based course.

51. The representative of the UNITED STATES was interested in the eventuality of a Centre-based course continuing after 1967, since it might fill a gap that might be left by the various national courses. The experience of the first course should be analysed, and the possibility of holding it in various parts of the world should also be borne in mind. The representative of the UNITED ARAB REPUBLIC hoped the Centre-based course would continue.

52. The representative of SWEDEN said he hoped the Centre-based course would be possible in 1968 through further unilateral contributions. He also supported the idea of short export promotion seminars. By imparting specific information these would complement the general courses. These seminars might also be held in developing countries.

53. The representative of GHANA requested that the training of senior trade promotion personnel be increased, since the junior personnel were not always in a position to implement what they had learned. The courses should be adapted to the specific needs of developing countries. The CHAIRMAN pointed out that as a result of the Trade Centre Symposium on Export Promotion Training, the United Kingdom course had been entirely remodelled to suit the needs of developing countries.

54. The representative of FRANCE agreed with the Trade Centre policy of concentrating, in the initial phase, on training trade promotion officials, but it should not neglect the training of exporters, since official action would be useless without trained exporters. Such exporters needed in-service training in exporting firms. The representative of the UNITED KINGDOM said
that they were even now discussing with British firms and the London Chamber of Commerce how those participating in the Centre Hammarskjöld Foundation course could be received for a period of in-service training. They were also exploring the possibilities of holding seminars in London for locally based commercial attaches of developing countries on such subjects as export credit guarantees or wider topics. The representative of BELGIUM agreed that trainees should have in-service training with firms, and his country would respond positively to requests to arrange this.

55. The representative of INDIA wondered whether there could be a half-yearly compendium issued of all available training courses. The DIRECTOR pointed out this might be misleading since training vacancies tended to be taken up before a comprehensive brochure could be produced. That is why the Centre continues to send out "same day" announcement of each new course, although it will now also produce a quarterly brochure.

56. The representative of BURUNDI was grateful for all the developed countries were doing in the export promotion training field, and supported all the proposals for the Centre in this connexion, even though his country had not so far been able to take advantage of its courses. The representative of CAMEROON asked for the Trade Centre’s assistance in setting up trade promotion training facilities that would serve the needs of the Union of the Development of Equatorial Africa. The representative of the Organisation Communauté Africaine et Malgache welcomed the short seminars. He also said that all training courses should be fairly short, since high-ranking officials could not be spared from their countries for long.

57. The representatives of NORWAY, FINLAND and SWITZERLAND announced new arrangements for training courses and/or seminars or study tours for developing countries’ trade promotion officials. The Swiss course would be for a group of Latin Americans.
58. With respect to the Centre's Training Programme the Group recommended that:

(i) the Centre develop and expand its cooperative training programme with national governments and other national bodies;

(ii) the Centre make every effort to continue its Centre-based course after 1967, through unilateral contributions or other means;

(iii) make available to the next meeting of the Advisory Group an assessment of the 1967 Centre-based course to enable the Group to consider the advisability of making budgetary provision in case unilateral contributions are not forthcoming;

(iv) the proposed programme of short export promotion seminars be developed to the extent possible;

(v) the budget proposal for training activity be approved.

VI. UNILATERAL CONTRIBUTIONS

59. The utmost importance of unilateral contributions to the Centre's activities was apparent during all the deliberations of the Group. The DIRECTOR summed up all the forms these contributions were now taking, and indicated that additional contributions by certain countries would soon be forthcoming. This summary, together with new forms of help by various developed countries announced at the meeting, is reproduced in an Annex to this document.

60. The ASSISTANT DIRECTOR-GENERAL, on behalf of the DIRECTOR-GENERAL, expressed his deep thanks for all these many contributions, and emphasized that the 1968 programme of the Centre would depend in a large degree upon them.

VII. CONCLUSIONS

61. The Group recommended the programme of future activities outlined by the Secretariat, including their budgetary implications to the extent of $140,000. It made a number of pertinent suggestions as to how the programme could be improved. Certain recommendations concerning the obtaining of additional
resources were made, since it was clearly realized that the programme was greatly dependent for its realization on external contributions of resources, from national governments, the UNDP, and foundations.
ANNEX A

UNILATERAL CONTRIBUTIONS

1. The DIRECTOR OF THE CENTRE introduced the discussion on unilateral contributions by giving a summary review of such contributions to the Centre to date. He mentioned secondment of Trade Promotion Advisors by Australia, France and the Netherlands; the provision of training facilities, varying from two to twelve months by Belgium, the Netherlands, France, the United Kingdom, New Zealand, Norway, Australia, Italy, the Federal Republic of Germany and Ireland; reception of trade study tours, with cost of maintenance and internal travel paid by the host country, by Denmark, Norway, Sweden, Australia, Belgium, Canada, Israel, Japan, New Zealand, Switzerland; the upcoming German Foundation for Developing Countries Seminar in collaboration with the Centre and the Economic Commission for Africa; the secondment of pre-paid officers for work with the Centre, usually for one year, by Austria, France, Norway and Switzerland; publications such as books produced at Centre recommendation by Canada and Switzerland and the cash contribution for a three-months training course by the Swedish Dag Hammarskjöld Foundation.

2. The delegation of SWEDEN announced that as from next budget year the Swedish Government would introduce trade promotion as part of the regular Swedish Programme for assistance to developing countries. Among measures envisaged, a Swedish economist would this fall be put at the disposal of the Trade Centre to serve in Geneva for one year. Further, a Trade Promotion expert from the Swedish International Development Authority (SIDA), which is the central Swedish organisation for aid to developing countries, would this summer work with the Centre with a view to exploring ways and means of assisting the Centre materially on various
projects. During his stay applications from developing countries for export promotion assistance would be studied with an aim to arrange such integrated package deals as the Director had referred to in earlier discussions. Trade Promotion Advisory Missions could thus be accomplished partly by Sweden at its own expense and partly by the Centre. For example, such an integrated package for assistance to a specific country could contain one overseas Trade Promotion Advisor paid by Sweden and recruited either by Sweden or the Centre, who would give advice for, say, three months on how to build the export services of a developing country; further, one professional market researcher, who might be one of the Centre's experts making market investigations in developed countries for the products concerned, and maybe also one statistical expert who could advise on certain export statistical matters. Finally there might be arrangements for training of officials or private businessmen combined with study tours and visits to import markets. The Swedish plan was still in a tentative stage, but the Swedish delegation expressed the hope that such a programme useful to the developing countries would be created.

3. The delegate of the NETHERLANDS explaining that a definite pronouncement could not be made as yet in view of the change of Government in his country, nonetheless expressed the conviction that the Netherlands Government would be very positive in their attitude to unilateral contributions.

4. The delegate of JAPAN announced that his Government was planning to hold an export promotion seminar for trainees from developing countries early next year for a period of 50 days in Japan. The Japanese Government was prepared to make a certain number of places available for candidates nominated by the Trade Centre. Transport and living expenses would be paid by the Japanese authorities for all trainees. The details of the
seminar were not yet decided and contact would be made with the Centre as soon as possible. Furthermore, the Japanese Government was prepared to receive trade study tours, this or next year on the same terms and conditions as that received last year from the Centre and the OAS jointly. Arrangements for such a trade study tour would be made by JETRO and the expenses of the participants' stay in Japan would also be borne by JETRO. The Japanese Government would contact the Centre to discuss this matter further.

5. The delegate of CANADA stated that his Government wished to be as helpful in the matter of unilateral contributions as possible. A programme had been announced by the Ministry of Trade and Commerce providing for the annual training in Canada of candidates from the developing countries and for the attendance of Canadian senior officials at trade promotion seminars. Serious attention would be given to requests from the Centre for the provision of exports in the Trade Promotion Advisory field, although it was difficult at present to quantify this assistance. Consideration would also be given to the assignment of senior Trade Commissioners to assist with export promotion seminars of the Centre. Generally, the Canadian Government was always ready to receive requests for assistance from the Centre. In conclusion, the Canadian delegate stressed that one of the advantages of the Centre was its ability to mobilise resources internationally on an ad hoc basis.

6. The delegate of BELGIUM announced his Government's willingness to collaborate in studies being undertaken by the Centre for developing countries and stood ready to make available post-graduates in export trade fields for periods of six months or so for service in the Centre. Costs would be paid by Belgium. The Belgian authorities would also be willing to receive individual requests for training of candidates from the developing countries to the Centre, as hitherto.
7. The delegate of FINLAND announced that his Government wished to participate in the provision of unilateral contributions to the Centre, and that already this year two traineeships would be provided by Finland for a period of some months. This was a beginning. Other forms of aid were being considered.

8. The UNITED KINGDOM delegate referred to his Government's assumption of full time responsibility for facilitating the activity of the Centre, including the provision of a full-time import opportunities office. He mentioned in particular the liaison services with British industry provided by the Board of Trade for Centre market researchers. He confirmed that the United Kingdom would operate an export promotion training course in 1968 along the lines of this year's course and, if demand should warrant it, there would be a second course provided. He mentioned that the syllabus of the present U.K. course was based on the recommendations of the GATT Centre.

9. The delegate of FRANCE made a statement regarding his Government's continuing interest in and goodwill towards the activities of the Centre. He cited as evidence of past contribution, the training course which the French authorities had operated for representatives of Latin American countries in collaboration with the Centre and the OAS and of the Trade Promotion Advisory mission to Algeria accomplished through the secondment of an officer to the Centre. He stressed that the French Government would continue to evidence its goodwill and would in particular consider the loan of another officer for work in Geneva and suggestions regarding a national centre for promotion of developing countries' trade information.
10. The delegate of SWITZERLAND announced during the discussion of training facilities provided through the Centre that the Swiss authorities would be organizing a course at St. Gall in the near future for nominees of the developing countries. This would be held in Spanish.

11. The delegate of NORWAY informed the meeting of his Government's plans for assistance to the developing countries to the Centre in 1968. These include the arranging of seminars and acceptance of study tours plus financing of in-service studies for longer periods of up to one year. Expenses within Norway would be met by the Norwegian Development Agency.

12. Also during the discussions on training the delegate of AUSTRALIA announced that his Government was considering the expansion of Australian acceptance of candidates from the developing countries for training to an annual total of 45 in three courses, each period lasting from 8 to 10 weeks. With about half of the traineeships being offered to Africans from Commonwealth countries. The other half being drawn from countries throughout the world; with some places being made available to the Centre.

13. The DANISH Government advised that in addition to continuing to accept group trade study tours as in the past, Denmark is prepared to provide training facilities for candidates through the Trade Centre. Arrangements will be made on an ad hoc basis and on the provision to the Danish authorities by the Trade Centre of detailed information on the nature of the training desired. Finally, Denmark will be prepared to consider positively concrete requests for the financing of certain multilateral seminars at the Trade Centre in Geneva.