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INTERNATIONAL TRADE CENTRE UNCTAD/GATT

Note by UNCTAD and GATT^{1/}

The joint International Trade Centre UNCTAD/GATT was established in pursuance of General Assembly resolution 2297 (XXII) of 12 December 1967 and the Decision of the CONTRACTING PARTIES to GATT dated 22 November 1967. The aim of the Centre is to assist developing countries in the promotion of their export trade by:

- (a) Providing them with information on export markets and marketing;
- (b) Assisting them to develop their export promotion and marketing organizations and services; and
- (c) Helping them to train the specialized personnel required for these services.

The Centre's assistance to the developing countries is at present channelled through four main services: Market Information Service, Publications Service, Training Programme, and Trade Promotion Advisory Service.

The Centre's work programme and activities are determined by the governing bodies of UNCTAD and GATT on the basis of recommendations made annually by the joint Intergovernmental Advisory Group of Experts on Trade Promotion. Over and above this assured programme financed from the regular budgets of the two organizations, the Centre relies on voluntary extra-budgetary contributions from developed countries to

^{1/} This note has been prepared by the Secretariats of the two parent bodies of the International Trade Centre for the information of members of the Industrial Development Board.



the number of operations and projects for developing countries which are carried out with the aim and objectives of the Centre. Furthermore, the Centre gives substantial support to country, regional and inter-regional assistance projects in its fields of competence and are financed by the United Nations Development Programme.

The work programme recommended by the Advisory Group for 1970 envisages that there will be progressive adjustments over the coming years in the over-all orientation of the Centre as a whole to enable it to meet more effectively the requests for assistance from developing countries.

First, greater emphasis will be laid on the provision of assistance in the building up of national export promotion organizations and services in developing countries and, in certain cases, joint promotional bodies between groups of developing countries with like interests. Since the development of such services will require specially trained personnel in the developing countries, there will be need for strengthening, and perhaps re-orienting in some instances, the training activities of the Centre. Thus greater attention will be given in 1970 and 1971 to the effective operation of the Trade Promotion Advisory Service and the Training Programme.

Secondly, the concept of package assistance to certain developing countries will be pursued. The first joint UNCTAD/GATT Advisory Group on the International Trade Centre convened in May 1968 noted that provision of assistance in isolated aspects of export promotion may not be of substantial value to certain developing countries on account of the very wide range and complexity of the problems that these countries face in their efforts to expand exports. There was a consensus of opinion in the Group that the success of assistance to many developing countries in the field of export promotion would depend on the Centre's ability to provide package assistance, which would involve the provision of simultaneous aid for the building up of national promotion and marketing services, for the training of personnel and for the identification and exploitation of market opportunities abroad.

The Centre effectively collaborates with international agencies participating in the United Nations export promotion programme. While each agency has responsibilities within its respective fields of competence, there are certain aspects of export promotion where co-ordination, and sometimes joint action is indispensable. It is envisaged that there will be increasing possibilities for projects to be operated jointly with other agencies, and for progressive decentralization of certain functions in the direction of the regional economic commissions with the necessary support from the Centre. Close contacts are being maintained between the secretariats of the Centre and UNCTAD to consider these matters.

We regret that some of the pages in the microfiche copy of this report may not be up to the proper legibility standards, even though the best possible copy was used for preparing the master fiche.



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