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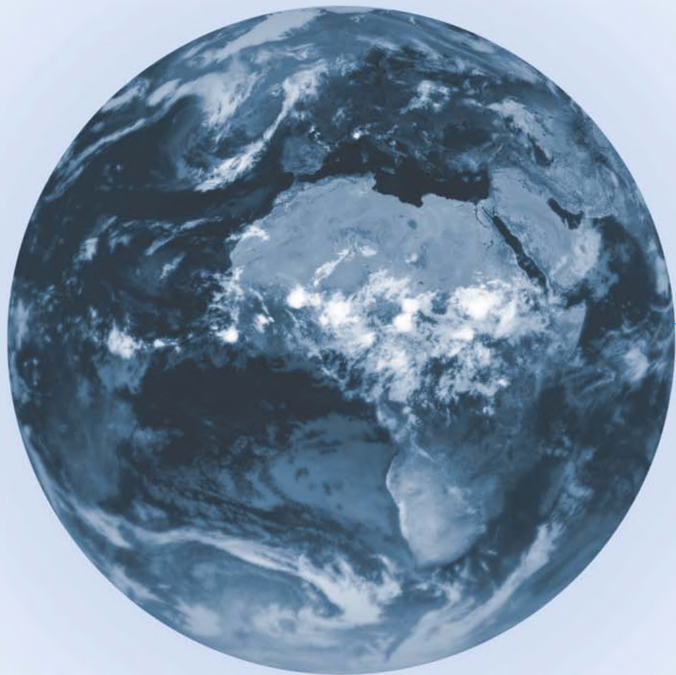
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Aid **for** Trade

A Global Call for Action

UNIDO's Contribution



UNITED NATIONS
INDUSTRIAL DEVELOPMENT
ORGANIZATION



We endeavour to be a **globally**
recognized provider of
innovative trade
development
services through technical assistance,
driven by the private sector
and delivered in synergy
with other partners.

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Produced by the Trade Capacity-Building Branch, Programme Development and Technical Cooperation Division.

November 2009

UNIDO's Vision



Kandeh Yumkella
Director-General
United Nations
Industrial Development Organization

In recent years, trade has received increased attention as a development opportunity. At the same time, however, the products of developing countries face a growing number of market requirements that are often difficult to comply with. The international community is well aware of these facts. Trade is widely recognized as a potential engine for export-driven growth and wealth creation, but it does not automatically fulfil this potential.

Under the leadership of the World Trade Organization (WTO), the international community therefore drew up the Doha Development Agenda in 2005, which is aimed at easing the access of developing countries' products to international markets. At the same time, WTO launched the Aid for Trade Initiative, under which the emphasis is no longer on aid or trade, but on aid for trade.

The Aid for Trade Initiative has become a new and powerful international development paradigm, shared by all development partners. It gives a unique opportunity to developing countries to address their trade-related challenges and emphasizes the need to develop supply capacities, to strengthen compliance related

infrastructures and services and, at the same time, to facilitate the cross-border flow of goods.

As such, the initiative has strongly influenced both national trade development strategies and the approach adopted by international development partners.

Aid for Trade has emerged at a critical juncture when many disadvantaged countries require assistance if they are to benefit from multilateral trade rules. UNIDO is mandated to promote industrial development in developing countries and is a crucial partner of both the countries that require aid for trade and those that provide the financial resources.

The development of agro-food manufacturing and the export of agro-based products have been supported by UNIDO for decades. Drawing inspiration from the Third United Nations Conference on the Least Developed Countries, held in Brussels in 2001, UNIDO has formulated a systemic response to trade-related challenges based on the imperatives to "compete", "conform" and "connect".

The UNIDO trade capacity-building approach and the Aid for Trade Initiative are complementary endeavours along the same holistic line of thought. This was stated very succinctly by Pascal Lamy at the UNIDO General Conference in 2007, when he remarked that "WTO and UNIDO are two sides of the same coin".

Still, much remains to be done. We need to upscale our interventions to stimulate a critical mass of trade support

capacity in countries and regions; we need to place the private sector more prominently in the driver's seat, and we need to better interweave multilateral and bilateral technical cooperation, to name but a few of the outstanding imperatives.

At the same time, we should not forget the challenges that countries continue to face with regard to such issues as access to energy for productive use and the sustainable management of resources.

Last but not least, we need to make sure that trade development really reaches the poor and enables them to create wealth through productive export-driven employment opportunities.

I invite you to join forces with us. Together, we will be able to make a difference for a better and more inclusive community of nations and people.

Let me now guide you through the contribution that UNIDO has made so far.

A handwritten signature in blue ink, appearing to read 'Kandeh Yumkella'. The signature is stylized and fluid.

Aid for Trade: a strategic framework

Aid for Trade (AFT) was launched by WTO in December 2005 as a trade development support initiative, in recognition of the fact that trade can be a very powerful engine for development. AFT can effectively contribute to populations and countries making their way out of poverty through economic development and wealth creation. Since then, the Aid for Trade Initiative has become a major inspiration for development partners, as well as developing countries, aiming at equitable trade gains.

The Aid for Trade Initiative spells out the need to focus specifically on the development of supply capacities, particularly important for least developed countries (LDCs), and on the strengthening of countries' ability to implement WTO rules, in particular agreements such as those on Technical Barriers to Trade (TBT) and on Sanitary and Phytosanitary (SPS) measures. AFT also supports addressing trade facilitation challenges.

A number of key development partners – the European Union (EU), Japan, Norway, Sweden, Switzerland, the United Kingdom, the United States and others – have developed AFT strategies to support the WTO-led initiative.

UNIDO has also developed a systemic, inter-agency-driven technical assistance response to trade development challenges, which clearly reflects the AFT intervention logic.

The UNIDO AFT programmes are developed around three main pillars:

- ▶ Developing competitive productive supply capacities
- ▶ Strengthening internationally recognized conformity infrastructures and services
- ▶ Ensuring efficient connectivity to markets

AFT has become both the main reference and a driving force for the present and planned trade capacity-building programmes of UNIDO, be these regional or national, which are often undertaken in cooperation with other United Nations agencies.



The rationale behind the UNIDO Aid for Trade programmes:

- ▶ Based on solid research on trade opportunities and challenges faced by regions, countries and sectors
- ▶ Integrated into mainstream regional and national development strategies
- ▶ Based on balanced regional and national trade development approaches
- ▶ Designed for systemic trade development along value chains
- ▶ Aimed at the private sector being actively in the driving seat
- ▶ Focused on providing enhanced support to establish a sufficient local trade support capacity
- ▶ Delivered in synergy with other multilateral and bilateral development partners
- ▶ Supported by UNIDO regional and country field offices
- ▶ Focused on creating and sustaining pro-poor employment
- ▶ Aimed at having a measurable impact on trade and pro-poor wealth creation

Rationale

Giving more voice to developing countries

Least developed countries (LDCs) face particular challenges regarding their integration into global supply and value chains through business and trade partnerships. For many LDCs, it is particularly difficult to make their voice heard in international forums, to influence international dialogue and to solicit technical assistance for the development of their trade capacities.

In 2007, UNIDO again held an LDC ministerial conference immediately prior to its General Conference. Under the theme "How can Aid for Trade transform LDCs?", the ministerial conference brought together delegations headed by ministers of industry and trade from LDCs in all regions, to debate the priorities for integrating LDCs into global trade effectively.

The Vienna Ministerial Declaration of the Least Developed Countries stressed the importance of addressing manufacturing supply-side constraints and called upon UNIDO to assist in the mobilization of technical assistance resources. To follow up the LDC ministerial conference held in 2007, UNIDO, jointly with WTO, convened in Siem Reap, Cambodia, in November 2008 an LDC ministerial conference on the theme "Aid for Trade: An industrial agenda for Least Developed Countries". The 2008 ministerial conference was hosted by the Government of Cambodia.

The Ministerial Conference showcased eight pilot projects based on the Diagnostic Trade Integration Studies prepared under the aegis of the Integrated Framework and reviewed at a regional workshop in Rwanda. Priority areas for future SPS-related technical assistance were identified through cooperation with the Standards and Trade Development Facility (STDF).

The eight pilot projects are being carried out in the following countries: Benin, Cambodia, Lao People's Democratic Republic, Lesotho, Mozambique, Rwanda, Senegal and Yemen. The projects focus on developing competitive productive supply capacities compliant with TBT and SPS requirements and draw on complementary technical assistance services from UNIDO, the United Nations Conference on Trade and Development (UNCTAD) and the International Trade Centre (ITC).

This renewed dialogue with LDCs, providing a prominent platform for LDCs to voice their interest, will be continued at the next ministerial conference, to be held in Vienna in November 2009.



WTO Director-General Pascal Lamy, Cham Prasidh, Senior Minister, Ministry of Commerce of Cambodia, and UNIDO Director-General Kandeh Yumkella at the LDC ministerial conference held in Siem Reap, Cambodia, in 2008

Excerpt from the Siem Reap Ministerial Declaration of the Least Developed Countries

"We call upon all our development partners to appreciate the need for productive capacities as enabling factors that will make our economies benefit more from the existing opportunities provided by the international trading system..."

"To that effect, we commit ourselves to put in place, at the national and regional levels, public-private partnerships (PPP) mechanisms to accelerate development of productive capacities."

Excerpt from the Vienna Ministerial Declaration of the Least Developed Countries

"We call upon UNIDO to play a pioneering role in developing industrial productive capacity in those countries in a manner that ensures that products conform to acceptable international standards."

LDC
Ministerial

Strengthening supply capacity

Having the capacity to produce tradable goods in sufficient volumes and to meet the increasingly stringent quality and safety requirements of targeted buyers, markets and consumers is a key challenge for developing countries and for LDCs in particular. However, much of the technical assistance in the past focused on trade facilitation support measures and not on supply capacity, with an intrinsic assumption that developing countries had tradable manufactured goods.

Aid for Trade has rightly brought the important competitive supply capacity constraints back to the attention of development partners. For many developing countries, agro-based products, such as processed food, fish and horticulture products, represent an accessible trade development opportunity, capable of providing immediate and tangible trade gains.

The development of such competitive productive capacities, linked to global production or supply chains, is nevertheless an ambitious endeavour. Countries first have to establish an environment that allows mainly small and medium-sized enterprises (SMEs) to grow. In addition, access to (export) finance, energy supplies, technology and skilled labour are required to transform resources into products that meet buyer or market requirements. Further, it is necessary to ship them in a cost-effective way, supported by transport and customs infrastructure and supporting services (cool chains etc.).

UNIDO, over a period of 40 years, has developed and adapted a diverse set of supply capacity development services targeting small and medium-sized enterprises in particular. These include regulatory business environment services, support to SME clusters and export consortiums, business performance

improvement, cleaner production, energy efficiency, sector-specific technology transfer, investment promotion and business partnership development.

West Africa: The risk of mycotoxins in plants and fruits — a threat to exports

Mycotoxins are moulds which contaminate a wide range of crop plants and fruits and possibly affect 25 per cent of world agricultural production. One of them, Ochratoxin A (OTA) is now considered to be a genotoxic human carcinogen, resulting in more stringent regulations for imports of green and roasted coffee, cocoa and cocoa products. For countries that depend heavily on cocoa and coffee exports, such as in West Africa, the mere suspicion of the toxin can be devastating. In an effort to regain the confidence of importers, particularly the European Union, a €2.3 million EU-funded project implemented by UNIDO builds compliance capacity in Côte d'Ivoire.

The UNIDO assistance uses a multifaceted approach:

- Creating awareness of OTA, of how to determine contamination and identify its sources
- Minimizing contamination through better production and post-harvest practices
- Educating value chain actors
- Upgrading a laboratory for OTA testing to ISO 17025 accreditation
- Enabling government representatives to negotiate safe OTA levels with trading partners.

Bangladesh: competitiveness of fisheries and textile exports

The Bangladesh Quality Support Programme under EU financing (€7.5 million), and with additional support from the Norwegian Agency for Development Cooperation (NORAD) is jointly implemented by UNIDO and ITC. It aims to contribute to growth and poverty reduction in Bangladesh by supporting the competitiveness of the key export sectors, fisheries and the textile and garment sectors. UNIDO targets improving production processes, technology upgrading and value addition, combined with upgrading quality management and developing the national quality infrastructure to comply with TBT/SPS requirements in the export markets. ITC supports export diversification, packaging, value chain analysis and export competitiveness development.

Major achievements include: national quality infrastructure recognized for its operation according to good practices, including the international accreditation of laboratories; increased consumer awareness; upgraded technical support institutions and universities; upgraded textile and garment sector and fisheries sector through implementation of good hygiene practices; and quality management along the supply chain.

Bangladesh

Involving the private sector

The private sector has often been the target beneficiary of technical assistance, either through its representative organizations or directly within the framework of pilot or demonstration projects involving enterprise-level training, technology upgrades etc.

Trade development is a domain of choice for the private sector. Exporters and buyers are the key proponents at the two ends of the supply chain. Therefore, the private sector needs to be in the driver's seat of technical assistance.

It is the private exporter who decides on product development, technology acquisition, value addition, implementation of environmental management systems, quality and hygiene, social responsibility or sustainable resource management. It is through these choices that the entrepreneur responds to market opportunities and takes entrepreneurial risks.

Therefore trade development should strongly involve the private sector, not just as a beneficiary or factor, but as an actor and facilitator of business-driven solutions.

AFT is only successful if private businesses at both ends of the trade relationship are linked through and supported by an efficient chain of intermediate components, including local producers, compliance services, export financiers, freight forwarders and wholesalers etc.

The UNIDO AFT programmes and projects are based on a value chain approach and involved the private sector in defining an intervention logic driven by trade partners.

■ Engaging the private sector chambers for quality assurance

Exporters in developing countries face significant obstacles in obtaining certificates of compliance with management system standards such as ISO 9001, ISO 14001, and ISO 22000. Further, the quality of management system certification varies and is sometimes difficult to compare, particularly in developing countries.

In Sri Lanka, UNIDO brought in a novel solution under a NORAD-funded project, supporting the establishment of a private-sector-driven certification mechanism for ISO 22000 (food safety management systems). A new certification body, Ind-Expo Certification (Pvt) Ltd (Ind-Expo), was established by the Ceylon National Chamber of Industries and the National Chamber of Exporters of Sri Lanka.

Ind-Expo signed a joint venture agreement with the United Registrar of Systems (URS), based in the United Kingdom, to offer ISO 22000 services in Sri Lanka. Through the project intervention, Ind-Expo became a training arm of the Chartered Institute of Environmental Health (CIEH), based in the United Kingdom, offering high-quality training in the food safety sphere.

The engagement of the private sector chambers in quality certification and food safety training enhanced the credibility of the certification process and, at the same time, offered SMEs affordable high-quality certification services.

The private sector is rich in solutions to trade-related challenges

Following the success of a national traceability project in Egypt driven by the private sector, and financed under a debt swap arrangement with Italy, UNIDO convened the International Conference on Sharing Innovative Agribusiness Solutions.

The Conference was held in Cairo from 26 to 27 November 2008, in close cooperation with the Government of Egypt.

The Conference brought together agribusiness stakeholders, representatives of public and private technical and financial institutions, international organizations, donors, non-governmental organizations and academia to share innovative agribusiness solutions and best practices that could be scaled up or transferred to other countries or regions.

Rather than simply providing a forum for discussing problems and assessing needs, the Conference was designed to provide an opportunity for matchmaking between those seeking ways to achieve sustainable agribusiness development and those with innovative solutions. It also looked at ways to identify finance for development assistance and investment. The success of the Conference has led to the institutionalization of an agribusiness innovation platform and to further matchmaking between business partners.

www.agribusiness-solutions.org



Private sector

Delivering in inter-agency coherence

Trade development is a complex activity involving a large variety of intervention areas, a considerable diversity of actors and a multitude of activities at the policy, institutional and enterprise levels. Similarly, a wide range of technical assistance providers have valuable services to offer to increase and develop a country's trade capacity. AFT therefore rightly calls for concerted action to join forces on trade-related activities and integrate them better into the country programmes, at a time when the United Nations system is itself aiming at coherence.

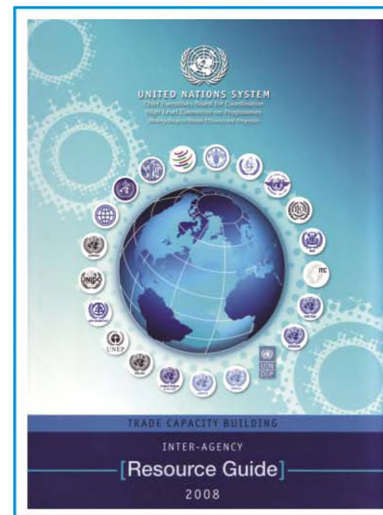
In the area of trade development, the United Nations System Chief Executives Board for Coordination has established a cluster on Trade and Productive Capacity, led by UNCTAD with the participation of FAO, ITC, the United Nations Development Programme (UNDP), regional commissions of the Economic and Social Council, WTO and UNIDO. This cluster has achieved remarkable results in terms of joint country programming, also with other related agencies such as the World Intellectual Property Organization (WIPO) and the International Telecommunication Union (ITU).

In parallel, the United Nations System Chief Executives Board has requested UNIDO to coordinate a system-wide effort to establish a compendium of trade-related technical assistance services in all United Nations agencies. The first *Trade Capacity Building: Inter-Agency Resource Guide 2008* was successfully launched with 21 agencies and five inter-agency coordination mechanisms. The 2009 edition is now under preparation with additional agencies, regional development banks and contributions from key bilateral development partners.

UNIDO is a partner in inter-agency programmes, often with contributions from UNCTAD, ITC or WIPO, in the

areas of supply side, compliance infrastructure and services. Some recent examples are programmes funded by the European Union for Bangladesh (€14 million), Mozambique (€6 million) and Pakistan (€9.5 million).

Furthermore, in the context of inter-agency trade-related mechanisms, UNIDO has joined the Enhanced Integrated Framework (EIF) as an implementing agency and has signed a strategic partnership agreement on collaboration with the WTO Standards and Trade Development Facility (STDF).



Bhutan: inter-agency support for WTO accession

Bhutan commenced the WTO accession process in 1999. WTO accession opens up trade opportunities, as well as numerous capacity-building challenges, particularly for a small, landlocked LDC such as Bhutan.

Linking WTO accession to poverty reduction, supply development, appropriate domestic policy and institutional response is a specific challenge for the country. The Enhanced Integrated Framework (EIF) is an Aid for Trade mechanism to support LDCs in trade-related capacity-building. In March 2009, an inter-agency workshop (Economic and Social Commission for Asia and the Pacific (ESCAP), ITC, UNCTAD, UNDP, UNIDO), was therefore held in Paro, Bhutan, under the auspices of the EIF Secretariat and the Cluster on Trade and Productive Capacity.

The workshop highlighted the WTO accession challenges and opportunities, in particular the need for bringing trade into the mainstream in national development strategies, focusing on supply-side development, compliance infrastructure and addressing consumer protection. The EIF mechanism and the benefits to Bhutan's participation in EIF were presented. The support given to Bhutan is yet another illustration of the effectiveness of inter-agency cooperation on trade and productive capacity development.

Bhutan

Mobilizing additional resources

Aid for Trade is not only a call for more focus on trade as a development opportunity or a call for more coherence; it is also a pledge for more funding dedicated to trade development, be it for supply development or for the strengthening of infrastructure and services which allow for the implementation of essential WTO agreements such as those on TBT and SPS.

The conceptualization of innovative trade development technical assistance programmes has been a key endeavour of UNIDO since the launch of the Aid for Trade Initiative.

UNIDO, in cooperation with partner countries and development partners and often with regional economic commissions, has developed a number of regional and national programmes and projects, responding to the Aid for Trade call for action.

The main focus of the UNIDO programmes is in Africa and Asia, mainly targeting LDCs. Particular emphasis was placed on West Africa, where a programme with the

Economic Community of West African States (ECOWAS) and the West African Economic and Monetary Union (UEMOA), under EC funding (€14 million), covers 16 countries.

The programmes strengthen local and regional quality infrastructure and support exporting sectors, mainly for agro-based products, such as processed food, fish and horticulture products, focusing on their TBT and SPS compliance.

In the framework of UNIDO cooperation with WTO, eight pilot countries aim at the development of their supply capacities for export through technical assistance programmes developed in cooperation with UNIDO, ITC and UNCTAD. The pilot countries are: Benin, Cambodia, the Lao People's Democratic Republic, Lesotho, Mozambique, Rwanda, Senegal and Yemen. Some of the programmes have already received very concrete donor interest. Others will be proposed to EIF for funding in the near future.

Key donors and selected programmes

"Where does your Aid for Trade Initiative stand at the moment?"

It's working well... We've already collected quite a bit of money for organizations like UNIDO, for instance, for industrial development ..."

Excerpt from the interview with Pascal Lamy published on alAfrica.com – "Continent Needs World Trade Deal Says WTO Chief" – on 7 March 2008

COUNTRY REGION	PROGRAMME	FUNDING	DONOR
ECOWAS/UEMOA	Quality infrastructure	€14.0 million	European Union
Bangladesh	Quality support programme	€17.5 million	European Union
Pakistan	Trade-related technical assistance	€15.0 million	European Union
Zambia	Trade capacity-building	\$ 3.0 million	Norway
South Asian Association for Regional Cooperation/Mekong	Market access and trade facilitation support	\$ 7.0 million	Norway
Viet Nam	Trade capacity-building	\$ 5.0 million	Switzerland
UEMOA	Upgrading support to industry	€10.0 million	France
Lebanon	Access to export markets	\$ 2.0 million	Switzerland
Sri Lanka	Trade capacity-building	\$ 3.0 million	Norway
East Africa-East African Community (EAC)	Standards and conformity	\$ 3.0 million	Norway
Mozambique	Business environment support and trade facilitation	€ 6.0 million	European Union

West Africa: Strengthening regional integration

West Africa constitutes a strategic trading partner in Africa and has significant potential for exports markets in the EU and the United States, as well as Asia.

A UNIDO-implemented regional quality programme in UEMOA countries demonstrated a novel approach to the establishment of regional quality infrastructures and services. It comprised legal and institutional services and services in the areas of standardization, metrology/calibration, product testing, certification, inspection, accreditation and quality promotion.

The results achieved in the UEMOA countries included:

- ▶ 68 pilot enterprises prepared for better hygiene management and quality, e.g. ISO 9001, 22000 and Hazard Analysis and Critical Control Points (HACCP)
- ▶ Harmonization of standards for export products
- ▶ Harmonization of testing procedures for product testing laboratories
- ▶ Upgrading of 50 laboratories (24 for international accreditation)
- ▶ Training of journalists in consumerism and product quality
- ▶ Development of a regional accreditation scheme

The €14 million project was funded by the European Union, and it is now being replicated to cover all ECOWAS member States and Mauritania.

West Africa

Monitoring results and ensuring impact

Assessing the usefulness of trade capacity development and related technical assistance is a key concern of developing countries, donors, and development partners. All stakeholders have a strong and ongoing interest in monitoring the way funds are allocated and the results achieved, and how they impact on trade development.

UNIDO has continuously paid strong attention to the sustainability of the institutions and structures created or supported within its trade capacity-building programmes. This includes the achievement of international recognition of quality infrastructure and technical skills, development of business plans, schemes for the costing of services etc. As a result, UNIDO is in a position to monitor the results and the impact of its operations.

For example, in Sri Lanka, the cost-benefit analysis of laboratory upgrading has led to detailed scenarios for the textile and garment sector and the shrimp sector. For a given export volume, the total testing/certification cost could be assessed using a comparison between testing in a foreign/buyer country versus local provision of the same tests. UNIDO demonstrated that locally available testing facilities provided exports with cost savings of 30-70 per cent.

UNIDO, in taking up one of the key AFT suggestions, has started to accompany all programme development with a solid scenario, building on the financial and economic impact of different intervention options, so as to ensure the best choice of pro-poor, employment-focused trade development support.

■ Building sustainable testing and conformity capacities

Developing countries need to demonstrate that products for export conform to standards and technical regulations. The evidence of compliance is normally a test report from a laboratory, providing information on the product characteristics from a number of perspectives, including chemical composition, microbiological parameters, quality indicators and physical parameters.

At present, test reports issued by developing country laboratories are not widely accepted on the global markets. The laboratories need to be internationally accredited by a recognized accreditation authority.

Most developing countries have yet to establish accreditation capabilities and one of the tasks of UNIDO is to support laboratory accreditation and the capacity-building of national and regional accreditation bodies in its client countries.

Within the context of WTO Technical Barriers to Trade (TBT) and Sanitary and Phytosanitary Measures (SPS) agreements, UNIDO is helping to implement the slogan "One standard, one test – accepted everywhere".

UNIDO resource tool for laboratory development and accreditation:



www.labnetwork.org

UNIDO support for capacity-building in accreditation at national and regional level:

National		
Bangladesh	Bangladesh Accreditation Board (BAB)	EU-funded
Nepal		EU-funded
Pakistan	Pakistan National Accreditation Council (PNAC)	EU-funded
Viet Nam	Board of Accreditation (BOA)	Swiss-funded
Regional		
East Africa		Norwegian-funded
West Africa (UEMOA & ECOWAS)	West African Accreditation System (SOAC)	EU-funded

UNIDO's recent support to laboratory accreditation

Country	Export sector supported	Labs. Accredited	International Accreditor
Cambodia	Rubber and footwear	1	Board of Accreditation Viet Nam
Libyan Arab Jamahiriya	Textiles, garments, leather, footwear, food, light engineering	5	DAP- German Accreditation System for Testing
Pakistan	Leather, rubber, food, electrical appliances	19	Norwegian Accreditation
Sri Lanka	Garments, textiles, food, rubber, leather, engineering products	8	Swedish Board for Accreditation and Conformity Assessment
United Republic of Tanzania	Food, light engineering	2	South African National Accreditation Service

Accreditation

A quality response to TBT and SPS challenges

To compete in export markets, developing countries face challenges both in terms of the range and quantities of available products, as well as in terms of the quality and product specifications that need to be met in a global trading system with increasingly stringent requirements for product quality, safety, health and environmental impacts. UNIDO has therefore established two packages of technical assistance services, addressing: (a) the development of competitive productive capacities; and (b) the strengthening of the overall quality infrastructure in a country or a region (development of standards bodies, accreditation bodies, product testing laboratories, inspection services, competent authorities for certifying export products, traceability schemes etc.).

While WTO agreements were established with the aim of harmonizing international rules for trade, their implementation often represents a serious challenge for many developing countries. In particular, the WTO agreement on Technical Barriers to Trade (TBT) and the agreement on Sanitary and Phytosanitary (SPS) measures represent serious challenges to countries that do not have the full infrastructure and services available to comply with the agreements' provisions.

UNIDO, in partnership with key international specialist organizations and bodies, provides technical assistance related to TBT/SPS compliance, establishing a platform for setting rules and harmonizing international practices related to standards and conformity. These include the International Organization for Standardization (ISO) for standards, the International Accreditation Forum (IAF) for systems certifications such as ISO 9000, 14000 and 22000, the International Laboratory Accreditation Cooperation (ILAC) for the international recognition of testing and calibration laboratories, the International

Bureau of Weights and Measures (BIPM) and the International Organization of Legal Metrology (OIML) for metrology and calibration.

At the same time, UNIDO develops productive supply capacities in terms of technology transfer in agro-processing, cluster development, cleaner production, hygiene and quality management and export consortiums. These services are delivered in cooperation with international centres of excellence, other United Nations agencies, private sector associations and forums.



Pakistan: developing competitive fisheries' exports

Having access to the fertile fishing grounds of the Arabian Sea and the Persian Gulf, Pakistan has traditionally benefited from fish exports. In 2007, the country faced a serious challenge in meeting EU hygiene and quality-related standards for the export of seafood and risked losing access to the North American and European markets. Within the Trade-Related Technical Assistance programme funded by the European Union (€2.5 million), UNIDO supported Pakistan's fisheries sector in improving compliance with quality and safety requirements.

The programme provided for:

- ▶ Upgrading of hygiene conditions on fishing boats
- ▶ Redesign and upgrading of landing sites and auction halls
- ▶ Strengthening of the EC-designated competent authority (Marine Fisheries Department) for inspection procedures
- ▶ Expertise and technology transfer to processing enterprises.

The programme trained over 1500 fishermen and operators, guided the upgrading of more than 250 fishing vessels, equipped and developed a microbiological and chemical laboratory for the analysis of fisheries products towards accreditation, and helped with a traceability scheme along the fisheries' supply chain. As a result, the fisheries' exports could be resumed.

Pakistan

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