

GENERAL AGREEMENT ON TARIFFS AND TRADE

RESTRICTED

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Special Distribution

Trade Negotiations Committee

NOTE FROM THE CHAIRMAN OF THE TRADE NEGOTIATIONS COMMITTEE

At the last meeting of the Trade Negotiations Committee, which was held on 8 July, there was general agreement that the period of extensive negotiation beginning after the summer recess "should be directed towards building up a position of maximum negotiating opportunities which would provide the basis on which the participating governments could, by the middle of November, reach an assessment against which they could reconsider their initial negotiating position. The fruits of these assessments and reconsiderations would then be shared with the other negotiators so that by, say, the end of November governments would be in a position to consider, against a comprehensive background, the negotiating instructions with which to equip the negotiators for the final bargaining stage, ... starting in mid-January."

I suggest that 30 November be taken as the date upon which delegations should communicate to each other their assessment of the negotiating position, together with an indication of the modifications in their initial negotiating positions which would be necessary unless the specific desiderata which have emerged during the course of the bilateral negotiations are satisfied. It may not be possible by that date to form an appreciation of the negotiations in certain important sectors, for example Cereals, Dairy Products and Meat and, therefore, I suggest that governments base their assessment on the assumption of an eventual favourable outcome of the negotiations in those sectors which still remain uncertain. This may involve eventual modification in negotiating positions when the outcome in these sectors is clearer.

In order to facilitate a rapid and complete communication of the assessments and consequential modifications of initial negotiating positions amongst all participants, it is suggested that each participant communicate to the secretariat on or before 30 November, a document containing relevant data in a sufficient number of copies for distribution to all participants. The secretariat will then undertake distribution on the same basis as they have undertaken distribution of initial offers.

It is probably unrealistic to expect that there will be complete uniformity in the form of notification but I suggest that it would be highly desirable for the following points to be contained in all notifications:

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- (a) an indication of improvements of initial offers which a participant feels may be possible in the light of requests made during the course of the negotiations by negotiating partners;
- (b) the specific desiderata which it has expressed during the course of bilateral negotiations as a condition of the maintenance of its initial offers;
- (c) lists of products on which it might be difficult or impossible to maintain the initial offers unless these desiderata can be met.

As indicated in the opening paragraph, the objective of this procedure is to put the participating governments in a position to equip their negotiators with the necessary instructions for the final negotiating stage beginning in mid-January.

Finally, I would remind all participants of the emphasis that has been placed throughout the negotiations on achieving the maximum result in the direction of easing the trading problems of the less-developed countries. This concern is clearly relevant to both points (a) and (c) set out above.