

# GENERAL AGREEMENT ON TARIFFS AND TRADE

RESTRICTED

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## Trade Negotiations Committee of Developing Countries

### SUGGESTED PROCEDURES FOR DISCUSSION OF THE REQUESTS LISTS

#### Proposed by the Secretariat

1. At the last meeting of the Trade Negotiations Committee it was agreed that each developing country participating in the negotiations should forward to each other participating country a short list of products which it was interested in exporting to that country so that tariff and related problems affecting these products in the importing market may be examined and the feasibility of seeking tariff and non-tariff concessions in respect of each such product considered.
2. A number of countries have since forwarded commodity lists. In most cases they are undifferentiated as to country of destination and in many cases cover a fairly broad range of current or potential exports.
3. In order to determine the feasibility of mutually beneficial exchange of tariff or trade concessions, it is necessary for each exporting country to specify the products which it expects to export to each of the importing markets so that the problems involved in expanding exports of these products to that market can be examined and specific requests for concessions made on one side and appropriately considered on the other.
4. In order that the products can be so identified, it is suggested that each delegation obtain and have at its disposal: (a) detailed import and export statistics of its own country for the latest year for which such statistics are now generally available (e.g. 1966), (b) its customs tariff, and (c) detailed information on other import regulations applying to products imported into its territories. Delegations of participating countries are expected to secure these data as soon as possible and not later than mid-August 1968.
5. The secretariat should, in consultation with the delegations concerned, establish a programme of bilateral meetings which would enable each country to exchange information on tariff and other regulations and on present trade with each other participating country with which it wishes to negotiate. (Where this would facilitate the rapid exchange of information, a country could also arrange to meet at the same time with all or a number of the countries which have submitted requests). These consultations should be held as from 1 September 1968 and should be designed, in the first instance, to enable each participating country to secure information regarding the prospects of expanding its exports of the listed products to the market of the other country, and regarding the tariff and the non-tariff regulations that apply to the goods in question. They should also enable the exporting country to provide any information on the pattern of

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its exports for particular products that may be needed by the other country. The secretariat will assist in the process by helping to secure the trade statistics in respect of particular items and to identify the tariffs and trade regulations applicable to them.

6. At the end of this process it is expected that each participating country will have obtained, with respect to each of the products appearing on its export list and for each of the importing markets: (a) information regarding the level of actual imports, (b) an indication of the tariff and non-tariff regulations applicable, (c) indications as regards market opportunities such as might be derived from the existing production and trade figures. This process would be considerably facilitated if delegations could be reinforced by experts from capitals familiar with existing production and trading patterns and plans for future development.

7. This initial fact-finding phase may be completed within a period of two months. The facts thus obtained should enable each country to define the specific products in respect of which, having regard to present trading patterns and future possibilities, it would wish to seek tariff or other trade concessions from each other country taking part in the negotiations.

8. The second phase, namely the actual negotiations on the basis of specific requests lists, could then commence. Discussions will be pursued to determine the specific concessions which each country is prepared to offer in response to the requests addressed to it. Since the list of requests and offers will be circulated to all participating countries with which the particular country making a request or an offer is willing to negotiate, it may be possible for a number of countries to join in consultations in regard to specific products and for each country to take into account both the direct and indirect benefits that it might derive for its exports from the negotiations.