



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



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Asian Development Bank

WORLD TRADE
ORGANIZATION



28-29 May 2009, Siem Reap, Cambodia

Session 4: Enhancing South-South Cooperation and Regional Approaches to Aid For Trade

tcb@unido.org



Presentation Overview

- Regional Trade Potential
- Means of Enhancing Regional Trade
 - Pre-Conditions
- AFT and Regional Trade
- Funding for Regional Trade
 - UNIDO examples (Mekong, SAARC)
- South-South cooperation potential
 - UNIDO South-South Examples (India, China)



Growing Regional Trade & Cooperation Agreements

Growing Regional economic cooperation initiatives in Asia:

- **ASEAN** Association of South East Asian Nations;
- **SAARC** South Asian Association for Regional Co-operation;
- **GMS** Greater Mekong Subregion Economic Cooperation Program;
- **SASEC** South Asia Subregional Economic Cooperation;
- **BIMSTEC** Bay of Bengal Initiative for Multi-Sectoral Technical and Economic Cooperation;
- **BIMP-EAGA** The Brunei Indonesia Malaysia the Philippines-east ASEAN Growth Area ;
- **Kunming Economic Cooperation Initiative** among Bangladesh, China, India and Myanmar.

Benefits from a successful Doha Round:

- A pro-poor Doha Round could INCREASE global income by US\$ 520 bn. and lift 144mn. people above the poverty line (*Eveline Herfkens, former World Bank executive director, 2003 Cancun ministerial of the WTO*)
- 60% gain to developing countries (US\$ 539 bn. from global trade liberalization) (*World Bank projections, 2003*)
- Developing countries would gain about US\$100 billion a year if trade barriers against developing country exports were removed (*World Bank and the Institute for International Economics study, 2004*)

Regional Trade – Immediate Benefits (untapped potential)



Regional Trade - Immediate potential

– *Product Homogeneity*

- Similar consumer needs, Product characteristics
- Regional products (e.g. fish sauce)

– *Less stringent standards*

- Regional product standards
- Regional quality requirements
- Acceptable conformity infrastructure

– *Fewer Trade facilitation barriers*

- Easier transport links
- Simpler customs procedures

Intra-Regional Trade Share (%)

Region	1980	1985	1990	1995	2000	2004	2005 (Jan-May)
EU-15	57.05	58.11	64.00	61.16	59.44	59.16	59.81
EU-25	57.34	58.39	65.38	65.15	64.62	65.47	65.74
NAFTA	33.20	38.36	37.25	41.97	46.78	43.62	43.42
MERCOSUR	9.68	7.00	11.03	19.19	19.87	15.41	15.41
CAFTA	2.61	1.81	1.76	2.24	2.97	3.00	3.01
FTAA	42.87	45.61	43.61	48.38	52.54	50.11	50.43
ASEAN	15.93	17.97	16.97	21.29	22.75	22.38	23.77
ASEAN +3	28.96	29.18	28.61	37.13	37.31	39.03	39.84
EAST ASIA	32.73	34.99	41.15	49.64	50.74	52.66	52.19

Source: Cyn-Young PARK, Asian Development Bank, Philippines <http://ec.europa.eu/>

EU the Best example

Intra-ASEAN trade **25% (2005)**

Intra-SAARC trade **9% (2005)**

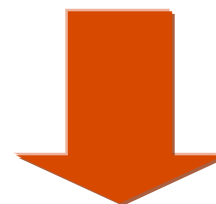
Intra-GMS trade **5% (2005)**

ASEAN, SAARC, GMS untapped potential for regional trade gain



SAARC Free Trade Agreement SAFTA (South Asia Free Trade Agreement) - Impact

Intra-SAARC trade 9% (2005)



	<u>Increased Imports*</u>	<u>Increase in GDP**</u>
India	+282%	+3%
Pakistan	+201%	N/A
Bangladesh	+141%	+15%
Sri Lanka	+150%	59%

* Based upon Mehta/Bhattacharya Gravity Model

** Based upon Pigato (*et al*) Gravity Model

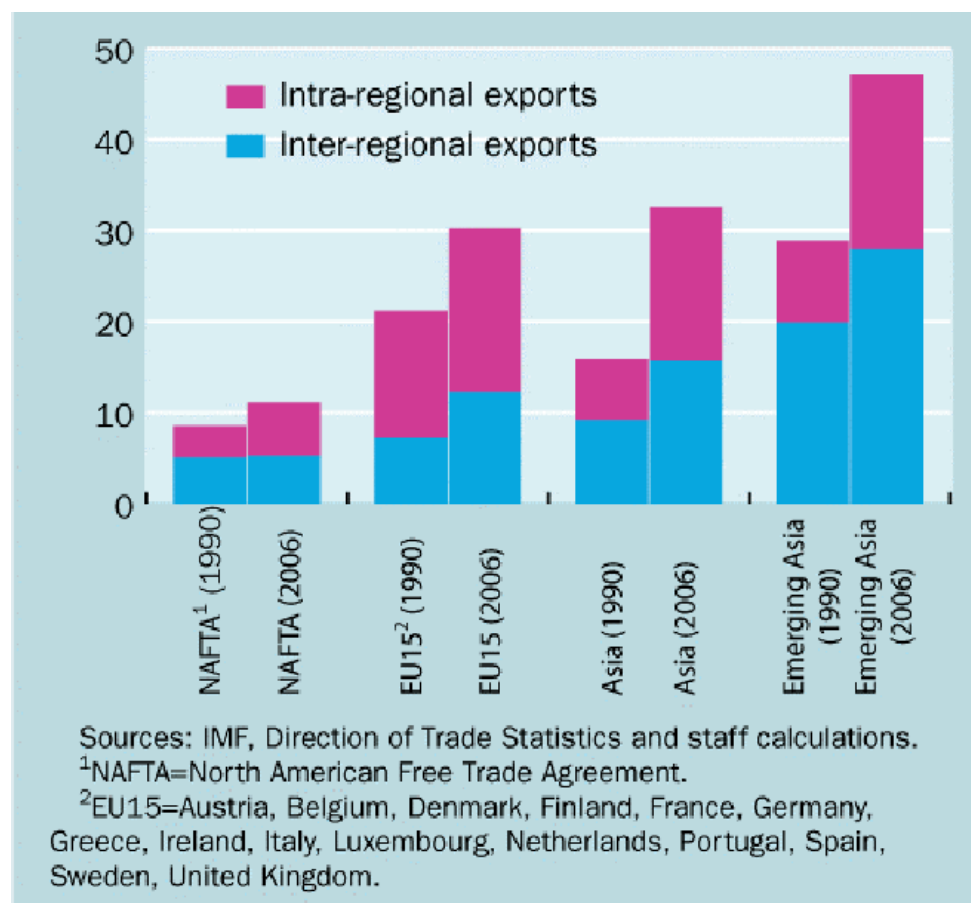


Intra-regional Trade Key to Asia's Export Boom

Asian export boom supported by intra-regional trade, with China as a hub

Source: IMF Asia and Pacific Department Survey, 2008

The share of emerging Asia in world trade flows reached 34 percent in 2006. Growing share attributed in part to the small open newly industrializing economies (NIEs), especially Hong Kong SAR and Singapore.





Pre-conditions of Enhancing Regional Trade

- **Regional Trade agreements**
 - Reduced Regional Tariffs
 - Global or Sector/Product specific
- **Improved Trade Facilitation Mechanisms**
 - Simplified transport/port links
 - Customs procedures, valuation
- **Meeting Quality and Conformity Requirements**
 - Regional standards (e.g. EU)
 - Regional Conformity infrastructure
 - Regional acceptance of conformity



Even a Simple Regional Product needs to fulfill Standards and Conformity requirements

traditional product - fish sauce



	Requirement (Thai Standard)	EVIDENCE
1	Must have fishy odor and taste of pure fish sauce	visual
2	Must be clear, no particles added except particles that are formed by the natural fermentation process. (not more than 0.1 gram per 1 liter)	Metrology
3	Salt content (Sodium Chloride) not less than 200 grams per liter.	Chemical test
4	Total Nitrogen content not less than 9 grams per liter.	Chemical test
5	Amino acid Nitrogen contents between 40%-60% of total Nitrogen	Chemical test
6	Glutamic acid content per total Nitrogen between 0.4-0.8.	Chemical test
7	No artificial coloring added except caramel color	Chemical test
8	No artificial sweetener added except sugar.	Chemical test
9	The shelf life of Fish Sauce is 3 years	Product test
10	No harmful bacteria	Microbiology



Standards and Food Safety related Market Requirements becoming more stringent



Agro-Food Exports: *Achieving and Proving Compliance*



Regulatory Environment for Compliance WTO TBT/SPS Agreements (Jan 1995)



TBT – Agreement on Technical Barriers to Trade

SPS – Agreement on Application of Sanitary & Phytosanitary Measures

WTO TBT & SPS agreements compliance/Conditions to export agro-food:

- Products sourced from areas free of pests & diseases
- Fruits/vegetables - minimum pesticide residue standard
- Meats/fish meet minimum antibiotic residue requirement
- Standards of hygiene applied in manufacturing (HACCP/ISO 22000)

Developing Conformity Infrastructure (testing laboratories, etc.) – the KEY



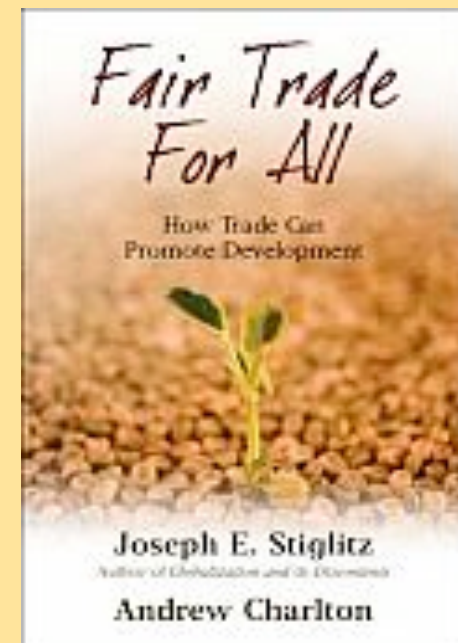
“Fair Trade for All”:

Priority Areas to meet Product Standards Requirements

“...many developing countries do not have the ability to assist their producers to meet product standards” which often act as a barrier to developing country exports. Significant assistance from developed countries is required to build up their capabilities to conform to product standard requirements.

“UNIDO recommends a number of priority areas for International assistance to the institutional development of developing countries:

- 1. A national/regional standards/standardization body**
- 2. A national/regional metrology system**
- 3. A certification/conformity assessment system**
- 4. An accreditation system”**



Source: J. Stiglitz & A. Charlton, *Fair Trade for All – How Trade can promote Development*, Oxford University Press, 2005



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Linkages to International Standards & Conformity Organisations

UNIDO - ISO Agreement

December 2003

Cooperation to ensure that LDCs, developing countries and economies in transition will be able to reap the benefits of the world trading system which is made freer and fairer based on international standards.

Ref.: 884
19 December 2003

UNIDO and ISO team up to assist developing countries



Using standardization to enhance industrial development and participation in world trade is the focus of a new partnership formed by UNIDO and ISO to assist developing countries and transition economies.

The partnership was formally established by the signing of a memorandum of understanding (MoU) on 2 December 2003 in Vienna, Austria.

The MoU aims to make it easier for developing and least-developed countries, and economies in transition, to participate in and benefit from international trade. The first concrete measures will be the development of training material on standardization and related conformity assessment activities, and awareness-raising through joint workshops and seminars.

The team work will focus on awareness creation and competency building in the respective countries. This will materialize through workshops, seminars and training on standards development.

UNIDO - IAF - ILAC Cooperation

MoU signed October 2004



UNIDO - BIPM - OIML Cooperation



MEMORANDUM OF UNDERSTANDING ON COOPERATION
BETWEEN
THE UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION (UNIDO),
THE INTERNATIONAL BUREAU OF WEIGHT AND MEASURE (BIPM) AND
THE INTERNATIONAL ORGANIZATION OF LEGAL METROLOGY (OIML)

1. General Considerations:
1.1. The United Nations Industrial Development Organization (hereinafter referred to as UNIDO) has as its primary objective the promotion and acceleration of industrial development in the developing countries with a view to securing the establishment of a new international economic order. The Organization also promotes industrial development and cooperation in global, regional and national, as well as in central banks, banking in countries and in developing countries.
1.2. BIPM and OIML have as their primary objective the promotion and acceleration of industrial development in the developing countries with a view to securing the establishment of a new international economic order. The Organization also promotes industrial development and cooperation in global, regional and national, as well as in central banks, banking in countries and in developing countries.
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MoU
signed





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AFT Focus & Regional Trade Development



Doha Development Agenda & Aid for Trade

WTO Mandate on Aid for Trade*:

* Source: UN CEB HLCP 13th Session, Rome, CEB/2007/HLCP-XIII/CRP.3

“help developing countries, particularly LDCs, to build the supply-side capacity and trade related infrastructure that they need to assist them to implement and benefit from WTO Agreements and more broadly to expand their trade”

Aid for Trade NOT linked to Doha



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EU: Aid for Trade to ACP countries and EPA support (SADC, ESA, CariCom, Ecowas, CEMAC, Pacific)



“In 2005 the EU committed to raising its annual aid for trade effort to €2 billion by 2010. The Commission is proposing an intermediate target of €600 million for the Member States in 2008, a sizeable proportion of the resources being earmarked for the ACP countries in the context of the Economic Partnership Agreements (EPA)”

(Source: EC Press Release IP/07/478, Brussels, 04/04/2007)



EU: Aid for Trade to ACP countries and EPA support (SADC, ESA, CariCom, Ecowas, CEMAC, **Pacific**)

UNIDO INTERVENTION:

**ENTERPRISE
UPGRADING & QUALITY
INFRASTRUCTURE**

**Private sector
development, Investment,
Agro processing,
TBT/SPS Compliance**

UNIDO's Assistance in the EPA Framework

REGION	Upgrading & Modernization Programme	Quality Programme	Programme Formulation Timeframe
CENTRAL AFRICA	X	X	September 2007
EAST & SOUTHERN AFRICA	X	X	November 2007
SOUTHERN AFRICA (SADC Group)	X		September 2007
WEST AFRICA	X		August 2007
CARIBBEAN	X	X	November 2007
PACIFIC			

Current request: around €100 million



UNIDO Analysis of Import Refusals:

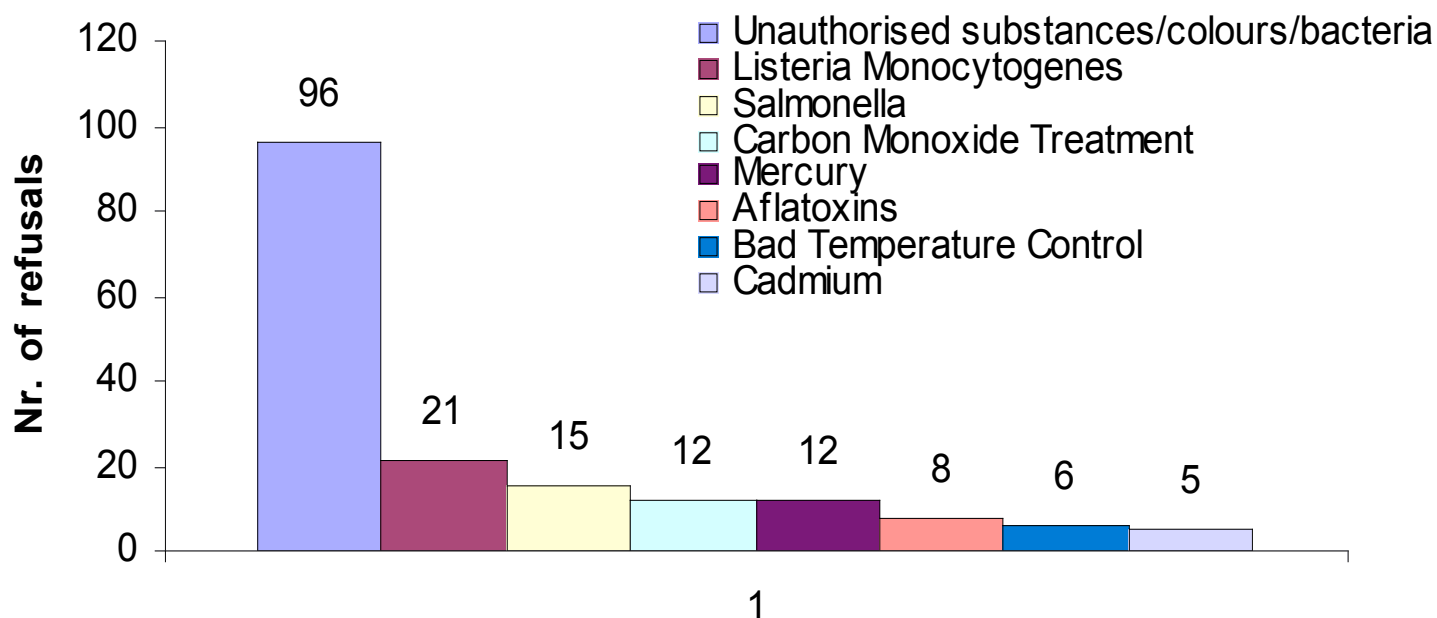
A computerised UNIDO database

CHALLENGES IN ACCESSING MARKETS - Food Safety Requirements

RASFF IMPORT REFUSALS for the Mekong Countries – Cambodia, Lao PDR & Vietnam

Source: *EU Rapid Alert System for Food and Feed*

January 2005 – December 2006





UNIDO Analysis of Import Refusals (cont.):

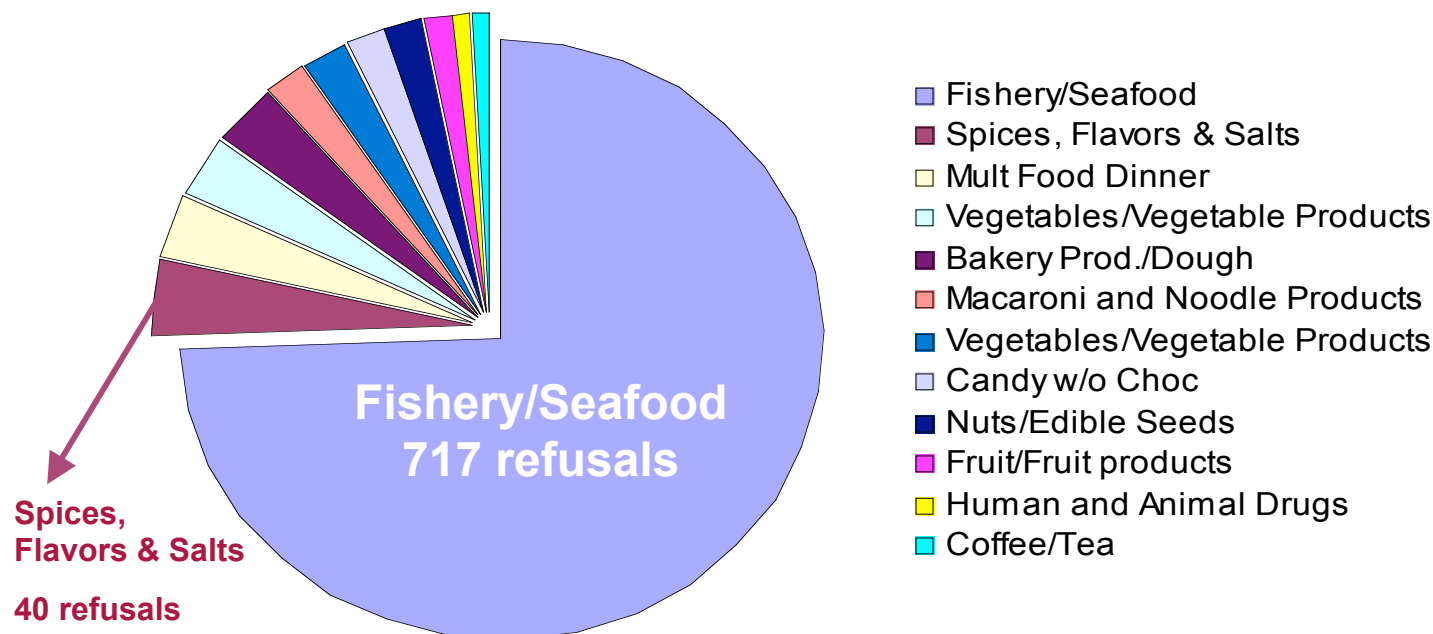
A computerised UNIDO database

CHALLENGES IN ACCESSING MARKETS - Food Safety Requirements

FDA IMPORT REFUSALS for the Mekong Countries – Cambodia, Lao PDR & Vietnam

Source: US Food and Drug Administration

January 2005 – December 2006





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“It is striking that planning for implementation of Aid For Trade is now most active in regional Banks and Organisations like UNIDO and ITC”*

***Sheila Page, Senior Research Associate – ODI, London**

*Aid for Trade: One year on. How much, for whom, and the institutional challenges?
ODI-IEDG Conference: 24 May 2007, London*

UNIDO Trade Capacity-Building Aid For Trade type Project Examples in Asia

UNIDO is providing significant SMTQ assistance (standards, metrology, testing, certification, inspection, accreditation) in SAARC & Mekong countries.



“Aid for Trade”: UNIDO’s Main Contribution **Bringing back missing elements (SUPPLY & CONFORMITY)**

SUPPLY CAPACITY

- **Capacity upgrading, productivity development**
(Process technology, cleaner production, quality management)
- **Development of advisory capacity for enterprises** to meet technical requirements
- **Cluster development**
- **Export consortia support**
- **Business partnerships** for investment, sub-contracting, trade

CONFORMITY INFRASTRUCTURE

- **Establish access to and harmonization of standards & technical regulations**
TBT, SPS, MRL, etc., support to standards bodies
- **Establishment of legal & regulatory frameworks**
and harmonized national/regional schemes for conformity assessment, inspection
- **Upgrading of laboratories** for conformity assessment, product certification towards international recognition (accreditation), calibration chain
- **Training of auditors** (internal, external) for ISO 9001, ISO 14001, ISO/IEC 17025 and inspectors
- **Pilot activities** at enterprise level for on-the-job training of institutional service providers



UNIDO TCB Programmes in ASIA: Addressing region's capacity gaps

Project (Region/Country)	Accreditation	Metrology	Testing	Certification	US\$/€	Donor
SAARC II	X	X	X	X	US\$ 3.5 mn.	Norway (Norad)
SAARC II	X	X	X	X	€ 2.3 mn.	Norway (Norad)
MEKONG I		X	X	X	USD 1.0 mn.	Norway (Norad)
MEKONG II	X	X	X	X	USD 2.5 mn.	Norway (Norad)
Afghanistan	X	X			US\$ 1.2 mn.	World Bank
Afghanistan II					US\$ 8,0 mn.	Possible funding
Bangladesh	X	X	X	X	€ 7.5 mn.	EU
Bangladesh II					US\$ 15,0 mn.	
Nepal	X	X	X		€ 1.7 mn.	EU
Pakistan	X	X	X		€ 5.0 mn.	EU
Pakistan II					US\$ 10,0 mn.	EU
Sri Lanka		X	X	X	US\$ 3.1 mn.	Norway (Norad)
Vietnam I	X	X	X	X	USD 1.0 mn.	Switzerland (SECO)
Vietnam II		X	X	X	USD 2.5 mn.	Switzerland (SECO)



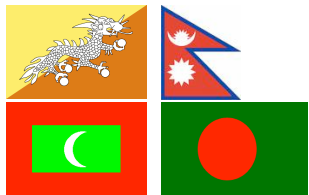
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UNIDO TCB *Aid-for-Trade* type Programmes (Supply-side & Conformity)

SAARC PHASE I (*Bangladesh, Bhutan & Maldives, Nepal*)



MARKET ACCESS AND TRADE FACILITATION SUPPORT FOR SOUTH ASIAN LDCs, THROUGH STRENGTHENING INSTITUTIONAL AND NATIONAL CAPACITIES RELATED TO STANDARDS, METROLOGY, TESTING AND QUALITY – *PHASE I*

Budget: USD 3.5 million Donor: Norway, India



- Upgrade the required technical infrastructure for standards development and harmonization; metrology and testing laboratories required by the selected sectors; standards for labeling and accreditation or certification of laboratories and quality systems
- National capacities for setting up HACCP, ISO9001, ISO14001 schemes at enterprise level, as well as the capacity of national certification bodies to assess the systems developed
- SAARC led regional accreditation body and a regional calibration service developed and launched

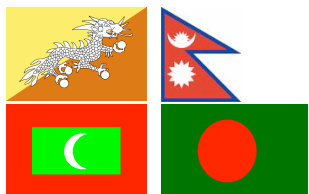


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SAARC PHASE II (Bangladesh, Bhutan & Maldives, Nepal)



MARKET ACCESS AND TRADE FACILITATION SUPPORT FOR SOUTH ASIAN LDCs, THROUGH STRENGTHENING INSTITUTIONAL AND NATIONAL CAPACITIES RELATED TO STANDARDS, METROLOGY, TESTING AND QUALITY – *PHASE II*

Budget: € 2.3 million Donor: Norway, Norad



- **Bangladesh:** Strengthen the product certification scheme and textile laboratory of the Bangladesh Standards and Testing Institute, and develop a national capability for training in quality management with a view to developing the quality competence of industry
- **Bhutan:** Strengthen the standards cell in the Standards and Quality Control Authority (SQCA), its metrology laboratory and the food-testing laboratory of BAFRA, and develop a national capability for training in quality management with a view to developing the quality competence of the nascent industry
- **Maldives:** Strengthen the Standards Cell and Legal and Industrial Metrology laboratory of the Maldives Standards and Metrology Centre (MSMC) and enhance the capability of the national food-testing laboratory of Maldives Food and Drug Authority, leading to its accreditation with a view to increasing its fishery exports
- **Nepal:** strengthen the product certification scheme and textile laboratory of the Nepal Bureau of Standards and Metrology (NBSMC) and the food testing laboratory of the Department for Food Technology and Quality Control (DFTQC) and develop a national capability for training in quality management with a view to developing the quality competence of industry



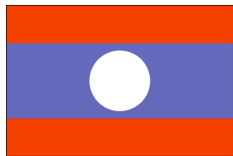
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UNIDO TCB *Aid-for-Trade* type Programmes (Supply-side & Conformity)

*Regional Programme: **MEKONG** (Cambodia, Lao PDR, Vietnam)*



Trade Capacity Building in the Mekong Delta Countries of Cambodia, Lao PDR and Vietnam, through Strengthening Institutional and National Capacities Related to Standards, Metrology, Testing and Quality (SMTQ)

Budget: USD 2.5 million

Donor: Norway



Cambodia

- Formulation and publication of Cambodian national standards, for domestic and export products
- Development of ISO 9001, ISO 14001 and HACCP certification services, reinforcing the Dept. of Industrial Standards of Cambodia (ISC)
- Accredited Product Certification scheme established at the Dept. of Industrial Standards of Cambodia (ISC).
- TBT enquiry point, standards library and documentation centre with facilities for acquisition and dissemination of information established at the Dept. of Industrial Standards of Cambodia (ISC).

Lao PDR

- Formulation and publication of Lao national standards, for domestic and export products.
- Development of ISO 9001 and ISO 14001 certification services, reinforcing the Division of Standards and Quality (DSQ).
- Development of HACCP certification services, reinforcing the Dept. of Food and Drugs (DFD), Ministry of Health.
- TBT enquiry point, standards library and documentation centre with facilities for acquisition and dissemination of information established and staff trained at the Division of Standards & Quality (DSQ).

Vietnam

- Product certification scheme for CE marking and other IEEE requirements.
- Compliance capacity for EU traceability, EUREPGAP, GVP and GTP.
- Upgraded Vietnam Metrology Center.
- National proficiency scheme launched and BOA staff trained in specialised areas.

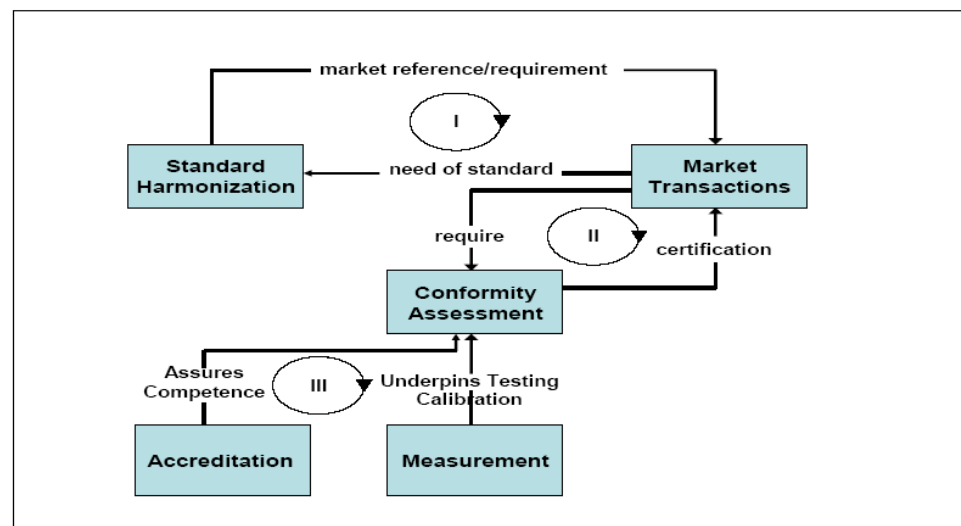


Regional standards harmonisation lessons: **ACCSQ-ASEAN Cooperation on Standards and Conformance**

Action Plan developed focuses on the following areas:

- Harmonize standards and technical regulations through alignment with international practices
- Develop and implement Mutual Recognition Arrangements (MRAs) on Conformity Assessment;
- Enhance the technical infrastructure and competency in laboratory testing, calibration, certification and accreditation based on internationally accepted procedures and guides; and
- Strengthen information networking on standards and technical regulations with the aim of meeting the requirements of the WTO Agreement on Technical Barriers to trade and WTO Agreement on the application of Sanitary and Phytosanitary Measures.

ACCSQ
activities
towards regional
economic
integration





UNIDO TCB *Aid-for-Trade* type Programmes (Supply-side & Conformity)

Cambodia: post WTO Accession Challenges

WORLD TRADE ORGANIZATION	<u>RESTRICTED</u> WT/ACC/KHM/14/Rev.1 3 March 2003 (03-1220)
Working Party on the Accession of Cambodia	Original: English
ACCESSION OF CAMBODIA	
<u>Action Plan for the Implementation of the TBT Agreement</u>	
<u>Revision</u>	
The Government of the Kingdom of Cambodia has submitted the following revised Action Plan for the Implementation of the TBT Agreement by Cambodia, with the request that it be circulated to the Working Party.	

- Commitment made to meet the WTO TBT/SPS agreements requirements
- Technical assistance support in meeting the requirements of the TBT/SPS agreements vital
- Establishment of functional TBT and SPS Enquiry Points

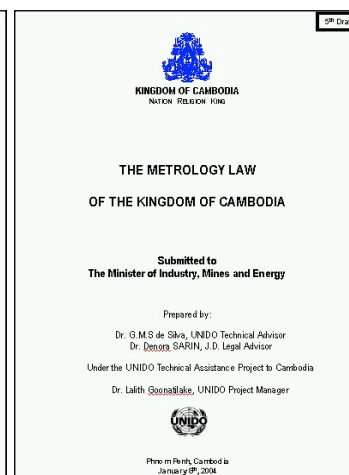
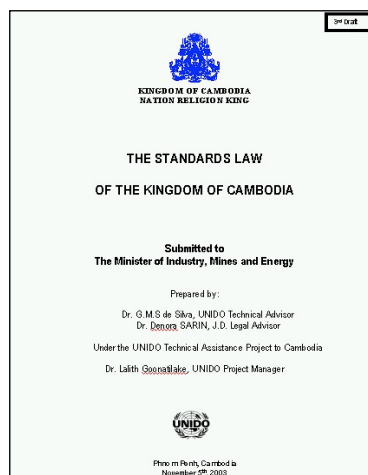


MARKET ACCESS SUPPORT FOR CAMBODIA THROUGH THE STRENGTHENING OF CAPACITIES RELATED TO METROLOGY, TESTING AND CONFORMITY

Budget: **USD 0.6 million**

Donor: **AUSTRIA**

Year	Step/measure/ activity	Technical Assistance (Provided) or Sought
1999/2001	Activities undertaken <ul style="list-style-type: none"> Sub-Decree on Industrial Standards of Cambodia was approved and signed on 15 May 2001. Ministry of Industry Notice on Registration of Industrial Products being implemented. Developing TBT and Standards Library at the Department of Industrial Standards of Cambodia. 	NO TA PROVIDED
2002	Activities undertaken <ul style="list-style-type: none"> Drafting the new Law on Industrial Standards of Cambodia. Revise the Ministry's Notice on Registration of Industrial Products. Submitting the draft Sub-Decree on Metrology to the Council of Ministers for adoption. Drafting Technical Regulations on (1) the procedures and application forms for using standards; (2) procedures for using standards marks; (3) size of standards marks; (4) certificate and license forms; (5) form of auditing and assessment; (6) form of pre-assessment and market survey; (7) form of receipt for payment of services; (8) form of testing and calibration reports; (9) request form for testing and calibration. 	NO TA PROVIDED





South-South Cooperation

Unprecedented Lessons from high growth countries:



Vietnam reduced its poverty rate from 51% to 8% in only 15 years
Remarkable achievement - Exports the Key



CHINA: 400 million people emerged from poverty during 1981- 2001, **China** had achieved poverty MDGs 14 years before the target date 2015



INDIA: Knowledge based service industry useful, but need to bring in other productive sectors



INDONESIA: admitted to G20

EXCELLENT Opportunities for replicating success through South-South Cooperation



UNIDO's South-South Cooperation Vision & Strategy

- *Important feature of UNIDO's work in the coming years.*
- *Transfer resources and technology developed to developing countries.*
- *LDCs to benefit from the development experiences of the more successful emerging economies.*

LDC Ministerial Conference, Cambodia 2008

"AFT: An Industrial Agenda for LDCs" Siem Reap, 19-20 Nov. 2008

In view of the increasing importance of South-South economic interactions through investment flows, trade, and technological innovations and transfers, we urge UNIDO to use the opportunities provided by AfT and EIF to further develop and expand its concept of South-South industrial cooperation.



UNIDO's South-South Centers



S-S Centre- India

Bamboo skills development in East Timor, cooperation with China on the production of energy efficient stoves for rural areas, upgrading Kenya's Industrial Research and Development Institute.



S-S Centre- China

Bahrain in entrepreneurship development; business roundtables with a group of Latin American countries including Cuba, Brazil and Bolivia; and support to the bamboo sector in Ghana.



S-S Centre- Egypt

specific focus on Agro Industries and a regional focus; and with the possibility for 'triangular' funding – i.e. with support coming from both the North and the South.



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UNIDO TCB *Aid-for-Trade* type Programmes (Supply-side & Conformity)



INTEGRATED INDUSTRIAL DEVELOPMENT SUPPORT PROGRAMME FOR SRI LANKA

Budget: US\$ 3.1 million

Donor: Norway



Developed testing, metrology and ISO 14001 capacity in the country

**Laboratories accredited to ISO/IEC 17025 in Sri Lanka through
(Support to environmental conditioning; Equipment, Expertise & Training provided)**

- Microbiology (SLSI & ITI)
- Chemical Testing (SLSI & ITI)
- Garment/Textile (TT&SC)
- Metrology (ITI)
- Rubber testing (ITI)
- Food Testing (ITI)



National certification capacity development - 2007

- ISO 22000, SA8000

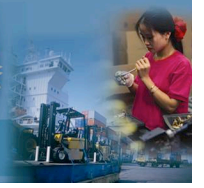


UNIDO TCB South-South Cooperation Example – Sri Lanka

- **Eight testing and metrology laboratories internationally accredited to ISO/IEC 17025**
- Textile/garment lab. training
 - Vietnam, Cambodia
- Microbiology - Chemical lab.
 - Ghana, Bangladesh, Pakistan
- Calibrations
 - Metrology lab - Cambodia, Vietnam, Bangladesh
 - Pakistan – 20 lab equipment calibrated



SRI LANKA TRTA Success Quoted in the WTO/OECD Report on Trade-Related Technical Assistance and Capacity Building (TRTA/CB)



CONCLUSIONS:

- ✓ **Regional Trade Potential not fully exploited**
- ✓ **Regional trade - immediate tangible benefits**
- ✓ **Standards & Conformity Vital for Trade**
- ✓ **AFT focus Supply & Trade related infrastructure**
- ✓ **UNIDO Regional Trade capacity lessons Useful**
- ✓ **South-South – From Asia significant potential**
- ✓ **UNIDO South-South experience useful**



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Thank You for your attention!