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Organisation de Coopération et de Développement Economiques  
Organisation for Economic Co-operation and Development

**07-Oct-2004**

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**TRADE DIRECTORATE  
TRADE COMMITTEE**

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**RELATIONS WITH NON MEMBER ECONOMIES**

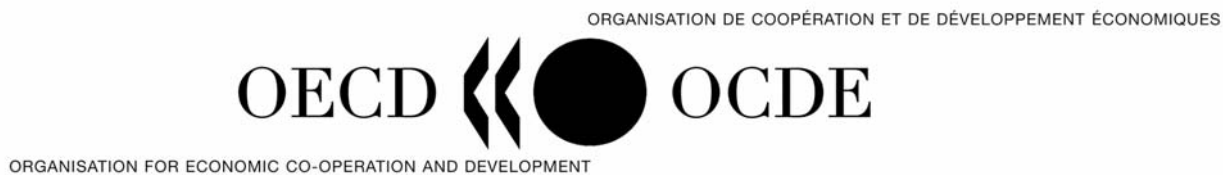
**OECD REGIONAL TRADE WORKSHOP  
PROGRAMME**

**Maseru, Lesotho 11-12 October 2004**

**JT00171026**

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**OECD Regional Trade Workshop**

**Deeper Integration into the Global Economy:  
Agriculture, Services and Trade Facilitation**

**11- 12 October 2004  
Maseru, Lesotho  
The Lesotho Sun Hotel**

Objectives

To contribute to further integration of African countries in the global trading system by:

1. Bringing together representatives, from government, business, research institutions, civil society and international organisations, from African and OECD countries, to discuss trade policy issues of current relevance, in particular, in the fields of agriculture, services, trade facilitation and development.
2. Advancing the dialogue and foster strengthened communication and shared understanding between OECD and African countries on trade policy issues outside of trade negotiations.
3. Exploring and sharing recent and ongoing research and analysis on the selected trade topics.

**10 October**

*18:30-20:00 Welcome Reception (Salon A and B)  
Name tags and registration material will be available at the entrance.*

**11 October**

*09:00-09:30 Official Welcome and Introductory Remarks  
Name tags and registration material will be available at the entrance.*

Mr Jean-Marie Metzger  
Director  
Trade Directorate  
OECD  
France

Mr David Rantekoa  
Principle Secretary  
Ministry of Trade and Industry, Cooperatives and Marketing  
Lesotho

**11 October**

***Session I: Trade in Services***

The contribution to trade and economic growth that can come from the services sector is greatly underestimated in much of Africa. Services are key inputs for the rest of the economy, in particular infrastructure services such as telecommunications, transport, water and energy. Efficient infrastructure services can increase the competitiveness of the whole economy, reduce the cost of trade and help to attract foreign investors. There are however a number of regulatory challenges when liberalizing infrastructure services, and it is important to respond to specific needs and capacities of African countries. The discussion in this session of the Workshop will focus on the main issues encountered in liberalizing infrastructure services in Southern and Eastern Africa and how to build capacity for the regions' more effective participation in the multilateral trade negotiations on services.

- What are the main challenges in further developing trade in services in the different regions of Southern and Eastern Africa?
- Timing and sequencing are important considerations in reforming the services sector. How do countries find the best patterns of regulatory reform?
- How can Southern and Eastern African countries build capacity in the services sector to take advantage of trade opportunities?

9:30-10:30 Mr Henk Jan Bakker — Chair  
Chair of the Trade Working Party of OECD  
Delegation of the Netherlands to OECD  
France

Mr Sébastien Miroudot  
Trade Directorate  
OECD  
France

Mr Michael Atingi-Ego  
Bank of Uganda  
Research and Policy Function  
Co-Sponsored by International Lawyers and Economists Against Poverty (iLEAP)

10:30-11:00 *Coffee Break*

11:00-12:30 Mr Lambert Botha  
TRALAC  
South Africa

12:30-14:30 *Luncheon (Location to be announced)*  
Keynote Address  
Hon. Mr Mpho 'Meli Malie  
Minister of Trade and Industry, Cooperatives and Marketing  
Lesotho

**11 October**

***Session II: Trade Facilitation***

A growing body of research shows that trade facilitation can generate significant benefits to trading partners in both developing and developed countries. This session will provide an opportunity to explore the extent of the benefits that developing countries in particular may achieve, together with expected implementation costs. For example, benefits are likely to be relatively higher for developing than for developed countries, mainly because the former tend to face higher levels of trade transaction costs (TTCs). This reflects those countries' relative lack of success so far in reducing such costs; the small size of their economies, which typically leads to relatively high ratios of trade to GDP; and the concentration of their trade in sectors and firms that attract higher TTCs (e.g. agro-food and SMEs). However, there is concern that the benefits of trade facilitation can only be obtained at high cost, e.g. by investing in modern systems that only pay for themselves in the medium to long run and that may seem difficult to justify in the light of other development priorities. This session will encourage a discussion to improve understanding of the benefits, costs, challenges and opportunities associated with trade facilitation.

- The framework agreement of July 2004 stresses the importance of identifying the trade facilitation needs and priorities of developing countries. It also indicates that special and differential treatment should be related to the implementation capacities of those countries and should extend beyond granting traditional transition periods. What does this mean for countries in Southern and Eastern Africa?
- How can co-operation be most effectively achieved between different government authorities—at the national, regional and multilateral levels—so as to favour the successful implementation of trade facilitation?

14:30-15:30    Mr Anthony Kleitz — Chair  
 Division Head  
 Trade Directorate  
 OECD  
 France

Mr John Clarke  
 DG Trade  
 European Commission

Mr Kennedy Mbekeani  
 Botswana Institute for Development Policy Analysis  
 Botswana

15:30-16:00    *Coffee Break*

16:00-17:30    Ms Florence Kata  
 Executive Director  
 Uganda Export Promotion Board  
 Uganda

**12 October**

***Session III: Trade in Agriculture***

Agriculture is one of the most important sectors of economic activity in Africa. In the round of multilateral trade negotiations initiated at Doha in 2001, agriculture has also emerged as one of the most controversial and pivotal areas for determining success. At the heart of the controversies are differing national perspectives on agricultural trade, including export competition, market access and domestic policies. To help underpin progress in the Doha Round, this session will aim to improve mutual understanding through the examination of agricultural trade issues affecting Southern African and OECD countries. In particular, the agricultural trade policies pursued by OECD countries and their relationship to domestic policies and issues will be explored. How domestic reform can underpin meaningful trade liberalisation, allowing the full potential of the framework agreement of July 2004 to be exploited, will be a key issue. This session will also cover the linkages between trade policy and foreign direct investment (FDI) in the agro-food sector.

- What are some approaches that Southern and Eastern African countries can take to improve their agricultural trade policies to improve competitiveness in international markets?
- A great deal of focus has been placed on developed countries reforming their agricultural policies. Beyond traditional trade policies, what steps, in terms of policies, can countries in the region take to improve their agricultural and food productivity and trade?
- Preference erosion is a significant issue for many countries in the region, but the effect on agriculture is variable because some agricultural products are excluded from some preferential agreements. How should policy reform take place to help mitigate the challenges of the changing policy environment?

9:00-11:00      Mrs Anne Kamau—Chair  
 First Secretary  
 Extraordinary & Plenipotentiary  
 Kenya Mission to the UN  
 Switzerland

Mr Joe Dewbre  
 Directorate of Food, Agriculture and Fisheries  
 OECD  
 France

Mr Bijit Bora  
 Development and Economic Research Division  
 WTO  
 Switzerland

Ms Joyce Cacho  
 Independent Consultant  
 Kenya

11:00-11:30      *Coffee Break*

**12 October**

***Session IV: Development Aspects of Trade***

The Doha Ministerial Declaration gave prominence to the development dimensions of trade, in particular the need to scale up and strengthen trade-related technical assistance and capacity building in response to perceived needs of developing countries. This session will identify current donor efforts to support developing countries, including the Integrated Framework, and consider the challenges of assessing adequacy, relevance and effectiveness of these efforts. In light of discussions in the previous sessions, this session will provide an opportunity to consider trade capacity building particularly in the areas of agriculture, services and trade facilitation. More broadly it will also address the challenges of implementation and mainstreaming trade into development and poverty reduction strategies, and highlight lessons learned from development co-operation in this area.

- What areas of trade in services, agriculture and trade facilitation need targeted technical assistance to enable developing countries to participate effectively in negotiations?
- How would you define a successful trade capacity building outcome? What criteria would you use?

11:30-12:00 Mr Norbert Wilson — Chair  
 Trade Directorate  
 OECD  
 France

Ms Ebba Dohlman  
 Senior Programme Manager  
 Development Co-operation Directorate  
 OECD  
 France

Ms Helena McLeod  
 Regional Trade and Integration Advisor  
 United Kingdom DFID  
 South Africa

12:30-14:00 *Lunch*

14:00-15:00 Rapporteur's summary, General Discussion and Wrap-up

Mr Jean-Marie Metzger — Chair  
 Director  
 Trade Directorate  
 OECD  
 France

Mr Ron Sandrey — Rapporteur  
 Ministry of Foreign Affairs and Trade  
 New Zealand