



Relevance of UNIDO Services to the Responses to the WTO Questionnaire G/TBT/W/178

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Background

The WTO questionnaire consists of two parts:

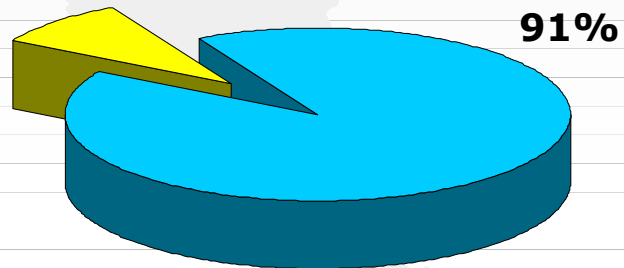
- **First part:** focusing on the current situation, specific problems/difficulties/interests and which assistance or cooperation is required in relation to different elements of the TBT-field
- **Second part:** providing a form to prioritize needs in the TBT-field

UNIDO analysis:

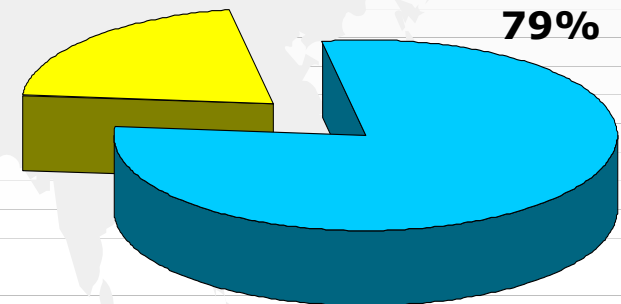
- utilized the data of both parts of the questionnaire, with an emphasis on the first part
- is based on 53 responses (JOB(02)/99 and Add.1-52)

TBT-Related Technical Assistance Needs According to UNIDO Services

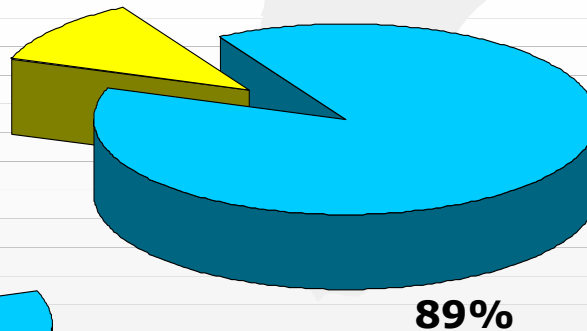
Lack of Quality Policy at the National Level



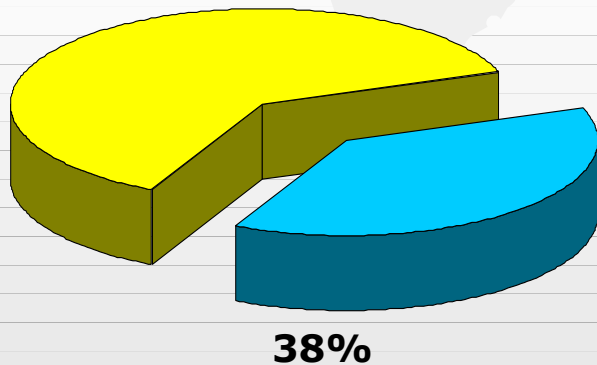
Weak standardization infrastructure



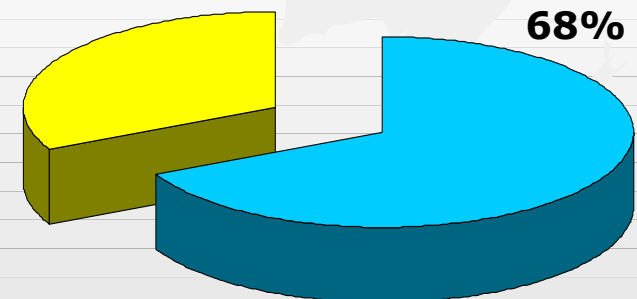
Lack of conformity assessment system



Metrology



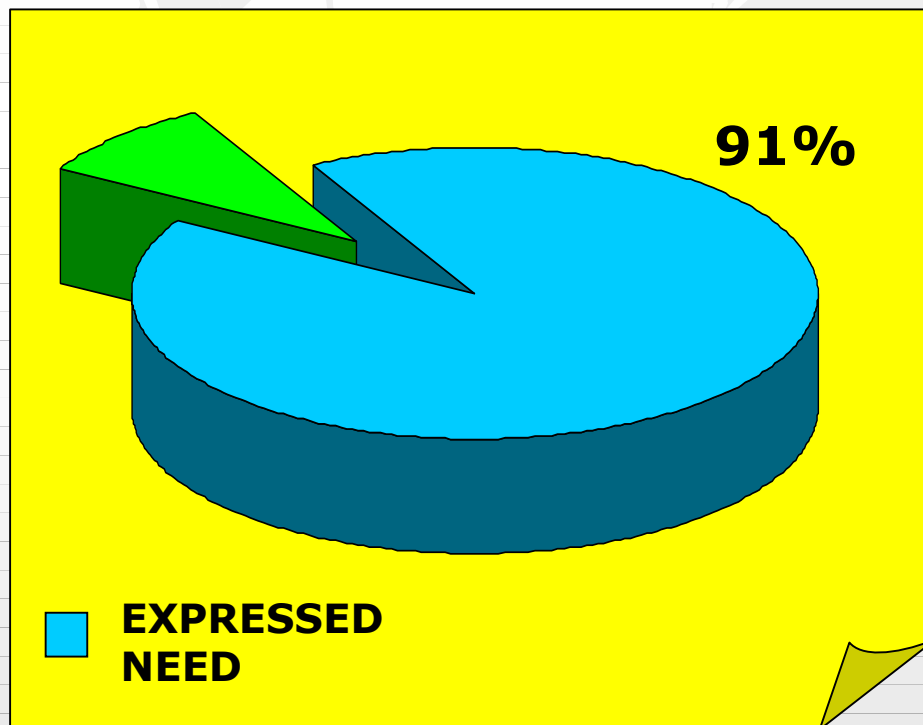
Enhancing Enterprise Competitiveness



 **EXPRESSED NEED**

TBT-Related Technical Assistance Needs According to UNIDO Services

Lack of Quality Policy at the National Level

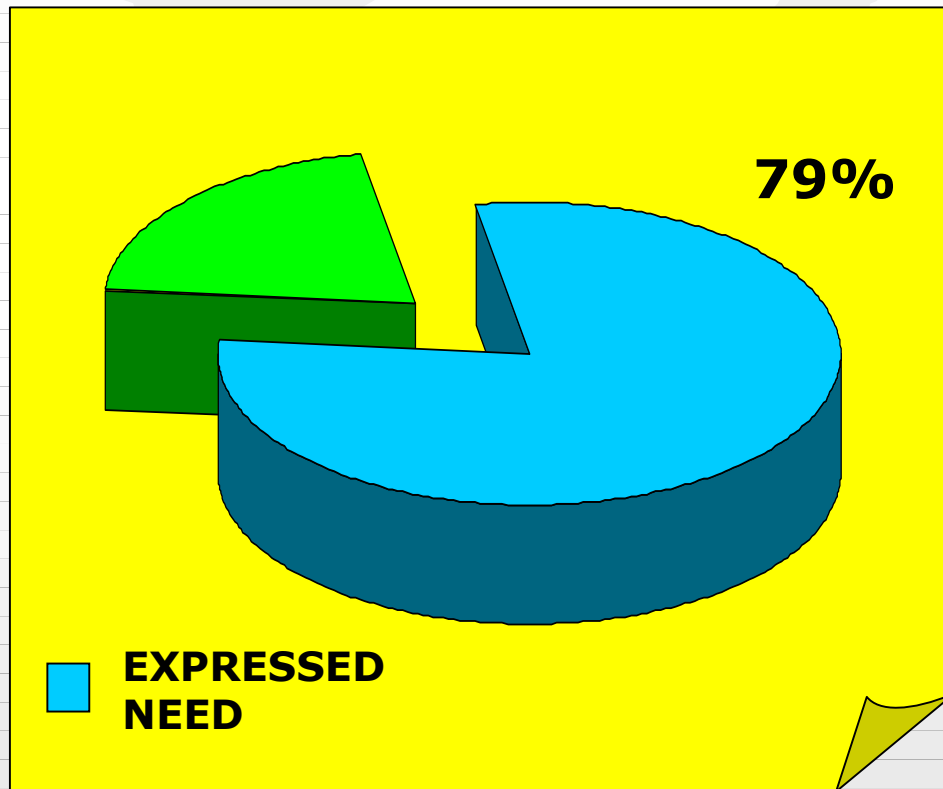


Examples of Required Assistance

- 38%: Review and evaluation of existing national quality policy to comply with WTO TBT requirements.
- 66%: Elaboration and implementation of quality, standardization, metrology and productivity policies

TBT-Related Technical Assistance Needs According to UNIDO Services

Weak standardization infrastructure

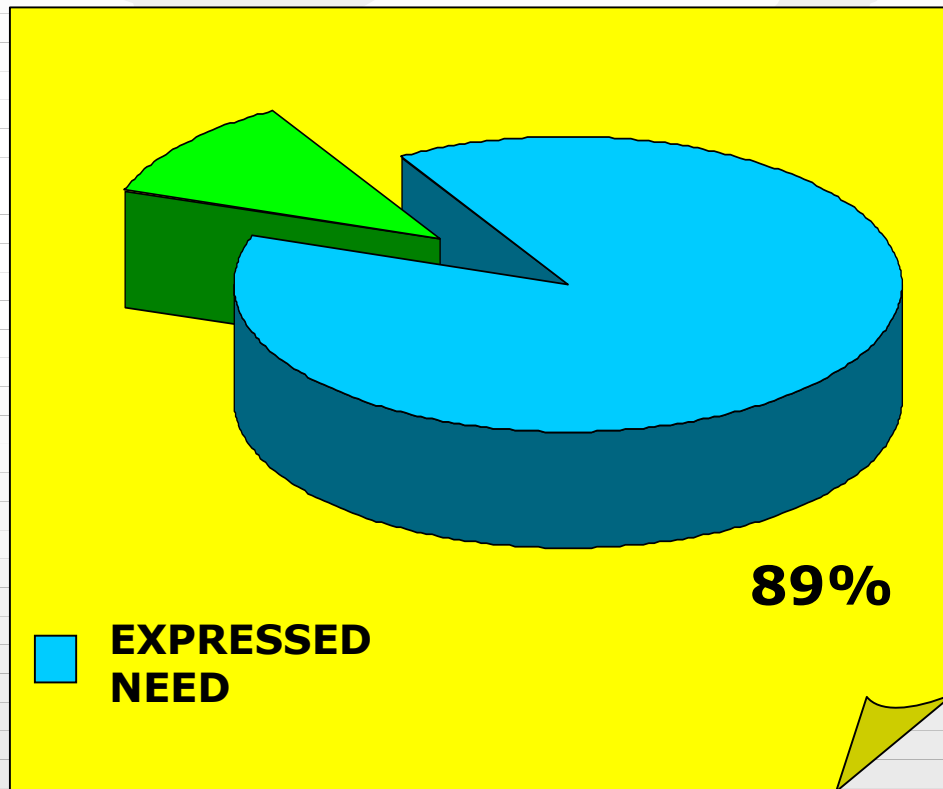


Examples of Required Assistance

- 37%: Seminars and workshops to set up procedures and support the process of adoption / elaboration of standards
- 53%: Assistance in the process to acquire membership in regional and international institutions
- 37%: Upgrading of standardization bodies in terms of physical and human resources, cost-effectiveness and management practices.

TBT-Related Technical Assistance Needs According to UNIDO Services

Lack of conformity assessment system

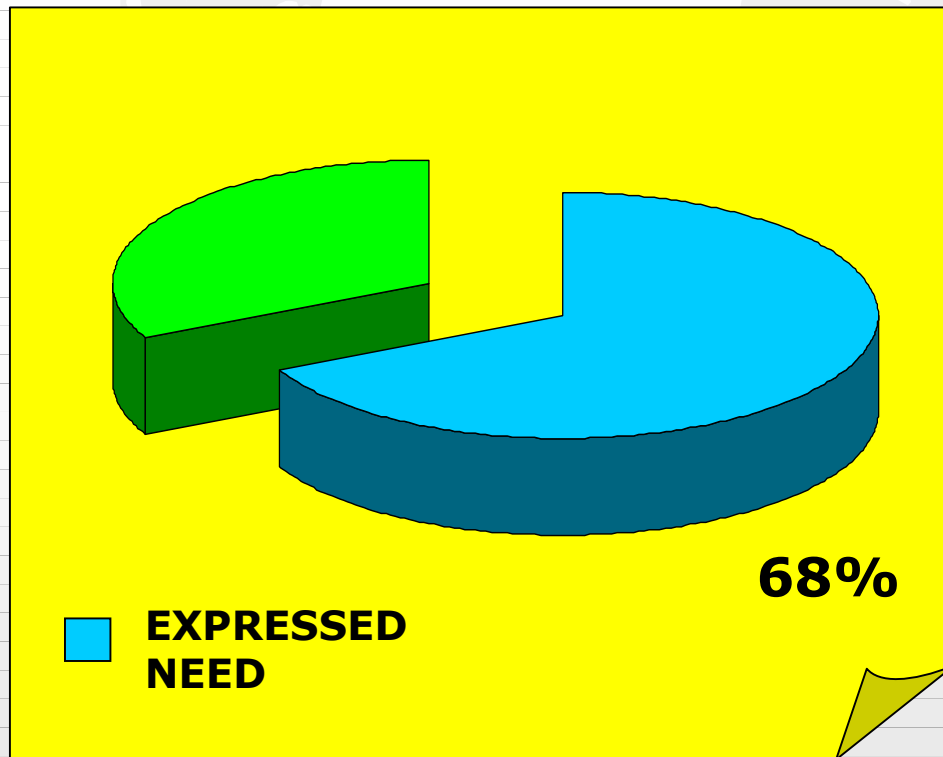


Examples of Required Assistance

- 51%: Improving effectiveness of services through assessment of the existing situation and implementation of recommendations
- 49%: Assistance in networking and the establishment of partnerships among national and regional bodies
- 44%: Assistance to achieve international recognition

TBT-Related Technical Assistance Needs According to UNIDO Services

Enhancing Enterprise Competitiveness

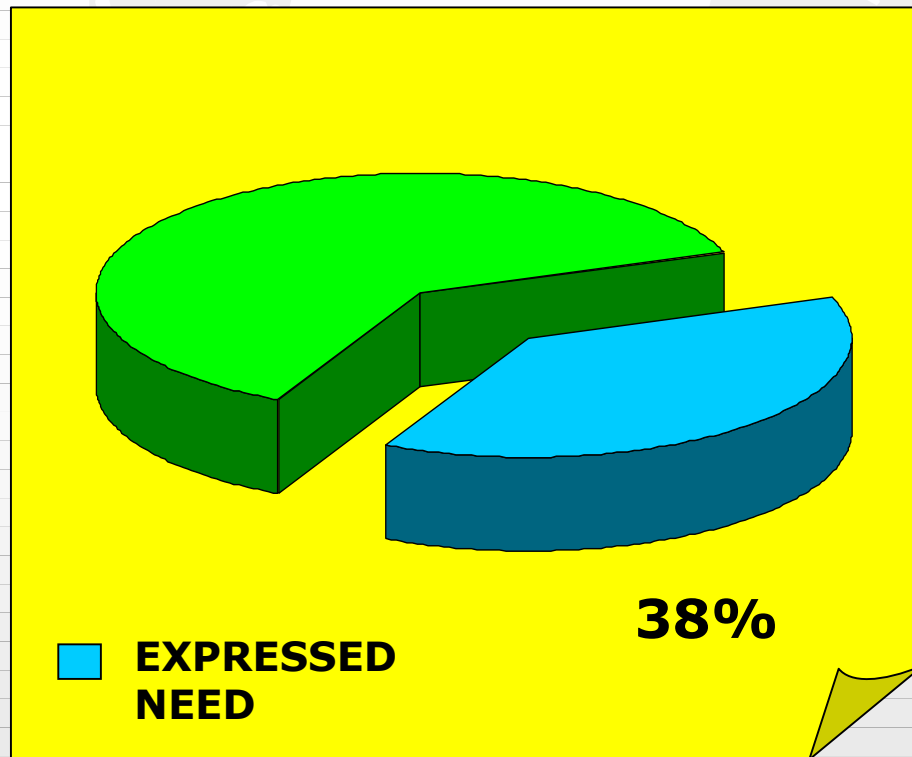


Examples of Required Assistance

- 56%: Increasing awareness on TBT and their implication at government and industry level (surveys, seminars)
- 35%: Strengthening the capacity of business and industrial associations to overcome TBT problems

TBT-Related Technical Assistance Needs According to UNIDO Services

Metrology




Examples of Required Assistance

- 32%: Assistance to achieve laboratory accreditation according ISO/IEC 17025
- 34%: Establishment and upgrading of a national metrology laboratory or a calibration service

Results of the Needs Assessment through the WTO Questionnaire G/TBT/W/178 are confirmed through UNIDO:

- **Country/region needs assessments**
- **Enterprises survey of barriers to trade**



UNIDO TRTA/CB is based on those assessment and on analysis of supply-side constraints of key export sectors

ENTERPRISES SURVEYS OF BARRIERS TO TRADE

- **The first test of the survey** (Bahrain, 2002, 25/100), then in 10 countries... ..2006 Pakistan...)
- **Problems faced by exporters** while trading regionally and internationally assessed and **cost implications of conformity** estimated
- **Barriers to trade strongly related to business/commercial partnerships** (i.e. suppliers of larger companies, strength of importers.....)

ENTERPRISES SURVEYS OF BARRIERS TO TRADE

- The most common **problems related to customs and conformity**
- The costs of **conformity assessment procedures** rarely allocated to product costs and tended to be **treated as overheads.**
- The costs of **complying with the differing technical regulations** in Europe, USA and Japan were estimated to **add up to 5-10% to product cost.**

SURVEY LEBANON 2004

Partnership: UNIDO and INFO**PRO**
Sample: 100 exporting food manufacturers
Methodology : interview with high-level managers/owners
Topics:

STANDARDS AND TESTING
ADMINISTRATIVE AND BUREAUCRATIC OBSTACLES
TRADE POLICY ISSUES
SUPPLY CAPACITY
PRODUCTS AND PROCESSES
OTHERS

UNIDO-INFOPRO SURVEY 2004

TOP 4 PROBLEMS:

- Price Competition (internal and external)
- tests certificates (recognition of local labs)
- Trade facilitation (affecting import/export)
- Tariffs

LOST ORDERS

42% of respondents (food processors) lost orders in the last few years due to barriers to trade

UNIDO-INFOPRO SURVEY 2004

STANDARDS AND TESTING

- Tests and certificates from local labs: 52%
- Access to standards information 29%
- Compliance with standards (import) 15%

ADMINISTRATIVE AND BUREAUCRATIC OBSTACLES (TRADE FACILITATION)

- Irregular additional payments I/E: 46%
- Custom formalities 37%
- Improper administrative practices 31%

UNIDO-INFOPRO SURVEY 2004

TRADE POLICY ISSUES

- Tariffs:
- Import quota/prohibitions

40%

17%



SUPPLY CAPACITY

- Price Competition
- Quantity

89%

17%



UNIDO-INFOPRO SURVEY 2004

PRODUCTS AND PROCESSES

- Access to new equipment/technologies: 22%
- Access to raw material/inputs/packaging 20%

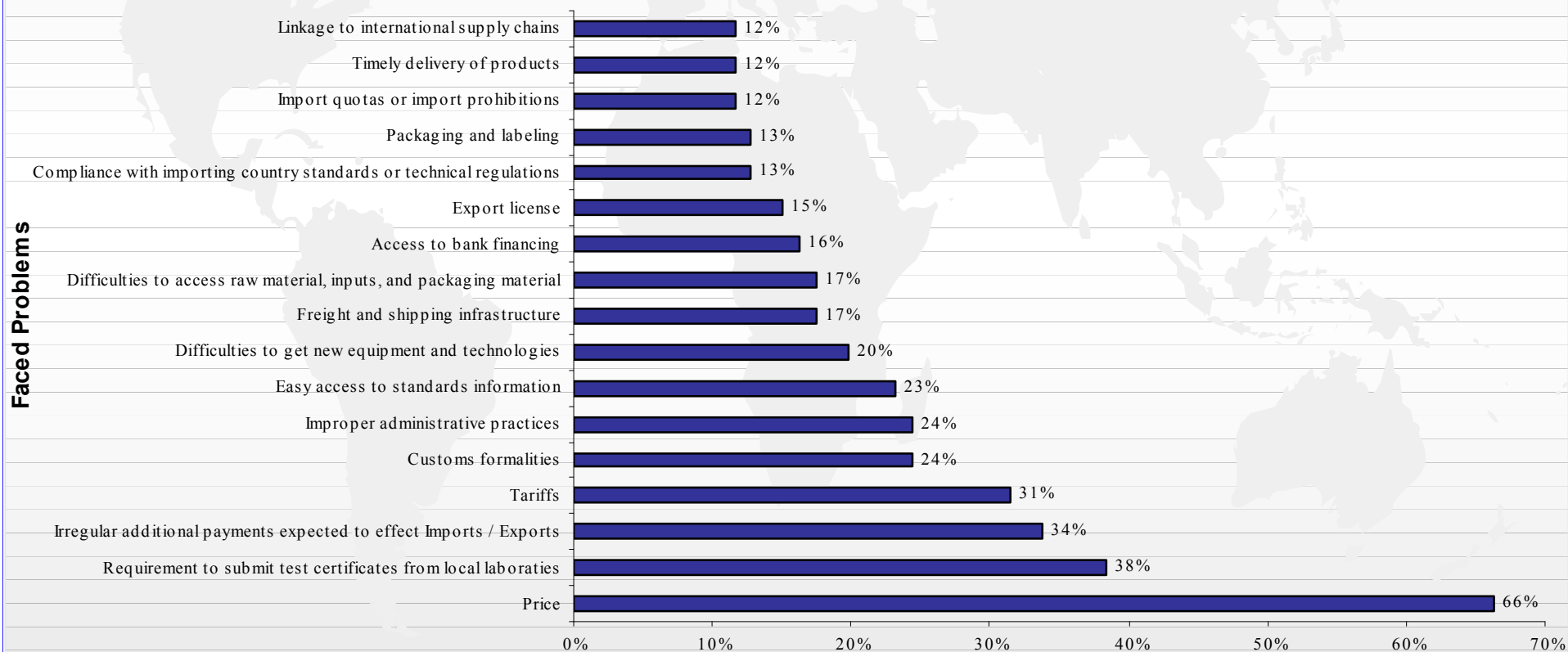
OTHERS

- Infrastructure 18%
- Linkages to international supply chains 18%

UNIDO-INFOPRO SURVEY 2004

Problems that Lebanese Food Processing Companies Are Facing - Aided Mentioning -

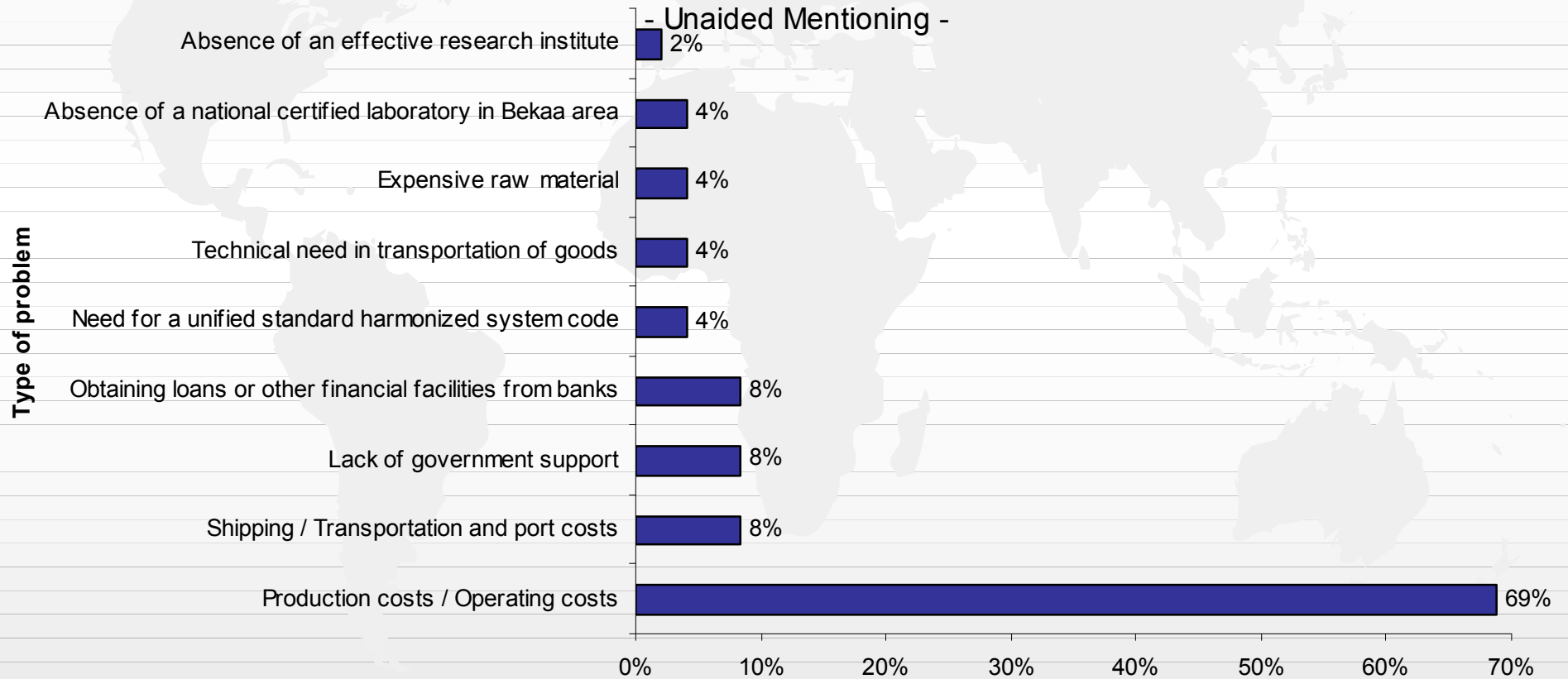
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UNIDO-INFOPRO SURVEY 2004

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Other Faced Problems



UNIDO-INFOPRO SURVEY 2004

- Estimated cost of CA as percentage of sales price: average 3.4% but for 31% of companies above 3%
- 77% aware of WTO BUT 77% and 82% not yet aware of TBT and SPS respectively;
- Problems with price competition related to high production/operating costs
- Weak conformity assessment infrastructure is seen as a key barrier to trade
- Compete on price is the challenge (internal/external costs)
- Individual versus grouping to access markets and access to supply chains

THANK YOU



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