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Integrated Framework for Trade-Related
Technical Assistance

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TRADE-RELATED TECHNICAL ASSISTANCE NEEDS ASSESSMENT
SUBMITTED BY BURUNDI

INTEGRATED RESPONSES BY WORLD BANK,
ITC, UNCTAD, IMF, WTO and UNDP¹

BURUNDI

¹ Published in accordance with paragraph 5(e) of the Integrated Framework for Trade-Related Technical Assistance (WT/LDC/HL/1/Rev.1).

TRADE-RELATED TECHNICAL ASSISTANCE NEEDS
ASSESSMENT SUBMITTED BY BURUNDI

A. Trade Policy

(a) What are the sectors that you believe have unexploited or underexploited export potential?

Sectors having unexploited or underexploited export potential:

- Horticultural and fruit-growing sector;
- textiles and clothing;
- leather;
- apicultural products;
- jewellery;
- mining;
- services;
- certain agricultural sectors (palm oil, sugar cane, cotton, cereals, leguminous crops).

(b) Could you please define your country's perspective of the reasons for any changes in the structure and direction of exports and imports?

- Policy of economic liberalization, especially as regards imports;
- simplification of business-related administrative procedures;
- foreseeable international economic environment;
- liberalization of business.

(c) What have been the objectives of trade policy in the most recent period, compared to, say, two decades ago?

- Introduction of competition policy;
- tariff stabilization and removal of quantitative restrictions.

(d) What are the Ministries in charge of trade policy matters, including formulation, implementation, enforcement and monitoring? How is coordination made? What are the respective roles of the relevant Ministries (give particular attention to tariff policies and other policies directly affecting exports and imports of goods and services)?

- Ministry of Trade, Industry and Tourism;
- Ministry of Finance (customs tariff, foreign exchange controls);
- Ministry of Agriculture (food trade).

(e) How are the private sector and academic institutions associated with the formulation and conduct of trade policy?

The private sector is consulted, through the Chamber of Commerce, whenever reform measures are planned. The public sector/private sector parity committee provides another framework for collaboration with business.

The academic institutions are not formally associated with the formulation and conduct of trade policy.

(f) What are the institutions in your country that can play role in implementation of a trade-related project at the local level? State their respective roles.

- Ministry of Trade, Industry and Tourism: responsible for trade policy and acts as coordinator;
- Ministry of Finance: responsible for tariff management;
- Bank of the Republic of Burundi (Central Bank): in charge of all monetary matters;
- Chamber of Trade, Industry, Agriculture and Crafts (CCIB): represents the economic operators;
- Foreign Trade Promotion Agency (APEE): in charge of trade promotion;
- Burundi Standardization Bureau (BBN): in charge of quality standards and inspection.

(g) What are the main laws and regulations dealing with trade policy - on exports and imports? Please provide a short description of each.

Exports

- Law on the promotion of exports: gives tax and customs concessions to exporters of non-traditional products;
- law on the free zone regime: gives additional concessions to exclusive exporters;
- foreign exchange regulations: lay down the procedures to be followed for all export operations;
- customs tariff: determines the tariffs applicable at exportation.

Imports

- Law on the occupation of importer: determines the requirements for being an importer;
- foreign exchange regulations: lay down the procedures to be followed for all import operations;
- customs tariff: determines the tariffs applicable at importation;
- certain sanitary regulations: very few and serve to establish quality standards for certain imported goods.

(h) What are the main instruments of trade policy - on exports and imports? Please elaborate (e.g. on import restrictions, the questions might be: on what products are there any import bans; on what products are there quantitative import restrictions; licensing requirements, etc.; what is the highest tariff rate currently in use; are there any excise taxes, other "domestic" taxes that are applied differentially to imported goods, or to goods of a type that are principally imported)?

- Traditionally, the instruments of trade policy are the customs tariff, the quota and the exchange rate;

- in Burundi only the customs tariff is used. There are no quantitative import restrictions;
- import licences are issued almost automatically;
- the exchange rate is used much more as an instrument of macroeconomic policy than as an instrument of trade policy;
- the highest tariff rate is 100 per cent at importation. Other duties and taxes are applied to all imports without distinction and do not exceed 30 per cent;
- there are some products which may not be imported. These are products trade in which is prohibited by international conventions (ivory, drugs).

(i) In case you are a WTO Member or are in the process of acceding, how is your country preparing itself to comply with WTO Agreements?

Burundi has been a Member of the WTO since July 1995. The arrangements made to comply with the Agreement on the WTO include, in particular, the establishment of a Working Party on the WTO. This working party, which comprises representatives of all the institutions affected by the Agreement, has been set up to study and propose measures for implementing the Agreement. However, technical assistance would no doubt help to improve the quality of the working party's output.

(j) What is the state of familiarity with the WTO framework:

- Among government and government-related agencies?
- in the private sector?

The WTO framework is unfamiliar both to government and government-related agencies and to the private sector.

(k) What are your technical assistance requirements with regard to your compliance with the WTO Agreements?

In general, the technical assistance requirements cover every aspect of trade promotion, including the implementation of the Agreement on the WTO. Specifically, three types of assistance are required:

- Assistance with strengthening human capacities;
- assistance with institution building;
- assistance with expanding exports (for details see the attached document BDI-WTO/9/97-2).

(l) In which specific areas of the WTO Agreements do you have technical assistance needs (e.g. market access, agriculture, rules (anti-dumping, subsidies, import licensing, rules of origin, safeguards, etc.), TBT and SPS, services, TRIPS)?

More specifically, technical assistance would include the following aspects covered by the Agreement on the WTO:

- Market access;
- rules:
 - anti-dumping;
 - subsidies;

- TBT;
- SPS;
- services;
- TRIPS;
- dispute settlement;
- safeguards.

(m) What is your assessment of your existing trade analysis and negotiating capacities, both multilateral and bilateral, in areas already covered by the WTO Agreements and other trade-related areas, e.g. competition policy and trade and environment?

National capacities for trade analysis and negotiation in the areas covered by the Agreement on the WTO are limited.

B. Obstacles to Trade Expansion

Obstacles to trade encompassing problems in export markets, infrastructure, human capacities, institutional bottlenecks, trade financing problems and gaps in trade information can inhibit a least developed country from taking full advantage of trading opportunities.

Supply constraints, including institutional bottlenecks

(a) What are the main bottlenecks inhibiting the development of sustained export capacity of goods and services (e.g. customs facilitation, freight charges, quality management, elimination of cumbersome legal and administrative procedures, paucity of human skills, access at international prices to imported inputs, or inadequate telecommunication, port and transport facilities, etc.)?

- **Land-locked countries may face additional problems, such as having to ship using costly or unreliable transport and ports systems. In case this applies to your country, please indicate such problems. What kind of technical assistance would help you work out these problems?**

The obstacles to the development of a sustained export capacity are:

- Freight charges;
- quality management;
- paucity of human skills;
- difficult access to imported inputs at international prices;
- the land-locked situation of the country which makes freight transport services too expensive;
- difficult access to technology;
- lack of trade information.

(b) Are there any institutional bottlenecks which may impede the efficient conduct of your country's trade policies? Provide details. For example, what are the problems perceived by the different actors, e.g. exporters, producers, service providers (banks, insurance companies, quality control, transports, etc.), professional associations and ministries? Are problems mainly perceived in the areas of:

- (i) Human resources;**
- (ii) management of the institution;**
- (iii) financial and material resources;**
- (iv) communication.**

The institutional bottlenecks include:

- Inadequate human resources;
- weaknesses in the management of the trade supervision and promotion institutions;
- inadequacy of financial and material resources;
- weakness of communication systems.

In fact, the obstacles mentioned under item (a) also apply to item (b).

(c) What are the main bottlenecks to export diversification?

The main bottlenecks to export diversification are:

- The almost total lack of export-oriented private investment;
- the lack of a banking and financial mechanism to encourage the production of exportables;
- the high cost of international transport due to the land-locked nature of the country;
- ignorance of export possibilities;
- institutional problems (see items (b) and (a)).

(d) If investment in the production of goods and services is inadequate, what are the main reasons? Please elaborate them (e.g. structural constraints, difficulties in attracting foreign investment, limited enterprise development, financing, lack of appropriate technology, etc.).

The main reasons for inadequate investment in the production of goods and services are:

- The unfavourable business environment (socio-political crisis);
- the lack of a programme for attracting foreign investment;
- the limited development of enterprises;
- the narrowness of the domestic market;
- technological dependency;

- the lack of trade and industrial information;
- the ineffectiveness of development financing policy.

(e) Is there a national policy to encourage export-related investment opportunities? Please elaborate. What arrangements are in place for viewing, drafting and negotiating contractual arrangements with foreign investors?

There is no national policy for promoting export-related investment. However, there is a legislative framework for granting concessions to exporters.

(f) What are the main obstacles to the transfer, development and acquisition of technology? Is there any national policy/strategy in this area? Please elaborate.

There is no technology acquisition policy or strategy. However, there is legislation on industrial property, which also needs updating.

(g) What are your technical assistance or other assistance needs with respect to supply constraints?

See document BDI-WTO/9/97-2.

Trade promotion and trade support services

Trade promotion comprises an integrated set of technical and financial services to enhance the global competitiveness of enterprises and thus facilitate their entry and increasing participation in international trade.

(h) Do your enterprises, especially small and medium enterprises, experience difficulties in expanding their exports? What are these problems in the major export sectors?

Export enterprises face the following problems:

- Problems with quality standards;
- packaging problems;
- problems with obtaining information on market access;
- problems associated with the high cost of international transport;
- lack of capacity building in these enterprises;
- financial problems.

(i) What are the problems for your enterprises in obtaining reliable and up-to-date information on export/import business opportunities?

The problems encountered by enterprises in obtaining reliable and up-to-date information on export/import opportunities are linked with the lack, at national level, of a genuine modern commercial and industrial information and documentation centre.

(j) Can your enterprises offer products of internationally accepted design, quality and packaging to foreign buyers? If not, what are the problems?

Yes for some products, no for others. In the latter case, the problems encountered are:

- Packaging;
- out-of-date technologies;
- lack of information on the nature of the demand.

(k) What problems, other than in terms of trade policy, do you anticipate in developing exports of services (e.g computer software, tourism)?

Apart from the problems relating to trade policy, exports of services could be held back by:

- Lack of qualified personnel (software);
- remoteness of the country (tourism);

(l) What are the technical/professional problems encountered by trade support institutions (e.g. trade promotion council, chamber of commerce, exporters' association, etc.) in your country in providing those services to export/import enterprises?

The problems encountered are:

- Inadequate knowledge of international trade;
- lack of a modern trade information system;
- lack of financial resources.

(m) What problems and deficiencies are experienced by enterprises in their international purchasing and inventory management?

The problems experienced by enterprises are:

- Quality problems;
- storage problems;
- multinational transport problems;
- cost-price calculation problems.

(n) What are the present availability and arrangements for trade finance facilities (e.g. export credit guarantees, etc.)? Are there any perceived deficiencies in this area?

There are no special arrangements for trade finance facilities.

(o) What are the main problems in the way of improving export/import management skills of your business enterprises? Do you have training programmes in the country? What are the deficiencies?

The following problems have been noted:

- Lack of a programme offering training in international trade;
- lack of foreign training programmes in international trade;
- difficult access to foreign training programmes for individual operators.

(p) Does your trade representation service actively promote your trade? What are the weaknesses?

There is no trade representation service abroad.

(q) Briefly describe your technical assistance needs in the area of trade promotion and support services.

See document BDI-WTO/9/97-2.

Market access

(r) What are your main market access problems?

The main market access problems are:

- Lack of information on market characteristics;
- product quality and packaging problems;
- high cost of international transport;
- lack of trade representation;
- competitiveness of our products in relation to other like or similar products.

(s) What specific problems or barriers, and in which countries, are most troublesome for your exporters?

The specific barriers most troublesome for our exporters are almost the same as in the reply to the previous question. To these, however, should be added the persistence of non-tariff barriers in those neighbouring countries which are members of subregional integration organizations.

With respect to non-African countries, there are problems with restrictions on the movements of our businessmen.

(t) Regional and subregional trading arrangements (RTAs): Please list RTAs to which your country belongs. Are you satisfied with the performance of these RTAs? Please state the problems of each. Do you have suggestions on how to solve these?

Burundi is a member of three regional integration organizations, namely the Common Market for Eastern and Southern Africa (COMESA, former ZEP), the Economic Community of the Great Lakes Countries (CEPGL), and the Economic Community of Central African States (ECOCAS).

COMESA's integration programme is slow in materializing and our exports continue to face non-tariff barriers (foreign exchange allocation system, taxes equivalent in effect to customs duties, which are normally reduced).

As regards the CEPGL, preferential arrangements concerning trade in raw materials and manufactured goods have been concluded. However, these arrangements must be effectively applied by each member country.

Finally, ECOCAS is almost non-existent.

(u) Are there any problems in utilizing the existing market access preferences, such as GSP, GSTP? Please state the nature of problems relating to each of these.

Problems encountered in utilizing GSP and GSTP are almost the same as those listed under item (r). To these there should be added the restrictedness of the export offer.

(v) What are your technical assistance needs with respect to market access?

See document BDI - WTO/9/97-2.

C. Technical Assistance

Technical assistance is normally provided to developing and least-developed countries to build or enhance their human resources and institutional capacities, provide trade information and trade related legal support, as well as improve their supply capabilities in order to make them more active players in the field of multilateral trade.

See document BDI - WTO/9/97-2.

BURUNDI: TRADE-RELATED TECHNICAL ASSISTANCE
(Document BDI - WTO/97-2)

1. There are three main constraints on the development of Burundi's trade, namely the lack of qualified human resources, institutional weakness and the restricted range and volume of goods available for export. The objective of the technical assistance requested will therefore be to remove or at least ease these constraints.

2. This request for technical assistance makes specific proposals for:

Expanding Burundi's exports

The proposals contained in this document are based on the national potential to develop export production. Burundi attaches great importance to this aspect, the promotion of which will result in the expansion of its exports.

Enhancing human capacities

For a trade development programme to be successful qualified personnel are indispensable.

The training programme proposed will provide the country with personnel skilled in matters of international trade.

Institution building

As the trade development programme will be implemented within a well-defined institutional framework, it is important that these institutions should be as efficient as possible. This is the reason for the proposal to improve the existing framework.

3. This document addresses all Burundi's trade-related technical assistance needs. Although it does not follow the order of the secretariat questionnaire, all the questions asked are answered.

4. The question of expanding exports deserves special attention because of its importance. The sectors for which technical assistance is requested are those already identified as having a high export potential. These sectors are presented only from the standpoint of an assessment of technical assistance needs. Final projects can be presented after the financing has been agreed in principle.

5. The request for technical assistance is submitted in the form of a global Burundian foreign trade promotion project. This project involves all the stages of promotion from production to marketing. Viewed narrowly, production might be considered to lie outside the limits of trade-related technical assistance. However, it is clear that any technical assistance programme that did not address the question of expanding exports through the production of exportables would not produce the desired results.

6. Burundi's technical assistance needs are as follows:

A. Expansion of Exports

Technical assistance is requested to develop certain sectors with an unexploited or underexploited export potential. These sectors are:

- The horticultural and fruit-growing sector;
- the made-up clothing sector;

- the leather sector;
- the services sector.

The assistance needs are outlined below sector by sector.

1. Horticultural and fruit-growing sector

1.1 Burundi has a huge potential in horticulture and fruit-growing.

The products for promotion are passion fruit, French beans, peppers and avocados.

1.2 The development stages for these products are listed below:

- The applied research stage of plant propagation with varieties adapted to both production and consumption;
- the development stage involving the provision of advisory services and production of the varieties adapted;
- the technological stage of improving the conditions of storage, packaging, possible processing and transport of the crops;
- the export support stage for facilitating market access.

1.3 The identified needs for implementing this horticultural and fruit-growing development programme are as follows:

- Personnel: 4 foreign experts, namely:
 - A senior technical assistant specialising in tropical agronomic research in fruit and vegetables (applied research stage);
 - a senior technical assistant specialising in tropical plant production (advisory stage);
 - an engineer technologist specialising in food processing and preservation (technological stage);
 - a specialist in international trade in fruit and vegetables.

The foreign personnel would be supported by local staff.

- Equipment, seed and plant materials:
 - Fertilisers and phytosanitary products;
 - teaching and office equipment;
 - additional laboratory equipment;
 - transport for supervisory staff.
- Training, local and foreign.

1.4 The initial length of the project is three years.

2. Clothing sector

2.1 Burundi exports cotton, cotton fabric and loincloths. There is thus a considerable clothing export potential.

2.2 The assistance requested consists of support for the manufacture of finished textile exports. These products include: loincloths, shirts, T-shirts, underclothing, socks, towels, bags, knitwear and sportswear.

2.3 The sector could be developed in three stages:

- Support for improving the quality of the fabrics currently produced. This would include advice on how to produce fabrics for use in making clothing that would be competitive on the export markets;
- support for the development of made-up clothing exports. The assistance would create favourable conditions for the establishment of production units manufacturing the above-mentioned products;
- assistance with market access;
- local and foreign training to strengthen national capacities in the clothing sector.

2.4 The assistance needs can be estimated as follows:

- Personnel: four specialists, including:
 - A textiles engineer to support the manufacture of quality fabrics;
 - a designer to help the manufacturing units manufacture products for export;
 - a clothing trade specialist responsible for the apprenticeship programmes and for training in making-up;
 - a specialist in the international textile trade to deal with market access.
- Equipment;
 - Teaching and office equipment;
 - dress-making apprenticeship and training centre;
 - transport for supervisory staff.
- Foreign training.

2.5 The initial length of the project is three years.

3. Apicultural products

3.1 Bee-keeping is practised by individual peasant farmers and organized agricultural centres. However, these activities rely on rudimentary honey producing and extracting techniques. The production potential is huge.

3.2 The technical assistance requested would be designed to improve honey production for export. The export products would be: honey-based syrups and beeswax.

3.3 The assistance would embrace the following aspects:

- Development of modern hives;
- preservation and diversification of the plants on which bees feed;
- improvement and provision of apiary equipment;
- improvement and provision of bee-keeper's equipment;
- processing and packaging of apicultural products;
- export markets for these products;
- local and foreign training.

3.4 The assistance needs are estimated as follows:

- Personnel: three specialists in the field, including:
 - A specialist in apiculture;
 - a specialist in honey-based syrup manufacture and wax processing;
 - a specialist in international trade in apicultural products.

The foreign personnel would be supported by local staff.

- Equipment:
 - Teaching and office equipment;
 - laboratory equipment;
 - transport for supervisory staff.

3.5 The initial length of the project is three years.

4. Leather and leather goods sector

4.1 Burundi exports raw hides, specifically cow, goat and sheep hides. There is also a useful potential for crocodile hides.

4.2 The assistance requested involves help with the processing of the hides into finished products for export. These products include: shoes, bags, bracelets, balls, briefcases, belts, etc.

4.3 The sector will be developed in three stages:

- Assistance with the manufacture of the finished leather. This will involve giving technical advice to potential investors and helping with the establishment of enterprises for processing hides into finished leather;
- support for the development of the leather goods industry. This would involve creating favourable conditions for the establishment of leather goods units manufacturing the above-mentioned products;
- assistance with market access.

Local and foreign training should be envisaged as a means of strengthening national capacities in the sector.

4.4 The assistance needs are estimated as follows:

- Personnel: three specialists, including:
 - A tanning specialist to support the producers of finished leather;
 - a leather technology specialist to help the craftsmen and SMEs convert the leather into products that can be directly exported;
 - a specialist in international trade in leather goods to deal with market access.

The foreign personnel would be supported by local staff.

- Local and foreign training.
- Equipment:
 - Teaching and office equipment;
 - leather technology apprenticeship and training centre;
 - transport for supervisory staff.

4.5 The initial length of the project is three years.

5. Services sector

5.1 Even though land-locked, Burundi is at the centre of a large region with an inadequate supply of services for which demand is strong. The demand could be satisfied by developing service-providing centres in Burundi. These services would include: distribution, tourism, financial services, cultural and recreational services and communications services.

5.2 The assistance requested consists in identifying ways and means of developing the supply of services for consumers.

5.3 The assistance would involve the following aspects which affect the development of the above-mentioned services:

- Evaluate the existing potential of each services sub-sector mentioned under 5.1;
- define policies and programmes to be initiated for the purpose of developing them;
- determine strategies to be deployed in order to implement these policies and programmes;
- identify the resources and the institutions to be mobilized for this purpose.

5.4 The assistance would be provided by a body of multidisciplinary experts specializing in the production and marketing of services.

5.5 The initial length of the project is one year.

B. Strengthening of Human Capacities

1. Actual experience shows that there is a shortage of human resources skilled in international trade. This is reflected in the existing types of training which make little or no provision for instruction in foreign trade.

2. To remedy this situation, Burundi is requesting assistance with the establishment of a local organization for providing training in basic foreign trade techniques.

3. This would be a permanent organization but not necessarily one of the classical type. The training provided should place more stress on the practical than on the academic aspects.

4. It would be aimed at the following groups:

- Government officials and managers of the public and private services involved in supervising and promoting trade;
- exporters and importers;
- the support services (banks, insurance companies, carriers, forwarding agents);
- tourism;
- associations of producers of export goods, particularly women.

5. In order to provide a lasting basis for training, stress should be placed on the training of national trainers.

6. Taking priority needs into account, the training programme should cover the following aspects:

- Basic concept of export marketing and identification of foreign market penetration objectives;
- development and adaptation of exports;
- strategy for the commercial promotion of Burundian products abroad;

- export financing;
- standardization and quality control;
- export packaging;
- trade fairs and exhibitions;
- systems of trade preferences;
- legal aspects of foreign trade;
- forwarding and freight services;
- aspects of international monetary problems;
- languages, information technology.

This programme is only illustrative and could be added to as new needs are identified.

C. Institution Building

There are three aspects to the technical assistance requested in connection with institution building:

- The institutions would be strengthened primarily as a result of strengthening human capacities.

Thus, the training envisaged would affect the units working in the institutions responsible for supervising and promoting trade.

- The assistance would also provide support for the existing institutions in order to improve their level of organization and increase their capacity for action. In this respect, two types of measures would be envisaged. On the one hand, the institutions would be provided with effective working tools such as trade and industrial information networks (CD-ROM, Internet) and, on the other hand, with instruments for the supervision and promotion of trade. The latter would involve, in particular, the development of legislative and regulatory frameworks relating to:
 - Competition (including anti-dumping, subsidy and safeguards legislation);
 - trade and the environment;
 - quality standards;
 - intellectual property, including technology transfer, development and acquisition;
 - investment, especially direct foreign investment;
 - rules of origin;
 - trade in services;
 - trade dispute settlement.
- Finally, the assistance would provide for additional institutional measures to manage and develop the promotion instruments set up. In this context, export financing machinery would have to be developed. Similarly, the establishment of an investment promotion centre should be envisaged.

INTEGRATED RESPONSES BY WORLD BANK,
ITC, UNCTAD, IMF, WTO AND UNDP

BURUNDI

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question A(k): <u>Technical assistance for compliance with WTO Agreements</u>		
<p>In general, the technical assistance requirements cover every aspect of trade promotion, including the implementation of the Agreement on the WTO. Specifically, three types of assistance are required:</p> <ul style="list-style-type: none"> - Assistance with strengthening human capacities; - assistance with institution building; - assistance with expanding exports (for details see document BDI-WTO/9/97-2) 	WTO	See responses under A(l) and A(m)
	ITC/ UNCTAD/ UNDP	The joint ITC/UNCTAD/UNDP regional project on strengthening capacities for trade and development in Africa provides for the strengthening of international trade training institutions.

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question A(l): <u>Technical assistance in specific areas of the WTO Agreements</u>		
- Market access	WTO	<ul style="list-style-type: none"> - Specialized regional seminars for French-speaking least-advanced countries will be organized in 1998 and 1999. - A three-week trade policy training course for French-speaking least-developed countries will be organized in 1998 and 1999. - The WTO will also provide specific assistance to improve the implementation of the WTO Agreements. This assistance will consist in helping Burundi to draft/revise its trade legislation and draw up notification regulations.
- Anti-dumping	WTO	See above
- Subsidies	WTO	See above
- TBT	WTO	See above
- SPS	WTO	See above
- Services	UNCTAD	Activities have already been undertaken to develop a national services capacity (domestic policy formulation) (CAPAS)
	WTO	See above
- TRIPS	WTO	See above
- Dispute settlement	WTO	See above
- Safeguards	WTO	See above

Technical assistance needs identified in the questionnaire	Organization	Response
In response to question A (m): <u>Evaluation of trade analysis and negotiating capacities</u>		
National capacities for trade analysis and negotiation in the areas covered by the Agreement on the WTO are limited.	UNCTAD	UNCTAD will organize seminars for private and public sector operators on the new institutional framework of international trade resulting from the UR and the establishment of the WTO.*
	WTO	A multilateral trade negotiation module will be introduced into the trade policy courses for French-speaking LDCs.

* Financing to be requested.

Technical assistance needs identified in the questionnaire	Organization	Response
In response to questions B (g), B (q), B (v) and Section C: <u>Needs identified in document BDI-WTO/9/97-2</u> (forms part of Burundi's needs assessment document):		
A. <u>Expansion of Exports</u> (1) Horticultural and fruit-growing sector - Research on plant propagation with varieties adapted to both production and consumption	ITC	In the context of the Gourmet Coffee Project, ITC will provide the enterprises concerned with technical assistance in connection with the improvement of coffee quality and coffee marketing.
- Development relating to the provision of advisory services and production of the varieties adapted.		
- Technology for improving the conditions of storage, packaging, possible processing and transport of crops.		
- Export support for facilitating market access.	ITC	An ITC identification mission in the field of export promotion for various sectors with export potential will be carried out in 1998 in connection with the following: - Institutional support; - trade information; - quality. Following on from this mission, a technical cooperation project will be drawn up and discussed with the authorities concerned.*

* Financing to be requested.

Technical assistance needs identified in the questionnaire	Organization	Response
<p>In response to questions B(g), B(q), B(v) and Section C (cont'd):</p> <p>(2) Clothing sector</p> <ul style="list-style-type: none"> - Support for the manufacture of finished textile products for export, including loincloths, shirts, T-shirts, underclothing, socks, towels, bags, knitwear and sportswear. - Support for improving the quality of the fabrics currently produced; advice on how to produce fabrics for use in making clothing competitive on export markets. 	ITC	Textile sector promotion activities are planned within the framework of the on-going regional projects to promote intra-African trade.
<ul style="list-style-type: none"> - Support for the development of made-up clothing exports; creation of favourable conditions for the establishment of production units manufacturing these products. 	ITC	See above
<ul style="list-style-type: none"> - Assistance with market access 	ITC	See above
<ul style="list-style-type: none"> - Local and foreign training to strengthen national capacities in the clothing sector. 		
<p>(3) Apicultural products</p> <ul style="list-style-type: none"> - Development of modern hives 		
<ul style="list-style-type: none"> - Preservation and diversification of the plants on which bees feed. 		
<ul style="list-style-type: none"> - Improvement and provision of apiary equipment. 		
<ul style="list-style-type: none"> - Improvement and provision of beekeeper's equipment. 		
<ul style="list-style-type: none"> - Processing and packaging of apicultural products. 		

Technical assistance needs identified in the questionnaire	Organization	Response
In response to questions B(g), B(q), B(v) and Section C (cont'd):		
- Export markets for these products.		
- Local and foreign training.		
(4) Leather and leather goods sector	ITC	Leather sector promotion activities are planned within the framework of the regional project to improve leather goods quality and assist with marketing.
- Assistance with the manufacture of finished leather; technical advice, for potential investors; help with the establishment of enterprises for processing hides into finished leather.		
- Support for the development of the leather goods industry; creation of favourable conditions for the establishment of leather goods units manufacturing the above-mentioned products.	ITC	See above
- Assistance with market access.	ITC	See above
- Local and foreign training should be envisaged as a means as strengthening national capacities in the sector.		
(5) Services sector		
- Evaluate the existing potential of each services sub-sector (distribution, tourism, financial services, cultural and recreational services, and communication services).		
- Define policies and programmes to be initiated for development.		
- Determine strategies to be deployed in order to implement these policies and programmes.		
- Identify the resources and the institutions to be mobilized for this purpose.		

Technical assistance needs identified in the questionnaire	Organization	Response
<p>In response to questions B(g), B(q), B(v) and Section C (cont'd):</p> <p>B. <u>Strengthening of Human Capacities</u></p> <ul style="list-style-type: none"> - Assistance with the establishment of a permanent local organization for providing training in basic foreign trade techniques. The training provided should stress the practical rather than the academic aspects. 	WTO	See A(l) and A(m)
	ITC/UNCTAD/UNDP	See A(k)
<p>C. <u>Institution Building</u></p> <ul style="list-style-type: none"> - Training for individuals working in the institutions responsible for supervising and promoting trade. 	ITC	See A(k) and A.1 (horticultural and fruit-growing sector)
	WTO	See A(l) and A(m)

Technical assistance needs identified in the questionnaire	Organization	Response
<p>In response to questions B(g), B(q), B(v) and Section C (cont'd):</p> <ul style="list-style-type: none"> - Support for the existing institutions in order to improve their level of organization and increase their capacity for action. These institutions would be provided with effective working tools such as trade and industrial information networks (CD-ROM, Internet) and with instruments for the supervision and promotion of trade. The latter would involve, in particular, the development of legislative and regulatory frameworks relating to: - Competition (including anti-dumping, subsidy and safeguards legislation); - trade and environment; - quality standards; - intellectual property, including technology transfer, development and acquisition; - investment, especially direct foreign investment; - rules of origin; - trade in services; - trade dispute settlement. 	ITC	See A(1) (horticultural and fruit-growing sector)
	UNCTAD	UNCTAD is supplying the trade analysis and information system (TRAINS) in CD-ROM form.
	WTO	WTO will provide the Ministry of Trade with a computer, a printer, a modem and accessories. WTO will also install the necessary Internet connections at the focal point. Moreover, WTO will supply instructional CD-ROMs and the necessary training.

Technical assistance needs identified in the questionnaire	Organization	Response
In response to questions B(g), B(q), B(v) and Section C (cont'd):		
- The assistance would provide for additional institutional measures to manage and develop the promotion instruments that have been set up. In this context, export financing machinery would have to be developed. Similarly, the establishment of an investment promotion centre should be envisaged.		

The Bank cannot at this time commit funds outside existing projects due to budgetary limitations. Many of the proposed measures could be useful but given the current economic embargo in place, capacity building activities will not be meaningful. Proposed measures could be reassessed at a later date.
