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**COMMITTEE FOR TRADE, INDUSTRY AND  
ENTERPRISE DEVELOPMENT**

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Item 5.4 of the provisional agenda

**ACTIVITIES DIRECTLY UNDER THE  
COMMITTEE FOR TRADE, INDUSTRY AND ENTERPRISE DEVELOPMENT**

**DOCUMENT FOR INFORMATION**

Note by the secretariat

This paper highlights the most important achievements for 2004 in the work directly under the Committee for Trade, Industry and Enterprise Development:

- Information dissemination programme: Multiplier Point Network
- Trade-policy-related work
- Trade Directory
- Publication of an updated CD-ROM containing a compilation of the Committee's results, and particularly its norms and standards
- Other promotional activities

Additional information on the Committee and its work is available at the following website address:  
<http://www.unece.org/trade/ctied/welcome.htm>

Previous related documentation: TRADE/2004/9

1. The Committee for Trade, Industry and Enterprise Development has as its mandate to serve as a forum for discussion and a platform for multilateral assistance in the form of recommendations, norms and standards, and legal instruments in the areas of trade facilitation, trade-related norms and standards and the restructuring and development of industry and enterprise.

2. The majority of the work is carried out by the Committee's five subsidiary bodies. However, the overall promotion of the Committee's work, trade promotion, some trade policy and many implementation activities take place directly under the Committee. This report highlights the most important accomplishments of this work, since it is not covered by the reports of the subsidiary bodies.

### **2004 Highlights**

3. The present document highlights the main achievements in trade development and the overall promotion of the Committee's work; implementation activities are set out in detail in document TRADE/2005/15:

- Information dissemination programme: Multiplier Point Network
- Trade-policy-related work
- Trade Directory
- Publication of an updated CD-ROM containing a compilation of the Committee's results, and particularly its norms and standards
- Other promotional activities

#### **I. Information dissemination programme: Multiplier Point Network**

4. The goal of the Multiplier Point programme is to better disseminate information about the UNECE's work to potential users in the private and public sectors. This activity contributes to promoting practices that help member States, and particularly countries in transition, to facilitate, expand and diversify trade and investments and to develop industry and enterprise.

5. To achieve this goal, UNECE cooperates with selected local, regional and national governmental and private organizations responsible for developing a climate conducive to trade, industry and enterprise development, as well as civil society. These organizations ("Multiplier Points") are regularly provided with information on the work of the Committee and are expected to promote, distribute and translate publications, recommendations, norms, guidelines, documents and other sources of information in local and national languages.

6. During 2004, developments in the Multiplier Point programme, which are described in more details below, included:

- (a) Continued dissemination of UNECE-related information in countries in transition
- (b) Expansion of the network in the Commonwealth of Independent States
- (c) Increased cooperation with other United Nations bodies and international organizations
- (d) Evaluation of the programme's implementation through contacts with the diplomatic missions in Geneva and a visit to the Multiplier Points in Bulgaria and Romania

(a) Dissemination of information in countries in transition

7. During the year 2004, publications and background documents distributed through the network covered issues such as:

- Trade facilitation
- Small and medium-sized enterprise (SME) development
- Information and communication technologies
- Impact of the EU enlargement on trade, business and investment in the region
- Corporate governance in the UNECE region
- International Carriage of Dangerous Goods by Inland Waterways
- Gender issues.

8. The Multiplier Points also received copies of the CD-ROM “Norms, Standards and Practices for Trade Facilitation and International Business”, containing information related to trade, industry and enterprise development in three languages: English, French and Russian.

9. The Multiplier Point programme web pages were updated and redesigned, now offering more information on the Multiplier Points, on the most recent communications and latest developments in the network. The programme’s website can be found at:

<http://www.unece.org/trade/ctied/multiplier/welcome.htm>

(b) Expansion of the network in the Commonwealth of Independent States

10. In 2004 three new organizations in the Commonwealth of Independent States joined the Multiplier Point network, significantly enhancing the programme’s outreach in the region:

- The SIORA Business network in Russia: a network that unites non-governmental and commercial agencies for entrepreneurial activity support in the Russian Federation;
- Business Incubator SodBi in Kazakhstan: a non-commercial, non-governmental, self-managing organization, whose objective is to assist start-up and young innovative entrepreneurs;
- International Centre for Trade Policy and Law in Georgia: an independent organization established in 2002 whose goal is to assist Georgia in its integration process into the international economic system.

11. The new Multiplier Point in Kazakhstan (Business Incubator SodBi) decided to offer relevant UNECE publications in the “Experts and Knowledge” module of their website (<http://cabin.sodbi.kz/>), providing an English and Russian summary for each document. Selected materials cover all areas of the Committee’s work. They are presented in accordance with the interests of the SodBi’s target group: managers, Governments, SMEs, and mixed groups.

12. During 2004, other United Nations bodies used the Multiplier Point network to disseminate their publications and information about their activities, as well as to find appropriate partners for their programmes in the UNECE region. The United Nations Conference on Trade and Development (UNCTAD) distributed through the Multiplier Point Network its guide “Use of the Internet for Efficient International Trade: Guide for SME Managers” and its 2004 report on “Development and Globalization.

Facts and Figures". The Multiplier Point programme also contributed to the dissemination of information on the Pro-Poor Public Private Partnership Project, developed by the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP), and assisted in finding relevant contacts for this project in the Central Asian region.

13. In autumn 2004 the programme established a basis for future close cooperation with the World Trade Point Federation - a worldwide network of trade facilitation centres, which serve to establish, facilitate and maintain trade contacts across borders (<http://www.wtpfed.org/newsite/index1.php>). The programme and the Federation agreed to cooperate in promoting each other's activities and to share contacts in order to develop their networks further.

14. It is planned to develop closer cooperation with the United Nations Development Programme (UNDP) by inviting its local offices to participate in the information dissemination activities in their country and/or recommend appropriate partners for the Multiplier Point programme. Some UNDP offices, such as the UNDP office in Romania, are already included in the Multiplier Point electronic mailing list. The same cooperation will also be developed with the Organization for Security and Co-operation in Europe (OSCE) and, in particular, the Office of the Co-ordinator of OSCE Economic and Environmental Activities.

(d) Evaluation of the Multiplier Point programme

15. In the summer of 2004, diplomatic missions in Geneva received a short description of the Multiplier Point programme, along with a list of the Multiplier Points in their country. They were invited to assess the usefulness of the programme and, if possible, recommend suitable contacts in their countries. In their replies, the missions expressed support for the programme and recommended further expansion of the network in countries such as Azerbaijan, Georgia and the Republic of Moldova.

16. In the autumn of 2004, the Multiplier Point Coordinator visited Bulgaria and Romania to analyse the programme's implementation in these countries. Discussions and meetings with Multiplier Points in Sofia and Bucharest, as well as round tables to present the Programme to interested public and private organizations, re-affirmed the interest of the Bulgarian and Romanian business communities in the issues dealt with by the UNECE. They showed particular interest in the SME-related work, agricultural quality standards, standardization, energy, statistics and economic analysis. It was pointed out that local organizations could use the Multiplier Point programme to share with the rest of the UNECE region their contacts, expertise and experience in areas related to the UNECE's competencies, including public-private partnerships, standardization, women's entrepreneurship, and the use of information and communication technologies.

## **II. Trade-policy-related work**

17. Activities and events in support of the Committee's trade-policy discussions, which took place in the reported period, include:

- Preparation of a paper on regional trade agreements in the UNECE region, as follow-up to the 2004 Executive Forum "Competing in a Changing Europe";
- Organization of a half-day workshop within the WTO public symposium on "Trade Facilitation and Transition";
- Contribution to the overview of the commitments of the OSCE in the areas of integration and trade.

18. Following up on the discussions during the 2004 UNECE Executive Forum on “Competing in a Changing Europe”, which took place under the auspices of the Committee, the secretariat prepared a study on the current status of trade integration in the CIS. This paper, which will be presented as background material for the 2005 Committee session, examines current trade flows, existing tariff and non-tariff barriers, and the experience of the CIS countries with regional trade agreements as compared with that of other regions. This study also covers other important aspects of these free trade agreements, in particular, technical regulations and standards, rules of origin and commercial dispute settlement (document TRADE/2005/17).

19. In April 2005, the secretariat, in cooperation with the Agency for International Trade Information and Cooperation (AITIC), will organize a half-day workshop within the WTO Public Symposium, on the WTO premises, on the topic “WTO After 10 Years: Global Problems and Multilateral Solutions” The workshop will focus on:

- New methods of trade facilitation: the Single Window concept;
- Link between supply-chain management and trade facilitation;
- Organizational structures in support of trade facilitation;
- Specific needs of transition economies regarding trade facilitation;
- Capacity-building for trade facilitation.

20. During the first five months of 2005, the secretariat will provide inputs to the ongoing review of the commitments of the OSCE in the areas of integration and trade (in the general context of economic integration and its major components i.e. international trade, capital and information flows), as well as transport. Specific issues such as cross border transit, the TIR Convention, trade facilitation, and harmonization of laws and procedures concerning customs will be highlighted.

### **III. Trade Directory**

21. In 2004, the secretariat updated the Committee’s online Trade Directory based on comments and information sent by member States. The updates covered a large part of the Directory, confirming its practical usefulness to SMEs, especially in transition economies, in accessing updated national and international regulations and trading requirements.

22. The Directory, which was originally published on the UNECE website in 2003, serves as a reference guide for SMEs seeking institutional information for their export or investment activities. The Directory is intended to bridge existing information gaps and stimulate trade and investment within the UNECE region.

23. It is based on information provided by member Governments and external organizations. For each of the UNECE 55 countries, the Directory provides lists of organizations working in the following areas:

- Information for investors and enterprises
- Government organizations and other supporting organizations
- Trade facilitation
- Corporate governance (including regulatory agencies)
- Trade and enterprise financing
- Chambers of commerce, and business associations
- Sectoral business associations

24. It can be consulted at the following address: [http://www.unece.org/trade/ctied/tradedir/trddir\\_h.htm](http://www.unece.org/trade/ctied/tradedir/trddir_h.htm).

**IV. Publication of a CD-ROM containing a compilation of the Committee's results, and particularly its norms and standards**

25. In 2004, the Committee published the second edition of the UNECE CD-ROM, entitled "Norms, Standards and Practices for Trade Facilitation and International Business". The CD-ROM is intended to serve as a reference tool for a wide range of persons from both the private and the public sector. It provides an overview of the activities, best practice recommendations, norms and standards drawn up by the Committee in:

- Trade promotion and trade finance
- Trade facilitation recommendations
- Industry and enterprise development
- International legal and commercial practice
- Arbitration
- Technical harmonization and standardization policy
- Agricultural standards.

26. The new edition offers additional features, such as complete multilingual support for French and Russian, a greater number of documents in Russian and a more user-friendly interface and presentation of the Committee's work and documents.

27. Copies were distributed to organizations in countries in transition (UNECE Multiplier Points) for further dissemination of the Committee's norms and standards. They were also disseminated during various capacity-building events, organized by the CTIED subsidiary bodies, such as the October 2004 Workshop "Trade Facilitation Implementation: Tools, Techniques and Methodologies, Participation", attended by more than 150 delegates from 31 countries.

**V. Other promotional activities**

28. Brochures promoting the work of the Committee and its subsidiary bodies are currently being prepared for the ninth session of the CTIED.

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