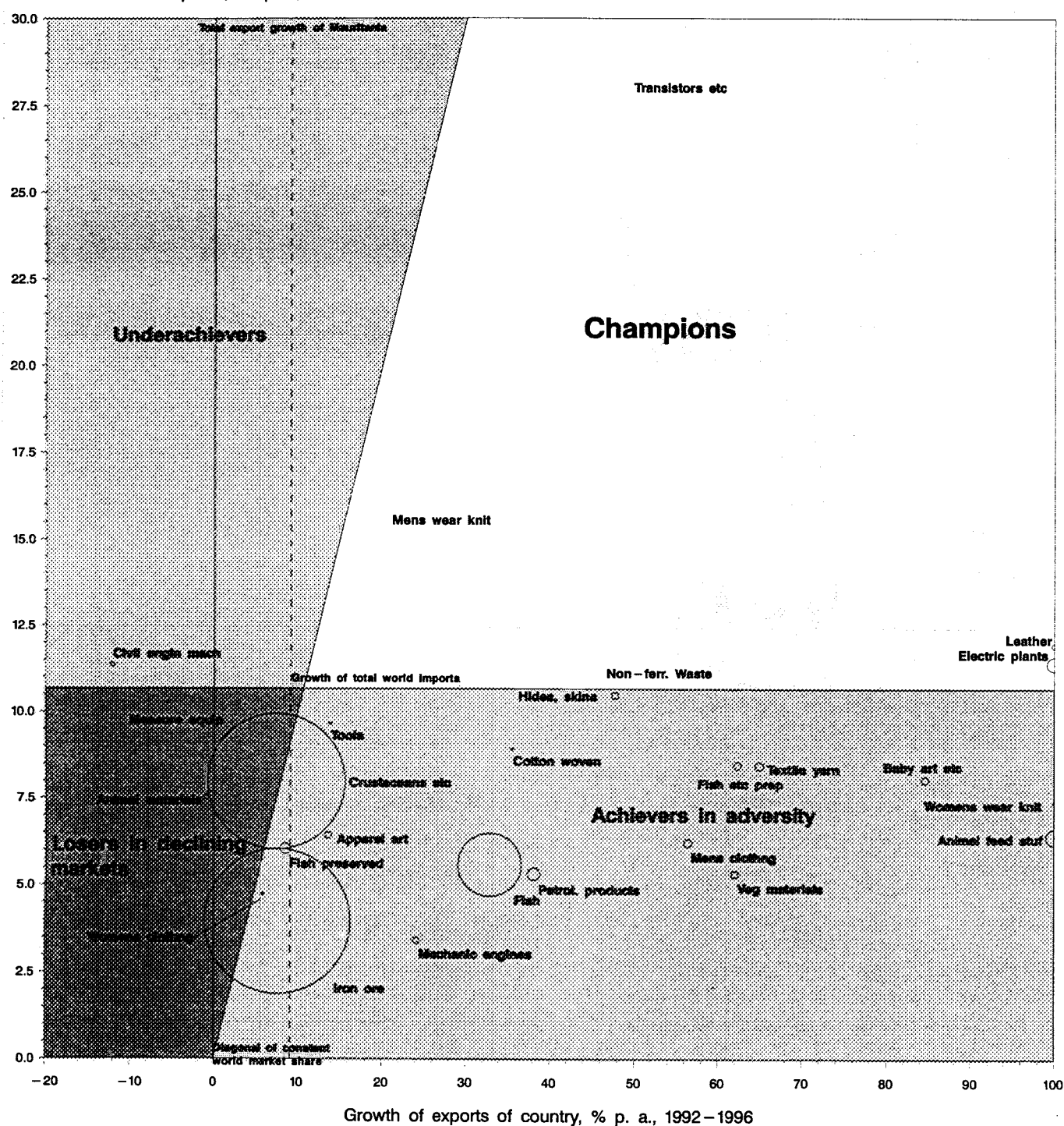


Growth of international demand for leading export products of Mauritania

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

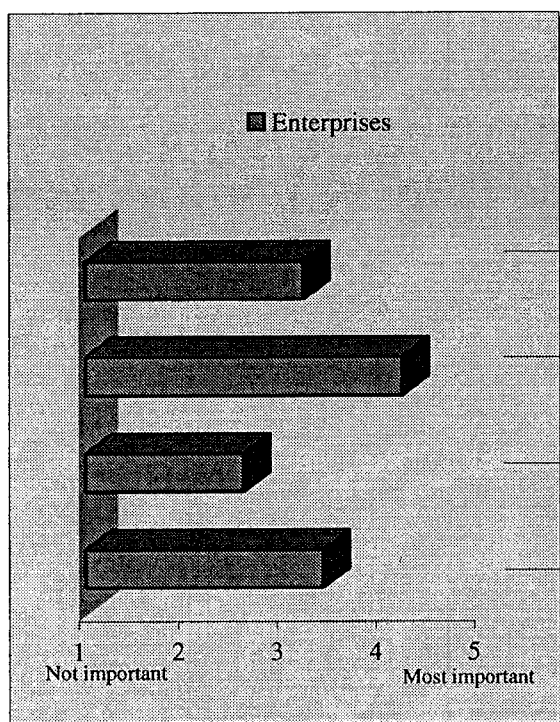
World imports from
Mauritania

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.		All goods (mirror)	545	9	High	11	0	n.a	.	.			
.		All goods (IMF, 1996)	573	.		.	.	n.a	.	.			
34	017	Meat, pres, nes	0	.		16	0	0.8	0.1	1	GBR		
3	034	Fish	48	33	High	6	0	1.0	18.2	21	ESP	PRT	ITA
7	035	Fish preserved	1	9	Med	6	0	0.4	4.3	4	ESP	HKG	FRA
2	036	Crustaceans etc	226	7	Med	8	1	1.0	107.8	13	JPN	ESP	ITA
10	037	Fish etc prep	1	62	Low	8	0	n.a	0.6	2	FRA	ESP	
37	061	Sugar, molasses	0	14	Low	12	0	n.a	0.0	4	SWE	FRA	NOR
4	081	Animal feed stuff	3	308	Med	6	0	1.5	1.2	4	ESP	ROM	PRT
31	098	Food nes	0	.		13	0	n.a	0.0	1	IRL		
30	121	Tobac. unmanuf.	0	-77	High	1	0	0.9	0.1	1	EGY		
13	211	Hides, skins	1	48	Med	10	0	1.8	1.0	4	ITA	ESP	FRA
1	281	Iron ore	253	8	High	4	2	0.9	184.6	10	FRA	ITA	BEL
18	288	Non-ferr. waste	0	46	High	11	0	0.9	0.2	2	HKG	ESP	
16	291	Animal materials	0	-1	Low	8	0	0.4	0.7	3	ESP	FRA	JPN
12	292	Veg materials	1	62	High	5	0	0.7	0.4	9	FRA	NLD	EGY
6	334	Petrol. products	2	38	Low	5	0	1.1	0.2	1	BEL		
21	421	Veg fat/oil soft	0	.		20	0	1.0	0.2	1	NLD		
28	562	Fertilizer	0	.		12	0	1.1	0.1	1	AUS		
17	611	Leather	0	168	Low	12	0	1.1	0.2	1	ITA		
8	651	Textile yarn	1	65	Low	8	0	0.7	0.2	2	MAC	PRT	
25	652	Cotton woven	0	36	Low	9	0	n.a	0.1	3	MAC	GAB	PRT
24	695	Tools	0	14	Low	10	0	n.a	0.1	1	DEU		
40	699	Base metal manuf	0	98	Low	11	0	n.a	0.0	1	GBR		
15	714	Mechanic engines	1	24	Low	3	0	1.3	0.2	1	GBR		
5	716	Electric plants	3	135	Low	11	0	n.a	0.9	2	GBR	FRA	
38	721	Agric machines	0	.		11	0	1.3	0.0	1	IDN		
19	723	Civil engin mach	0	-12	Low	11	0	0.6	0.1	4	BEL	ESP	FRA
23	726	Print machines	0	.		10	0	0.8	0.1	1	DEU		
33	728	Other machines	0	.		15	0	0.4	0.0	2	IDN	BEL	
26	776	Transistors etc	0	50	Med	28	0	n.a	0.0	5	JPN	KOR	DEU
36	785	Motorcycles etc	0	115	Med	7	0	0.7	0.0	2	BEL	FRA	
9	841	Mens clothng	1	56	High	6	0	0.9	0.2	17	GBR	USA	ESP
27	842	Womens clothng	0	6	Low	5	0	1.1	0.0	8	IRL	AUT	FIN
20	843	Mens wear knit	0	21	Low	16	0	1.4	0.2	7	IRL	GBR	FRA
29	844	Womens wear knit	0	242	Med	7	0	0.8	0.1	6	GBR	CAN	DNK
14	845	Apparel art	1	14	Low	6	0	0.8	0.1	16	IRL	GBR	CAN
22	874	Measure equip	0	-5	Low	10	0	n.a	0.0	5	ARG	GBR	CAN
32	881	Photo equip	0	.		12	0	n.a	0.0	1	JPN		
35	892	Printed matter	0	215	Med	6	0	n.a	0.0	4	GBR	CAN	ITA
11	894	Baby art etc	1	85	Low	8	0	n.a	0.1	2	JPN	GBR	
39	898	Music equip etc	0	75	Low	10	0	n.a	0.0	2	GBR	CHE	

Mozambique

Assessment of bottlenecks restricting international business development



Rating of principal bottlenecks

Factors within local enterprises

(e.g. international marketing management, quality control, product adaptation)

Inadequate trade support services

(e.g. weak trade promotion institutions, trade finance, transport services)

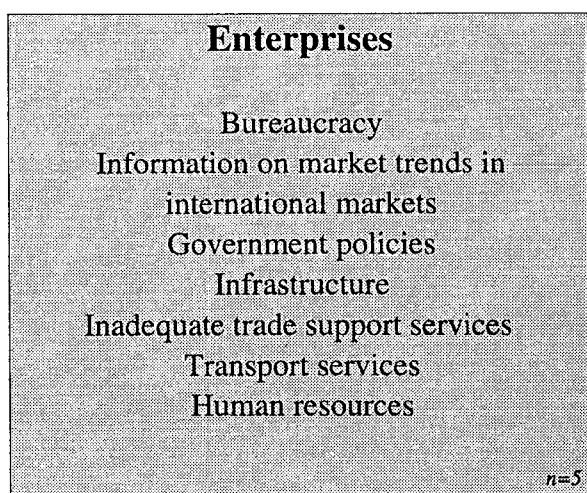
Access to international markets

(e.g. import duties & non-tariff barriers in target markets, lack of market information)

Government policies

(not conducive to international business development)

Ranking of most important bottlenecks as mentioned by:



Mozambique

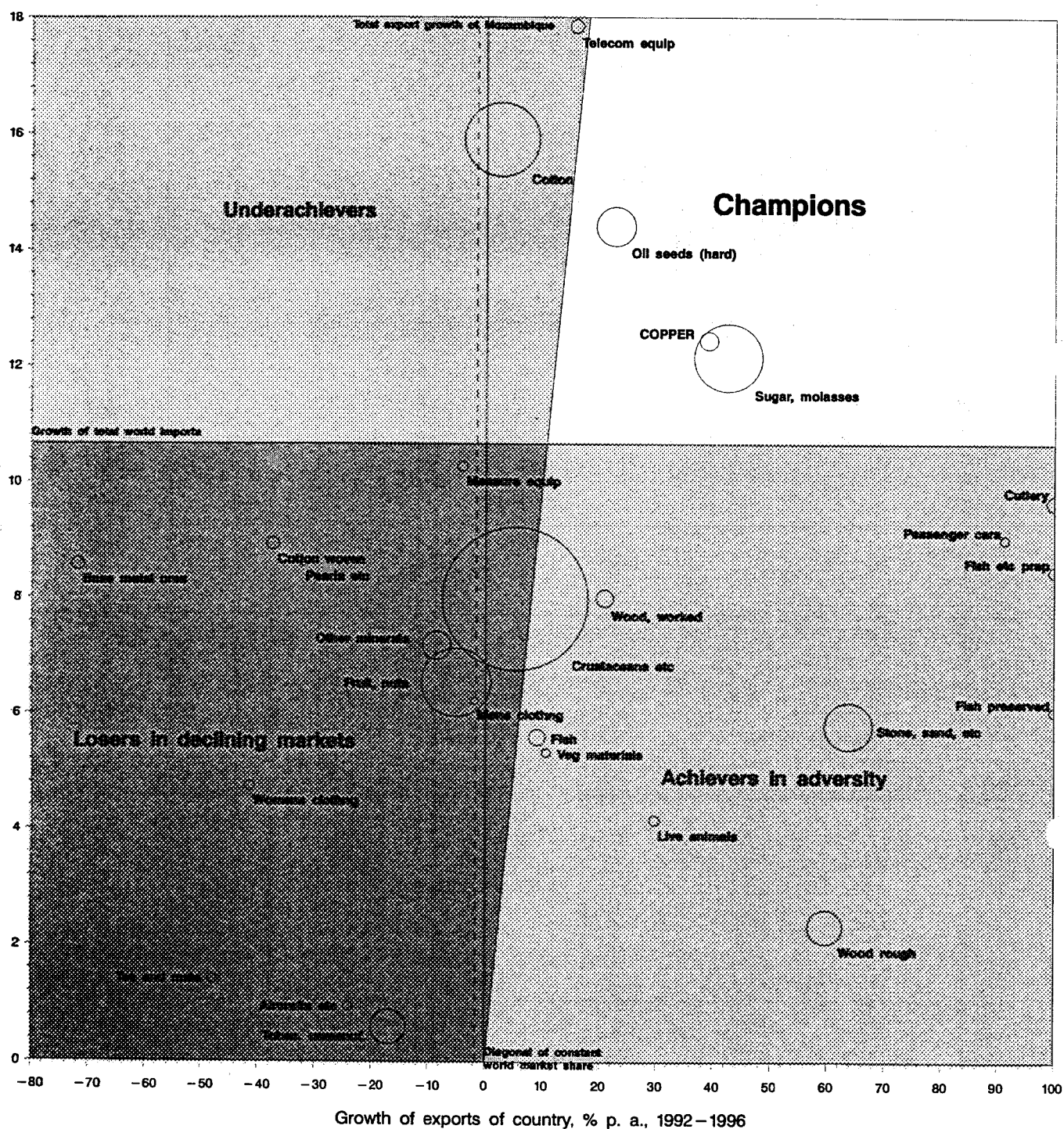
Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

Ranking (according to 33 major categories)	No. of answers Enterprises
Assistance in quality control	5
Providing up-to-date information on market trends in international markets	5
Assistance in developing a national strategy for trade development	5
Strengthening trade promotion institutions	4
Strengthening trade finance	4
Development of transport services	4
Assistance in product adaptation and development	3
Providing up-to-date information on import tariffs and non-tariff barriers	3
Training in packaging	2
Upgrading telecommunications, roads, electricity and water	2
Providing up-to-date information on market access in post Uruguay Round context	2
Streamlining customs procedures	2
Streamlining bureaucracy	2
Facilitating access to raw materials	1
Training in international marketing management	1
Guidance in international purchasing and supply management	1
Assistance in selecting trade and investment partners abroad	1
Assistance in improving human resource development facilities	1
Reduction of import duties/non-tariff barriers in target markets	1
Additional proposals/areas for technical cooperation	
Removal of land mines	
Labour encouragement	
Pre-shipment inspection	
Facilitate import/export licensing	
Promotion of trade missions	
Need to create a climate favourable to research in, and development of, new products.	

Other specific recommendations to the High-Level Meeting
Specific statistical data are needed in LDCs.
Improve pre-shipment inspection, reduce institutions involved in imports.
<i>A general preferential trade agreement between Southern African countries should be established, starting with the standardization of custom tariffs.</i>
<i>Reduction of bureaucracy in government institutions, including corruption.</i>

Growth of international demand for leading export products of Mozambique

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

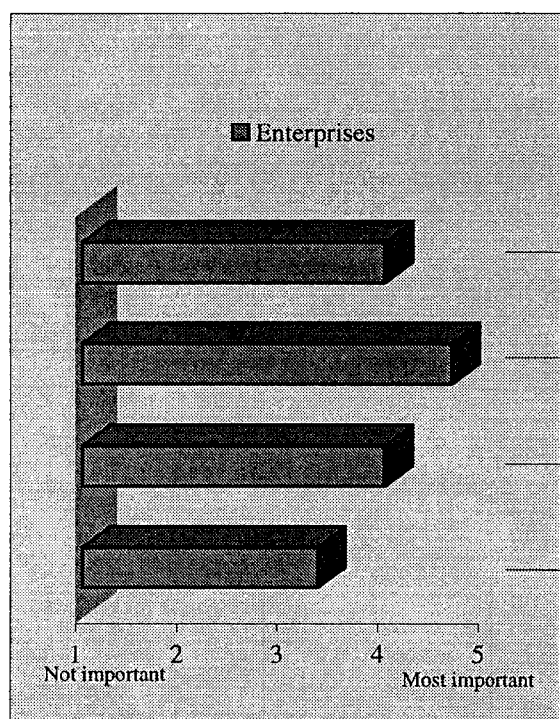
**World imports from
Mozambique**

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.		All goods (mirror)	163	-2	Low	11	0	n.a	.	.			
.		All goods (IMF, 1996)	240	.		.	.	n.a	.	.			
19	001	Live animals	0	30	Low	4	0	n.a	1.2	11	USA	JPN	DEU
12	034	Fish	1	9	Low	6	0	1.7	1.2	2	PRT	ESP	
20	035	Fish preserved	0	328	High	6	0	2.0	4.0	1	HKG		
1	036	Crustaceans etc	74	5	Med	8	0	1.5	118.0	11	ESP	JPN	PRT
17	037	Fish etc prep	0	161	High	8	0	0.6	1.4	1	IRL		
3	057	Fruit, nuts	17	-5	Low	7	0	n.a	15.9	13	USA	PRT	FRA
4	061	Sugar, molasses	16	42	Low	12	0	0.3	38.3	3	USA	GBR	NLD
25	074	Tea and mate	0	-48	Low	1	0	0.6	4.1	4	NLD	EGY	AUS
7	121	Tobac. unmanuf.	4	-17	Low	1	0	0.8	20.0	7	TUN	JPN	GBR
6	223	Oil seeds (hard)	5	23	Med	14	1	1.4	197.4	1	DEU		
8	247	Wood rough	4	60	High	2	0	n.a	11.6	7	HKG	DEU	PRT
11	248	Wood, worked	1	21	Med	8	0	n.a	1.1	13	FRA	ITA	HKG
2	263	Cotton	20	3	Low	16	0	1.0	67.3	6	PRT	FRA	IDN
35	265	Veg textiles	0	47	Med	11	0	0.8	6.1	2	PRT	ESP	
5	273	Stone, sand, etc	8	64	High	6	0	n.a	55.1	5	ITA	JPN	PRT
36	277	Nat abrasives	0	54	Low	-3	0	n.a	1.9	1	ITA		
9	278	Other minerals	3	-9	Low	7	0	n.a	10.0	6	NLD	MAR	USA
15	287	Base metal ores	1	-72	Low	9	0	n.a	2.7	1	NLD		
18	291	Animal materials	0	.		8	0	1.0	3.0	5	ITA	ESP	PRT
26	292	Veg materials	0	11	Low	5	0	n.a	0.5	4	USA	DEU	PRT
32	321	Coal	0	-74	Low	3	0	1.6	0.1	1	BEL		
29	422	Other veg fat/oil	0	.		23	0	n.a	0.8	1	CZE		
33	611	Leather	0	-38	Low	12	0	0.3	0.2	1	ITA		
30	635	Woodmanuf nes	0	70	Low	11	0	0.9	0.4	4	PRT	USA	ESP
31	641	Paper and board	0	-63	Low	11	0	0.7	0.1	1	CHN		
16	652	Cotton woven	1	-38	Med	9	0	0.5	0.9	3	FRA	BEL	MYS
40	661	Lime, cement etc	0	-24	Low	9	0	n.a	0.2	1	PRT		
27	667	Precious stones	0	-32	Med	9	0	n.a	0.1	5	DEU	ITA	USA
10	682	Copper	1	39	Low	12	0	1.0	1.2	2	SGP	MYS	
13	696	Cutlery	1	155	Low	10	0	n.a	5.6	2	NLD	PRT	
34	744	Mech handling	0	-13	Low	13	0	0.5	0.1	2	CHL	ITA	
39	752	Computer equip	0	87	Low	16	0	n.a	0.0	5	GBR	PRT	NLD
14	764	Telecom equip	1	16	Low	18	0	n.a	0.2	9	NLD	ESP	ECU
38	776	Transistors etc	0	20	Low	28	0	n.a	0.0	2	PHL	CZE	
24	781	Passenger cars	0	91	High	9	0	1.1	0.0	3	ITA	PRT	GBR
23	792	Aircrafts etc	0	-24	Low	1	0	n.a	0.1	1	PRT		
28	841	Mens clothng	0	-2	Low	6	0	0.5	0.1	3	USA	AUT	FRA
22	842	Womens clothng	0	-42	Low	5	0	1.2	0.2	3	USA	AUT	FRA
37	845	Apparel art	0	-33	High	6	0	0.9	0.0	4	USA	AUT	FRA
21	874	Measure equip	0	-4	Low	10	0	n.a	0.2	5	NLD	SWE	PRT

Myanmar

Assessment of bottlenecks restricting international business development



Rating of principal bottlenecks

Factors within local enterprises

(e.g. international marketing management, quality control, product adaptation)

Inadequate trade support services

(e.g. weak trade promotion institutions, trade finance, transport services)

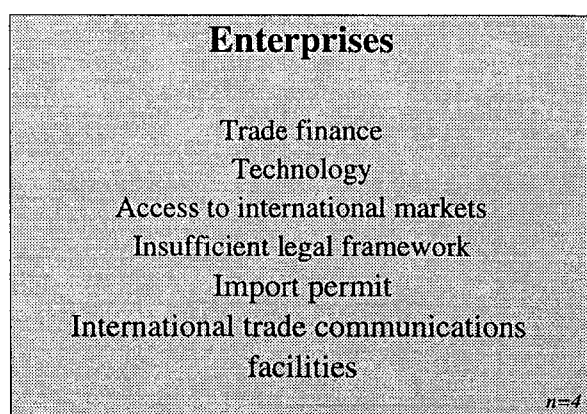
Access to international markets

(e.g. import duties & non-tariff barriers in target markets, lack of market information)

Government policies

(not conducive to international business development)

Ranking of most important bottlenecks as mentioned by:



Myanmar

Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

Ranking (according to 33 major categories)	No. of answers Enterprises
Strengthening trade promotion institutions	4
Assistance in product adaptation and development	3
Training in international marketing management	3
Assistance in quality control	3
Strengthening trade finance	3
Providing up-to-date information on market trends in international markets	3
Assistance in developing a national strategy for trade development	3
Streamlining customs procedures	3
Support in acquiring relevant technology	2
Development of transport services	2
Upgrading telecommunications, roads, electricity and water	2
Providing up-to-date information on market access in post Uruguay Round context	2
Providing up-to-date information on import tariffs and non-tariff barriers	2
Assistance in improving human resource development facilities	2
Streamlining bureaucracy	2
Guidance in international purchasing and supply management	1
Training in packaging	1
Reducing corruption/bribery	1
Additional proposals/areas for technical cooperation	
Development of mass production	
More quota for exports from LDCs	
Motivation of people	
Promote foreign banking facilities	
Alternatives for the 100% L/C system	
Seek foreign investment and set up industrial bases on a short-term basis to generate export earnings expeditiously	
Establish efficient international trade practice	
Investment of export earnings in long-term industrial bases	
Provide better international communication network	
More aid from the World Bank, IMF and UNDP	

Other specific recommendations to the High-Level Meeting

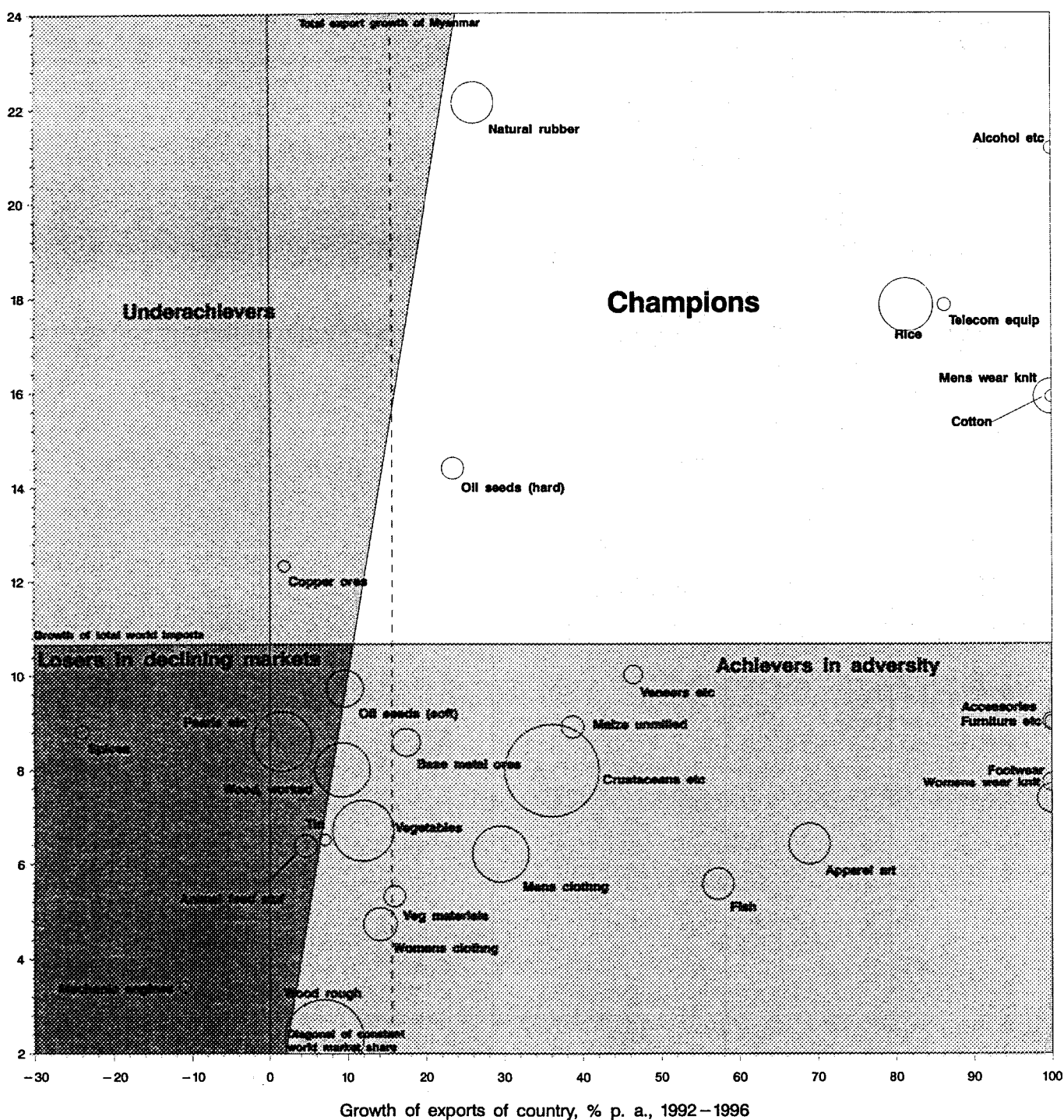
All countries should have fair trade opportunities, developed countries should open their doors to exports as much as LDCs.

The country's vast natural resources need to be exploited, foreign investment encouraged and public servants should be motivated.

Myanmar is rich in natural resources with a large work force of above-average intelligence and comparably low wages; hence, it should be attractive to foreign investors.

Growth of international demand for leading export products of Myanmar

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

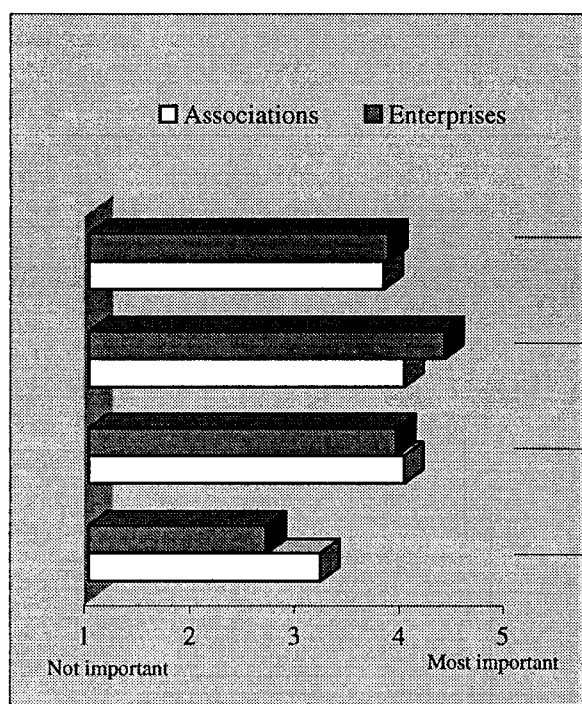
**World imports from
Myanmar**

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
		All goods (mirror)	917	16	High	11	0	n.a	.	.			
		All goods (IMF, 1996)	1,274	.		.	.	n.a	.	.			
13	034	Fish	19	57	High	6	0	0.4	4.4	11	SGP	MYS	AUS
37	035	Fish preserved	2	-21	High	6	0	n.a	3.1	6	CHN	SGP	MYS
1	036	Crustaceans etc	169	36	High	8	1	1.3	48.0	17	JPN	SGP	HKG
35	037	Fish etc prep	2	-20	Med	8	0	0.2	1.1	4	CHN	JPN	SGP
7	042	Rice	56	81	Med	18	1	0.7	59.5	6	PHL	IDN	SGP
17	044	Maize unmilled	10	39	High	9	0	0.7	5.0	4	MYS	SGP	CHN
31	048	Cereal prep	2	21	Med	15	0	0.1	1.0	5	MYS	SGP	ESP
3	054	Vegetables	73	12	Med	7	0	0.7	18.0	24	IDN	SGP	PAK
38	057	Fruit, nuts	1	-23	High	7	0	0.2	0.3	10	CHN	PAK	IDN
24	075	Spices	4	-24	Med	9	0	0.2	10.2	11	SGP	PAK	MYS
16	081	Animal feed stuff	10	5	Low	6	0	1.1	2.2	7	USA	FRA	IDN
10	222	Oil seeds (soft)	26	10	Low	10	0	n.a	10.5	11	SGP	JPN	CHN
18	223	Oil seeds (hard)	9	23	Med	14	1	2.0	61.4	14	USA	SGP	BEL
8	231	Natural rubber	34	26	High	22	1	0.9	24.5	7	SGP	MYS	KOR
2	247	Wood rough	119	7	Med	2	1	n.a	57.7	21	CHN	SGP	HKG
6	248	Wood, worked	59	9	High	8	0	1.9	10.9	27	SGP	CHN	ITA
27	263	Cotton	3	105	Low	16	0	0.7	1.7	4	CHN	IDN	MYS
30	283	Copper ores	3	2	Low	12	0	0.2	2.3	2	CHN	JPN	
15	287	Base metal ores	15	17	Med	9	0	0.1	12.7	6	CHN	MYS	SGP
19	292	Veg materials	9	16	High	5	0	0.1	2.9	13	CHN	KOR	SGP
32	335	Petro residuals	2	14	Med	10	0	0.8	1.8	1	JPN		
26	512	Alcohol etc	3	264	Low	21	0	n.a	1.3	2	SGP	MYS	
21	634	Veneers etc	7	46	Med	10	0	0.7	2.1	14	KOR	SGP	JPN
4	667	Precious stones	70	2	Low	9	0	n.a	8.3	15	CHN	HKG	SGP
29	687	Tin	3	7	Low	7	0	1.1	9.4	4	SGP	ESP	FRA
28	714	Mechanic engines	3	-11	Low	3	0	n.a	0.5	2	GBR	SWE	
25	764	Telecom equip	3	86	High	18	0	0.3	0.2	8	KOR	SGP	GBR
39	771	Transmission etc	1	299	High	21	0	2.0	0.3	4	SGP	KOR	GBR
33	773	Distribution equipmt	2	108	High	15	0	0.9	0.4	4	KOR	SGP	IDN
23	821	Furniture etc	4	146	High	9	0	1.5	0.4	22	NLD	DEU	DNK
36	831	Trunks, bags etc	2	160	High	11	0	0.5	0.5	6	USA	KOR	GBR
5	841	Mens clothng	61	30	High	6	0	0.8	8.3	27	USA	FRA	DEU
12	842	Womens clothng	21	14	Med	5	0	0.8	2.6	16	USA	SGP	DEU
11	843	Mens wear knit	25	269	High	16	0	0.9	14.5	16	USA	SGP	DEU
14	844	Womens wear knit	17	268	High	7	0	0.8	6.1	11	USA	SGP	DEU
9	845	Apparel art	33	69	High	6	0	0.7	3.2	15	USA	GBR	CAN
22	846	Accessories	6	436	Med	9	0	1.8	3.2	5	USA	DEU	CAN
20	851	Footwear	7	114	Med	8	0	0.5	0.7	12	DEU	JPN	KOR
34	874	Measure equip	2	37	Med	10	0	n.a	0.2	7	SGP	FRA	GBR
40	897	Jewellery nes	1	-8	Low	7	0	n.a	0.4	9	CHN	CHE	SGP

Nepal

Assessment of bottlenecks restricting international business development



Rating of principal bottlenecks

- Factors within local enterprises**
(e.g. international marketing management, quality control, product adaptation)
- Inadequate trade support services**
(e.g. weak trade promotion institutions, trade finance, transport services)
- Access to international markets**
(e.g. import duties & non-tariff barriers in target markets, lack of market information)
- Government policies**
(not conducive to international business development)

Ranking of most important bottlenecks as mentioned by:

Enterprises
Difficulties in Calcutta transit port
Information on market trends in international markets
Government policies
Difficult geographical access
Cumbersome customs procedures
<i>n=15</i>

Associations
Product adaptation and development
Government policies
Not competitive prices
Low level of commitment to export development
Low number of exportable products
<i>n=3</i>

Nepal

Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

Ranking (according to 33 major categories)	No. of answers	
	Enterprises	Associations
Strengthening trade promotion institutions	12	3
Strengthening trade finance	14	1
Assistance in quality control	10	2
Streamlining customs procedures	10	2
Assistance in improving human resource development facilities	8	4
Assistance in product adaptation and development	10	1
Assistance in developing a national strategy for trade development	9	2
Training in international marketing management	8	2
Making policies more conducive to international business development	7	3
Support in acquiring relevant technology	7	2
Assistance in selecting trade and investment partners abroad	7	2
Providing up-to-date information on market trends in international markets	8	1
Development of transport services	6	1
Providing up-to-date information on import tariffs and non-tariff barriers	6	1
Streamlining national import tariffs	7	0
Providing up-to-date information on market access in post Uruguay Round context	4	0
Streamlining bureaucracy	3	1
Need for recognition of private-sector concerns	3	1
Reduction of import duties/non-tariff barriers in target markets	3	1
Development of the legal framework for international trade	3	1
Additional proposals/areas for technical cooperation		
Warehouses needed in Indian and Nepalese customs points		
Uruguay Round facilities not much applicable to exports of ready-made garments		
Representation of exporters in the executive committee of governmental TPO		
More export to neighbouring countries		
Need for a roadside on- and off-loading facility		
Calcutta transit port		
Independence from India and China		

Other specific recommendations to the High-Level Meeting

Trade development institutions, training and communications.

Projects should not be limited to the capital city.

Markets for products from LDCs; joint-venture trading concerns need to be established.

Develop sustainable relationship between LDC and developed countries for their mutual benefit with high priority given to LDC requirements in real terms.

Protection for products coming from LDCs; joint ventures.

Special facilities to bolster their international trade efforts.

Allow the re-export of imported goods.

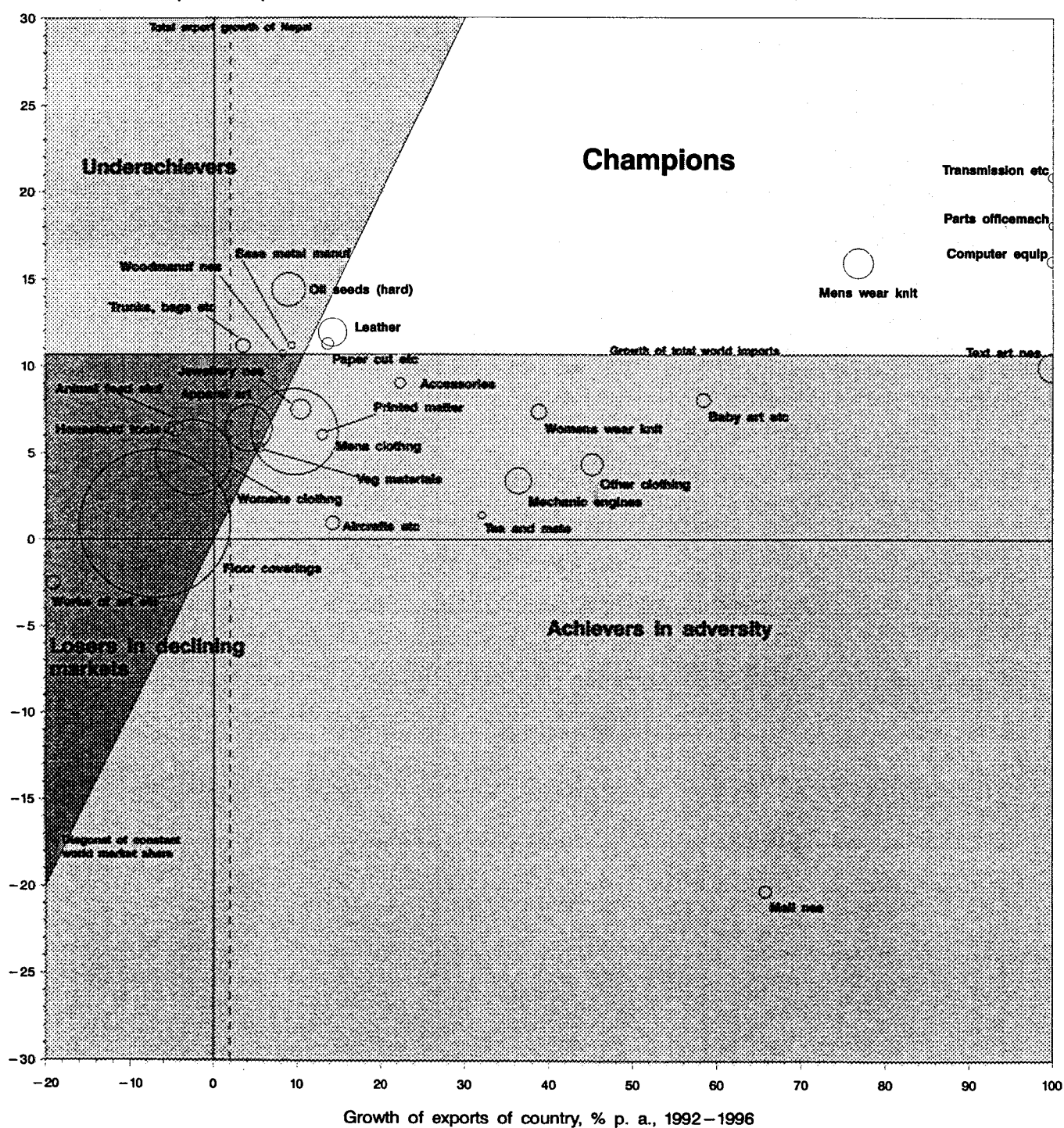
Being an LDC, Nepal needs maximum assistance in creating the basic infrastructure for trade as well as the development of human resources on a sectoral basis for trade and economic development.

Clear statement of the privileges given to LDCs by WTO.

Need for projects to strengthen business associations and to enable them to work as trade promotion agencies in specified products and markets.

Growth of international demand for leading export products of Nepal

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

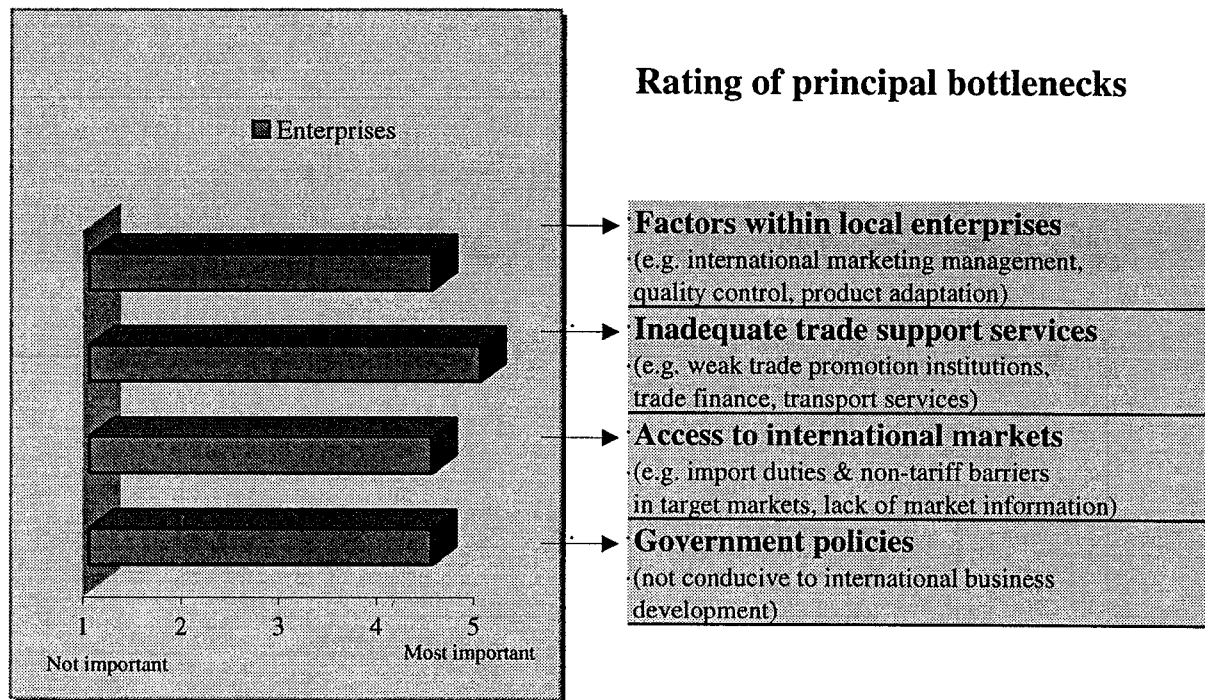
**World imports from
Nepal**

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

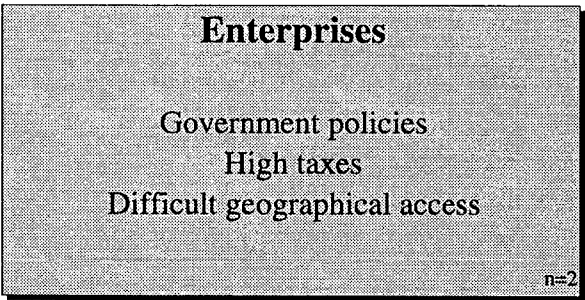
Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.	.	All goods (mirror)	337	2	Low	11	0	n.a	.	.	.	.	.
.	.	All goods (IMF, 1996)	346	.	.	.	.	n.a	.	.	.	.	.
14	046	Meal, flour, etc	2	.	.	9	0	0.7	28.1	1	CHN	.	.
39	054	Vegetables	0	43	Med	7	0	0.7	0.1	7	CHN	ITA	KOR
28	074	Tea and mate	0	32	High	1	0	n.a	2.5	12	DEU	ITA	PAK
13	081	Animal feed stuff	2	-5	Low	6	0	n.a	1.0	2	USA	CAN	.
33	091	Margarine etc	0	.	.	15	0	0.6	4.9	1	CHN	.	.
5	223	Oil seeds (hard)	8	9	Low	14	1	n.a	142.2	10	USA	ITA	CAN
30	251	Pulp,waste paper	0	.	.	14	0	n.a	0.2	1	JPN	.	.
25	292	Veg materials	1	5	Low	5	0	1.3	0.6	15	JPN	USA	NLD
34	422	Other veg fat/oil	0	-11	High	23	0	1.1	0.6	1	CHN	.	.
8	611	Leather	6	14	Med	12	0	0.9	6.1	10	ITA	ESP	KOR
27	635	Woodmanuf nes	0	8	High	11	0	n.a	0.5	27	DEU	USA	ITA
32	641	Paper and board	0	12	High	11	0	2.0	0.1	20	GBR	AUT	USA
19	642	Paper cut etc	1	14	High	11	0	n.a	0.7	27	FRA	USA	DEU
7	658	Text art nes	6	109	High	10	0	0.4	6.7	23	USA	DEU	FRA
1	659	Floor coverings	163	-7	High	1	2	n.a	275.3	32	DEU	USA	CHE
22	697	Household tools	1	-5	Med	6	0	n.a	1.2	30	USA	DEU	FRA
29	699	Base metal manuf	0	9	Low	11	0	1.5	0.1	23	USA	NLD	FRA
9	714	Mechanic engines	5	36	Low	3	0	n.a	2.5	1	GBR	.	.
20	752	Computer equip	1	174	Med	16	0	n.a	0.1	5	DEU	SGP	HKG
26	759	Parts officemach	0	417	Med	18	0	n.a	0.1	5	DEU	HKG	JPN
31	764	Telecom equip	0	-1	Low	18	0	0.4	0.0	7	GBR	BEL	KOR
24	771	Transmission etc	1	181	High	21	0	n.a	0.4	3	DEU	USA	SGP
37	776	Transistors etc	0	-42	Low	28	0	n.a	0.0	1	EGY	.	.
15	792	Aircrafts etc	1	14	Low	1	0	n.a	0.3	4	GBR	SGP	NZL
36	821	Furniture etc	0	3	Low	9	0	n.a	0.1	14	FRA	CHE	CHN
16	831	Trunks, bags etc	1	3	Low	11	0	0.5	1.0	27	USA	ITA	DEU
2	841	Mens clothng	54	10	Med	6	0	0.7	20.0	27	USA	FRA	CAN
3	842	Womens clothng	42	-2	Low	5	0	0.6	14.0	27	USA	FRA	DEU
6	843	Mens wear knit	7	77	High	16	0	0.7	10.4	20	USA	DEU	GBR
12	844	Womens wear knit	2	39	High	7	0	0.7	1.7	23	USA	GBR	FRA
4	845	Apparel art	16	4	Low	6	0	0.8	4.1	30	USA	DEU	GBR
23	846	Accessories	1	22	High	9	0	0.7	1.1	21	USA	FRA	DEU
10	848	Other clothing	3	45	High	4	0	0.8	3.7	26	DEU	FRA	USA
40	851	Footwear	0	79	Med	8	0	n.a	0.0	9	JPN	GBR	ITA
38	874	Measure equip	0	11	Low	10	0	n.a	0.1	7	GBR	SWE	ITA
21	892	Printed matter	1	13	Med	6	0	n.a	0.5	23	FRA	USA	JPN
17	894	Baby art etc	1	58	Med	8	0	n.a	0.4	18	HRV	FRA	GBR
18	896	Works of art etc	1	-19	High	-3	0	n.a	2.6	23	USA	GBR	CHE
11	897	Jewellery nes	3	10	High	7	0	n.a	2.5	25	USA	DEU	CAN
35	899	Misc goods nes	0	22	Med	8	0	n.a	0.2	24	DEU	FRA	SWE

Niger

Assessment of bottlenecks restricting international business development



Ranking of most important bottlenecks as mentioned by:



Niger

Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

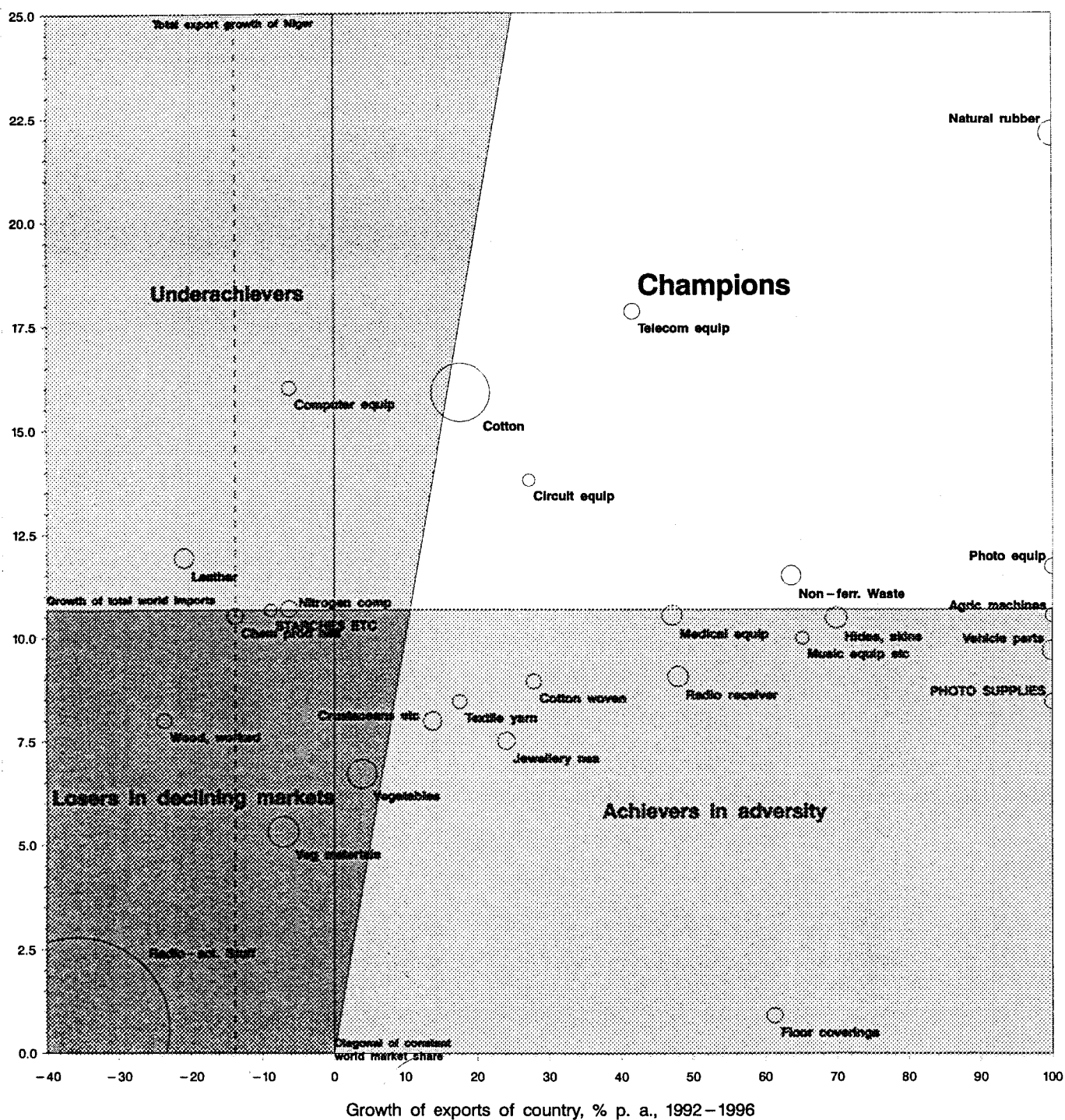
Ranking (according to 33 major categories)		No. of answers
		Enterprises
Facilitate access to international markets in general		2
Strengthening trade finance		2
Assistance in developing a national strategy for trade development		2
Training in international marketing management		1
Assistance in reducing production cost		1
Providing up-to-date information on market trends in international markets		1
Streamlining national taxation		1
Developing trade support services in general		1
Additional proposals/areas for technical cooperation		
Need to provide the country with a railroad system		
Management control		

Other specific recommendations to the High-Level Meeting

Need to provide the country with institutional support and expertise to overcome the bottlenecks to trade development.

Growth of international demand for leading export products of Niger

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

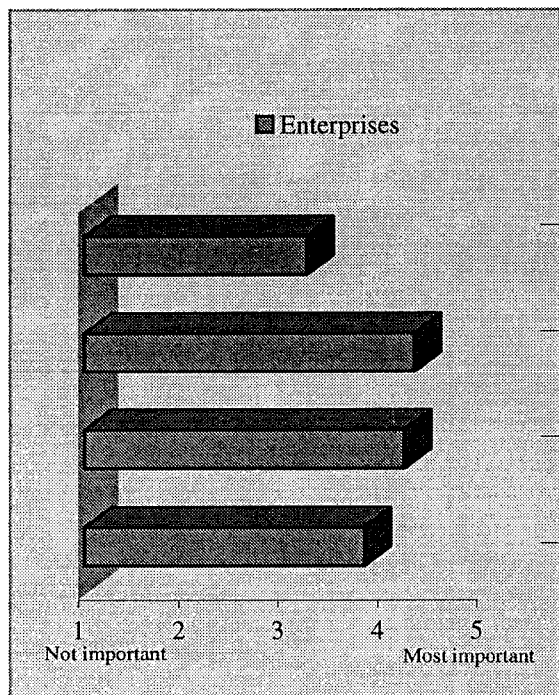
World imports from
Niger

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.	.	All goods (mirror)	84	-14	Med	11	0	n.a	.	.	.	.	.
.	.	All goods (IMF, 1996)	85	.	.	.	.	n.a	.	.	.	.	.
37	017	Meat, pres, nes	0	.	.	16	0	0.9	0.6	1	CAN	.	.
39	034	Fish	0	-14	Low	6	0	n.a	0.1	5	USA	ITA	AUT
14	036	Crustaceans etc	0	14	Low	8	0	1.0	0.6	3	FRA	ITA	ESP
5	054	Vegetables	1	4	Low	7	0	1.3	1.4	6	FRA	ESP	ITA
7	211	Hides, skins	0	70	Med	10	0	n.a	3.0	2	ESP	MAR	.
35	222	Oil seeds (soft)	0	47	Med	10	0	n.a	0.3	2	JPN	NLD	.
6	231	Natural rubber	0	137	High	22	0	1.0	3.0	1	PRT	.	.
23	248	Wood, worked	0	-24	Med	8	0	1.2	0.3	4	ITA	ESP	FRA
3	263	Cotton	2	18	Low	16	0	1.0	13.3	4	MYS	IDN	JPN
11	288	Non-ferr. waste	0	64	High	11	0	1.5	1.4	2	NLD	FRA	.
4	292	Veg materials	1	-7	Low	5	0	0.7	1.9	6	FRA	BEL	AUT
1	333	Petro oil, crude	56	.	.	4	0	1.1	13.9	2	KOR	PRT	.
16	514	Nitrogen comp	0	-6	Low	11	0	1.2	0.4	1	CAN	.	.
30	522	Inorg chemicals	0	.	.	12	0	n.a	0.3	3	JPN	CHE	MYS
2	525	Radio-act. stuff	19	-36	Med	1	0	n.a	183.8	2	CAN	FRA	.
29	592	Starches etc	0	-9	Low	11	0	0.6	0.6	3	CHE	CAN	FIN
18	598	Chem prod nes	0	-14	Low	11	0	1.3	0.3	3	CAN	JPN	FRA
12	611	Leather	0	-21	Med	12	0	1.7	0.9	2	ITA	ESP	.
24	651	Textile yarn	0	18	Low	8	0	0.8	0.2	3	CAN	PRT	CZE
22	652	Cotton woven	0	28	Low	9	0	1.8	0.4	5	USA	GAB	FRA
19	659	Floor coverings	0	61	Low	1	0	1.4	1.0	6	AUT	USA	FIN
36	675	Flat alloy steel	0	.	.	17	0	1.1	0.2	1	IDN	.	.
26	721	Agric machines	0	153	Med	11	0	n.a	0.6	4	USA	CAN	JPN
13	741	Heatingequip etc	0	.	.	13	0	n.a	0.3	2	KOR	NZL	.
31	742	Pumps for liquid	0	47	Low	11	0	n.a	0.3	3	AUT	CAN	USA
33	744	Mech handling	0	16	Low	13	0	1.1	0.2	2	CAN	AUT	.
25	752	Computer equip	0	-6	Low	16	0	n.a	0.0	8	GBR	CAF	GAB
8	762	Radio receiver	0	48	Low	9	0	n.a	0.7	1	CHL	.	.
17	764	Telecom equip	0	42	Med	18	0	0.4	0.1	7	CHL	CAN	USA
38	771	Transmission etc	0	159	High	21	0	n.a	0.1	2	USA	AUT	.
28	772	Circuit equip	0	27	Low	14	0	n.a	0.1	8	USA	MYS	PHL
10	784	Vehicle parts	0	113	Med	10	0	0.3	0.1	4	FRA	USA	BEL
34	871	Optical euip	0	.	.	15	0	n.a	0.7	1	CAN	.	.
9	872	Medical equip	0	47	Low	11	0	n.a	0.7	4	CAN	AUT	CHL
32	874	Measure equip	0	-36	Med	10	0	n.a	0.1	6	CAN	FRA	NLD
20	881	Photo equip	0	155	Med	12	0	n.a	0.6	4	BEL	GBR	CAN
21	882	Photo supplies	0	185	Med	8	0	n.a	0.5	3	JPN	USA	FRA
15	897	Jewellery nes	0	24	Low	7	0	n.a	0.6	7	FRA	USA	CHE
27	898	Music equip etc	0	65	Low	10	0	n.a	0.2	6	GBR	CAN	CHE
40	899	Misc goods nes	0	-44	Med	8	0	n.a	0.1	7	FRA	DEU	CHE

Rwanda

Assessment of bottlenecks restricting international business development



Rating of principal bottlenecks

Factors within local enterprises

(e.g. international marketing management, quality control, product adaptation)

Inadequate trade support services

(e.g. weak trade promotion institutions, trade finance, transport services)

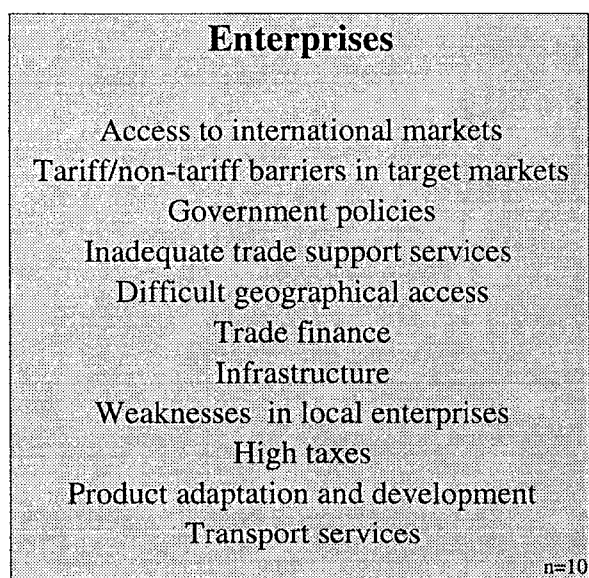
Access to international markets

(e.g. import duties & non-tariff barriers in target markets, lack of market information)

Government policies

(not conducive to international business development)

Ranking of most important bottlenecks as mentioned by:



Rwanda

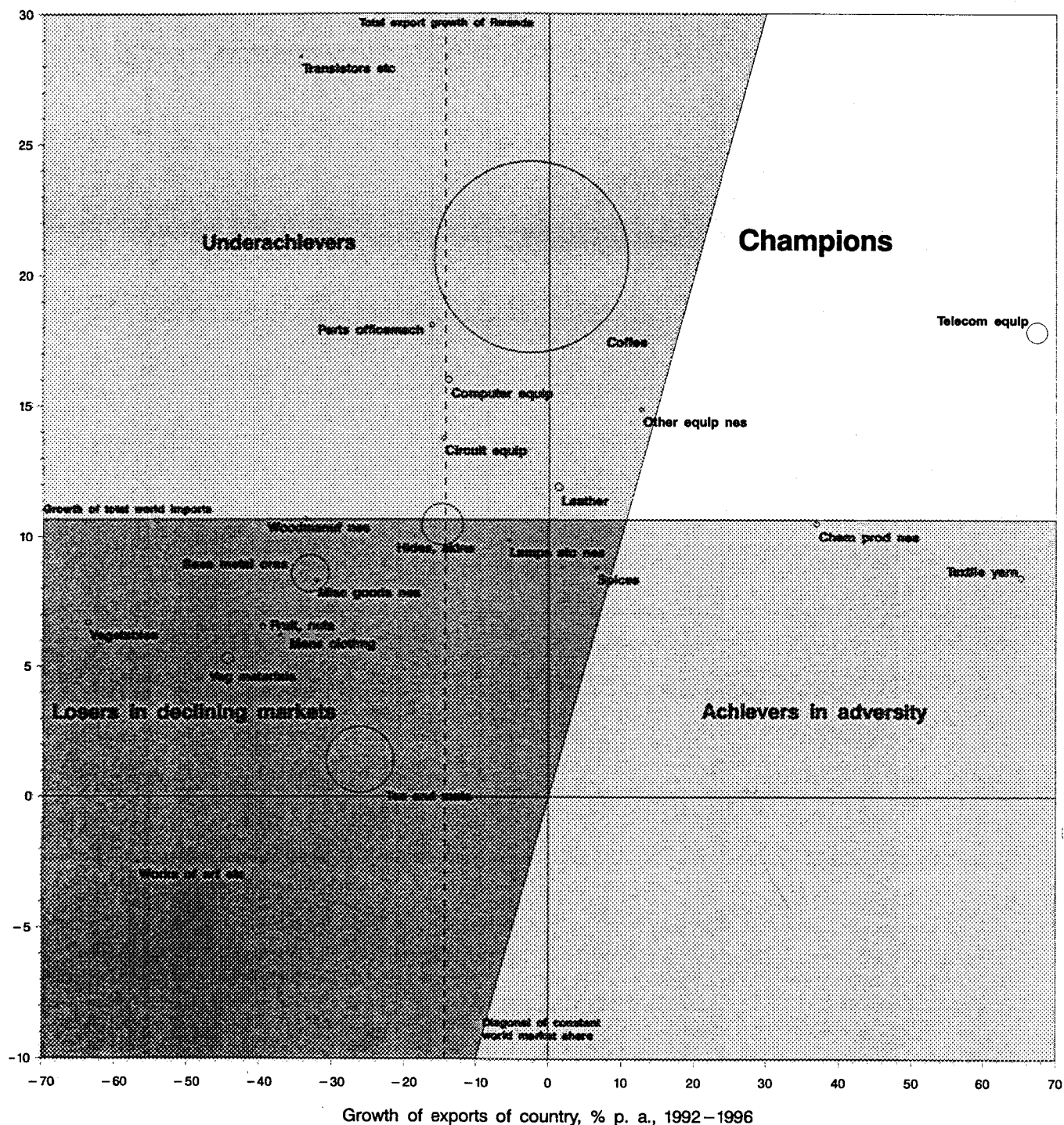
Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

Ranking (according to 33 major categories)	No. of answers	
	Enterprises	
Assistance in selecting trade and investment partners abroad	8	
Assistance in improving human resource development facilities	8	
Development of transport services	8	
Providing up-to-date information on market trends in international markets	8	
Strengthening trade promotion institutions	7	
Strengthening trade finance	7	
Streamlining national taxation	7	
Streamlining customs procedures	6	
Assistance in product adaptation and development	5	
Training in international marketing management	5	
Training in packaging	3	
Assistance in developing a national strategy for trade development	3	
Assistance in quality control	2	
Upgrading telecommunications, roads, electricity and water	2	
Streamlining national import tariffs	2	
Reduction of import duties/non-tariff barriers in target markets	2	
Facilitating access to international markets in general	2	
Additional proposals/areas for technical cooperation		
Assistance from experts in policy and trade		
Reinforcement of institutional capacities		
Establishment of information centres		
Participation in commercial events		
Railway between Kigali and Mombasa		
Players should take account of the post-war situation		
Organizing the reestablishment of traders		
Total economic liberalization		
Exporting natural resources		
Government assistance to enterprises		

Other specific recommendations to the High-Level Meeting
<i>Training of economic operators in different aspects of international trade; assistance in regard to medical products; encourage the free circulation of goods and services.</i>
<i>Increase the means for penetrating protected markets, support for the development of business partners, favour the development of subcontracting industries.</i>
<i>Finance and cooperate directly with the private sector.</i>
<i>Improvement of the means of transport, product development, marketing, transmission of information, sources of information.</i>
<i>Creation of a support fund for international trade, establishment of a permanent and dynamic centre for information on trends in international markets.</i>
<i>Reduce import taxes and communications charges. Increase foreign investment.</i>

Growth of international demand for leading export products of Rwanda

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

TradeMap – International Trade Centre UNCTAD/WTO

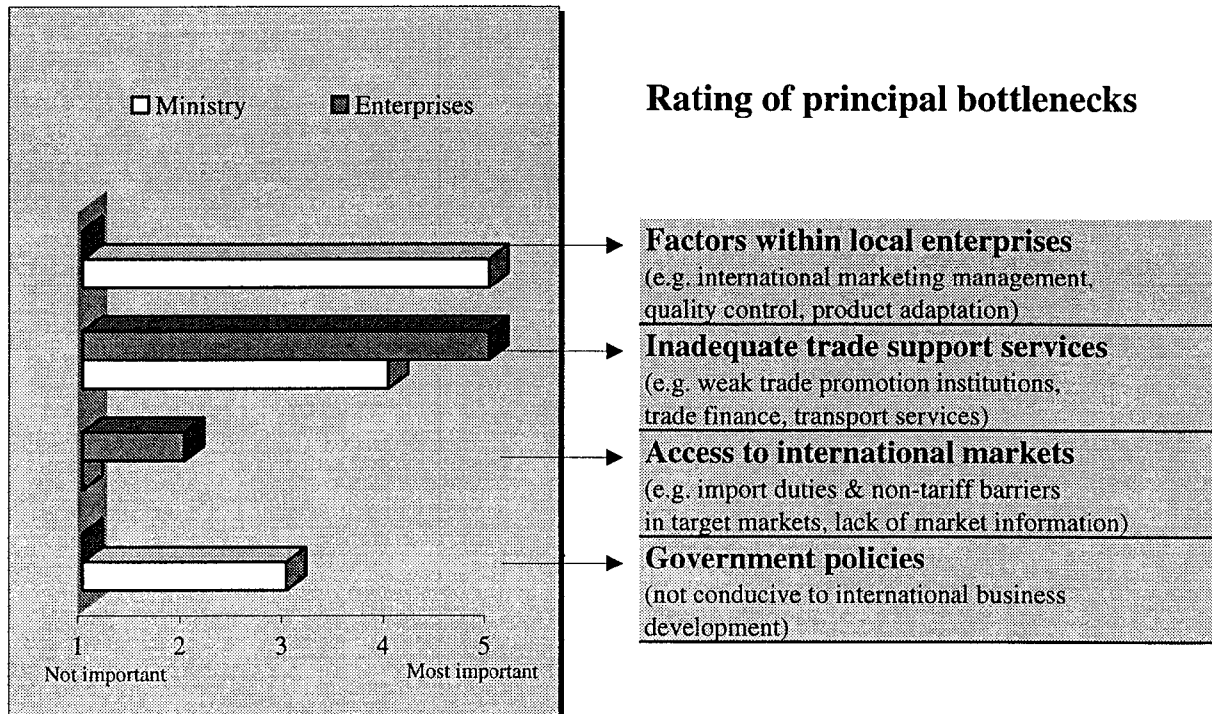
World imports from
Rwanda

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.	.	All goods (mirror)	64	-14	Med	11	0	n.a	.	.	.	.	.
.	.	All goods (IMF, 1996)	168	.	.	.	.	n.a	.	.	.	.	.
16	054	Vegetables	0	-64	Med	7	0	n.a	0.1	2	BEL	FRA	.
17	057	Fruit, nuts	0	-40	Low	7	0	n.a	0.1	5	BEL	AUT	CHE
1	071	Coffee	51	-3	Low	21	0	0.9	264.1	13	DEU	USA	FRA
2	074	Tea and mate	6	-26	Med	1	0	0.7	226.6	9	PAK	GBR	DEU
27	075	Spices	0	7	Low	9	0	n.a	0.4	1	SVK	.	.
35	098	Food nes	0	-35	Low	13	0	0.2	0.0	1	CAN	.	.
3	211	Hides, skins	2	-15	High	10	0	1.2	35.5	3	ITA	ESP	PAK
8	232	Synth.rubber,etc	0	.	.	11	0	1.2	2.5	1	SVK	.	.
4	287	Base metal ores	2	-33	High	9	0	n.a	23.4	4	USA	DEU	CHN
9	292	Veg materials	0	-44	High	5	0	0.7	0.9	5	BEL	NLD	ITA
39	522	Inorg chemicals	0	.	.	12	0	n.a	0.0	1	PAK	.	.
18	598	Chem prod nes	0	37	Low	11	0	0.7	0.1	1	PAK	.	.
12	611	Leather	0	1	Low	12	0	0.8	0.4	1	ITA	.	.
23	635	Woodmanuf nes	0	-34	Med	11	0	n.a	0.1	6	CHE	GBR	BEL
40	642	Paper cut etc	0	-55	Med	11	0	n.a	0.0	1	DEU	.	.
15	651	Textile yarn	0	65	Low	8	0	1.2	0.1	2	GBR	TUN	.
25	665	Glassware	0	.	.	8	0	n.a	0.1	1	ITA	.	.
13	675	Flat alloy steel	0	.	.	17	0	1.2	0.3	2	USA	CHE	.
31	713	Int combust engines	0	.	.	13	0	n.a	0.0	1	BEL	.	.
10	741	Heatingequip etc	0	.	.	13	0	n.a	0.3	2	JPN	DEU	.
38	745	Nonelectric mach	0	-25	Low	9	0	n.a	0.0	2	ESP	BEL	.
11	747	Taps,cocks, etc	0	.	.	10	0	0.4	0.3	1	FRA	.	.
7	751	Office machines	0	.	.	8	0	n.a	1.5	1	BEL	.	.
14	752	Computer equip	0	-14	Med	16	0	n.a	0.0	3	USA	DEU	IRL
19	759	Parts officemach	0	-16	Low	18	0	n.a	0.0	2	GBR	BEL	.
6	761	Tv receivers etc	0	.	.	11	0	n.a	1.7	1	GBR	.	.
5	764	Telecom equip	1	67	Med	18	0	n.a	0.4	3	GBR	DEU	NLD
20	772	Circuit equip	0	-15	Low	14	0	n.a	0.0	5	FRA	ITA	AUT
29	776	Transistors etc	0	-34	Low	28	0	n.a	0.0	2	MYS	DEU	.
22	778	Other equip nes	0	13	Low	15	0	n.a	0.0	3	DEU	TUN	GBR
34	785	Motorcycles etc	0	84	Med	7	0	n.a	0.0	1	SWE	.	.
28	813	Lamps etc nes	0	-6	Low	10	0	n.a	0.1	1	FRA	.	.
26	841	Mens clothng	0	-37	Low	6	0	n.a	0.0	1	CHE	.	.
32	844	Womens wear knit	0	.	.	7	0	n.a	0.1	3	FRA	DEU	AUT
30	845	Apparel art	0	.	.	6	0	n.a	0.0	2	BEL	DEU	.
33	892	Printed matter	0	-34	High	6	0	n.a	0.0	2	FRA	PRT	.
36	894	Baby art etc	0	-16	Med	8	0	n.a	0.0	3	FRA	BEL	SVK
37	895	Office supplies	0	-19	Low	9	0	n.a	0.1	1	JPN	.	.
24	896	Works of art etc	0	-57	Low	-3	0	n.a	0.1	3	ARG	CHE	ITA
21	899	Misc goods nes	0	-32	Low	8	0	n.a	0.1	5	USA	FRA	GBR

Samoa

Assessment of bottlenecks restricting international business development



Ranking of most important bottlenecks as mentioned by:

Enterprises

Transportation cost
Difficult geographical access

n=1

Ministry

Trade finance
Weak trade promotion institutions

n=1

Samoa

Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

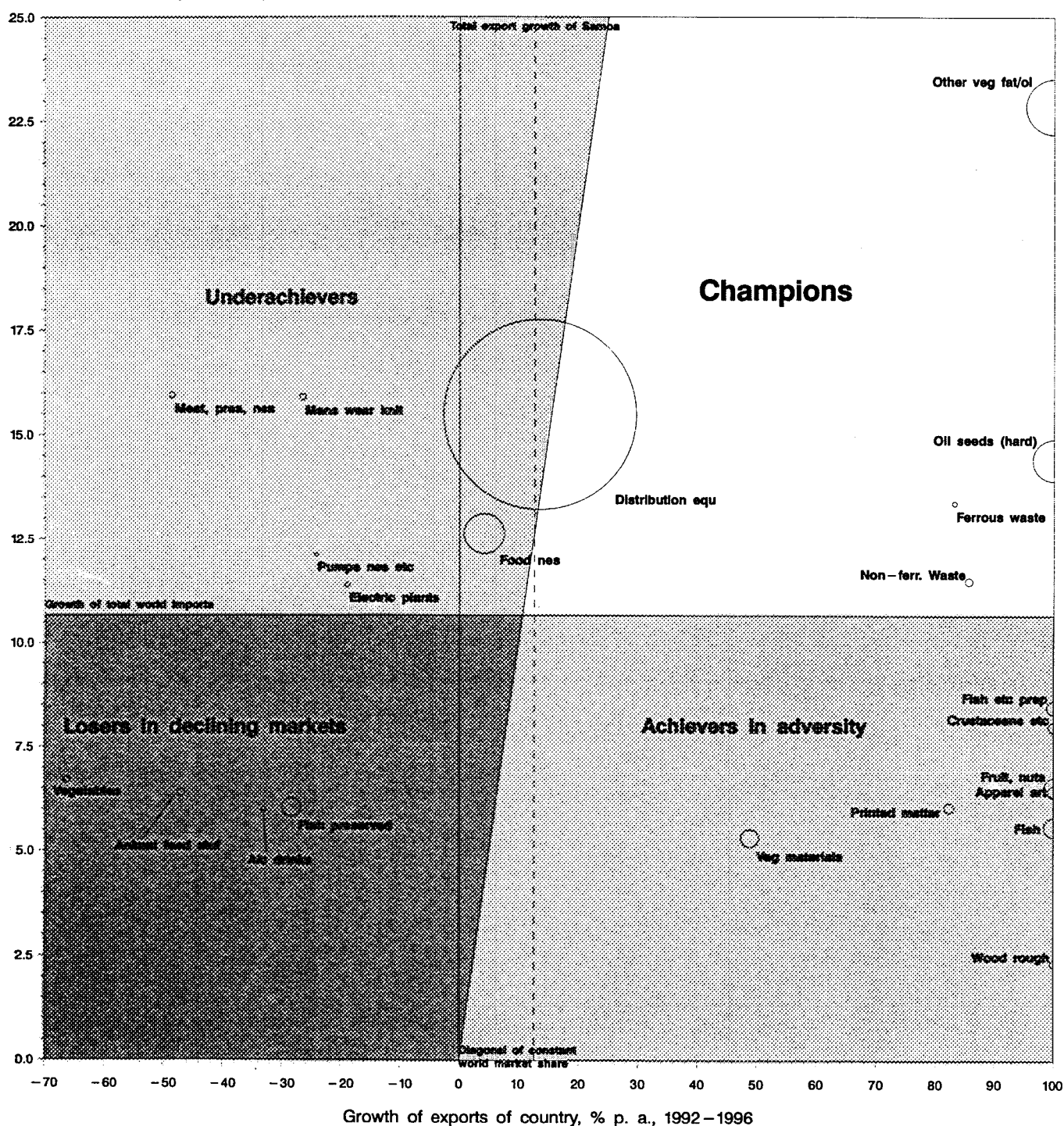
Ranking (according to 33 major categories)	No. of answers	
	Enterprises	Ministry
Development of transport services	1	1
Assistance in improving human resource development facilities	1	1
Guidance in international purchasing and supply management	1	0
Providing up-to-date information on import tariffs and non-tariff barriers	1	0
Assistance in product adaptation and development	0	1
Training in international marketing management	0	1
Strengthening trade promotion institutions	0	1
Strengthening trade finance	0	1
Assistance in developing a national strategy for trade development	0	1
Developing trade support services in general	0	1
Making policies more conducive to international business development	0	1
Additional proposals/areas for technical cooperation		
Minimize freight cost		
The need for assistance in market access has not yet arisen because of the lack of products to market		
Development of enterprises - from the grassroots level		

Other specific recommendations to the High-Level Meeting

For UNCTAD/WTO to work with LDCs to identify resources and trade potential.

Growth of international demand for leading export products of Samoa

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

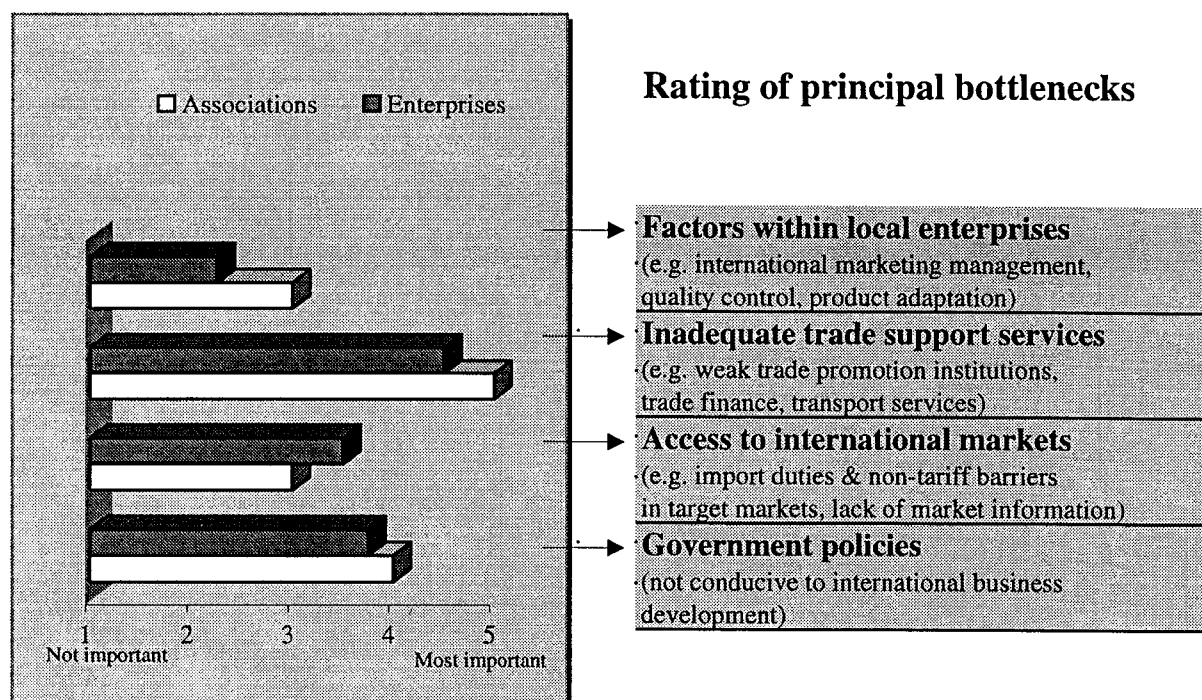
World imports from
Samoa

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.		All goods (mirror)	62	13	Med	11	0	n.a	.	.			
.		All goods (IMF, 1996)	59	.		.	.	n.a	.	.			
23	017	Meat, pres, nes	0	-48	Low	16	0	1.3	0.7	1	NZL		
8	034	Fish	0	148	High	6	0	0.6	1.6	4	USA	KOR	AUS
9	035	Fish preserved	0	-28	Low	6	0	n.a	12.8	1	HKG		
15	036	Crustaceans etc	0	176	Med	8	0	1.2	0.6	1	HKG		
13	037	Fish etc prep	0	323	Med	8	0	0.6	2.0	1	CAN		
22	054	Vegetables	0	-66	High	7	0	0.2	0.2	2	NZL	AUS	
7	056	Vegetables nes	1	.		7	0	0.1	4.5	1	NZL		
10	057	Fruit, nuts	0	113	High	7	0	0.5	1.1	3	NZL	AUS	CMR
36	072	Cocoa	0	111	High	12	0	n.a	0.1	1	USA		
19	081	Animal feed stuff	0	-47	Low	6	0	1.4	0.2	2	NZL	AUS	
4	098	Food nes	2	4	Low	13	0	0.5	10.8	4	NZL	AUS	USA
25	112	Alc drinks	0	-33	Low	6	0	0.8	0.1	1	USA		
3	223	Oil seeds (hard)	2	515	High	14	0	1.3	216.2	2	DEU	AUS	
18	247	Wood rough	0	129	Med	2	0	n.a	0.5	1	NZL		
12	248	Wood, worked	0	.		8	0	n.a	1.0	4	JPN	USA	AUS
5	251	Pulp,waste paper	2	.		14	0	1.6	7.0	2	SVK	DEU	
27	282	Ferrous waste	0	83	Med	13	0	1.0	0.4	1	NZL		
17	288	Non-ferr. waste	0	86	Med	11	0	0.5	0.6	1	NZL		
33	291	Animal materials	0	.		8	0	n.a	0.2	1	USA		
11	292	Veg materials	0	49	Low	5	0	n.a	2.0	3	DEU	USA	ESP
2	422	Other veg fat/oil	4	313	Low	23	0	1.1	48.8	2	AUS	NZL	
24	531	Synth.colors etc	0	.		6	0	0.2	0.4	1	CMR		
30	532	Tanning material	0	.		5	0	0.5	1.5	1	PAK		
40	562	Fertilizer	0	.		12	0	1.2	0.0	1	URY		
28	611	Leather	0	.		12	0	n.a	0.1	1	JPN		
37	629	Rubber prod nes	0	-3	Low	15	0	n.a	0.1	2	AUS	NZL	
31	635	Woodmanuf nes	0	105	Med	11	0	n.a	0.1	3	USA	NZL	JPN
39	658	Text art nes	0	39	Med	10	0	0.5	0.0	1	CMR		
38	686	Zinc	0	.		6	0	1.1	0.1	1	PAK		
26	716	Electric plants	0	-19	Med	11	0	0.4	0.1	1	SLV		
29	743	Pumps nes etc	0	-24	Med	12	0	0.2	0.0	1	SLV		
32	772	Circuit equip	0	-38	Low	14	0	n.a	0.0	2	AUS	NZL	
1	773	Distribution equipmt	46	14	Med	15	0	n.a	123.3	2	AUS	NZL	
6	786	Trailers etc	1	.		8	0	n.a	8.8	1	AUS		
21	843	Mens wear knit	0	-27	Med	16	0	n.a	0.5	1	NZL		
14	845	Apparel art	0	233	High	6	0	0.8	0.3	2	NZL	USA	
20	851	Footwear	0	.		8	0	0.4	0.1	1	SLV		
34	874	Measure equip	0	-57	Med	10	0	n.a	0.0	2	JPN	AUS	
16	892	Printed matter	0	82	Med	6	0	n.a	0.4	3	USA	AUS	NZL
35	899	Misc goods nes	0	-9	Low	8	0	n.a	0.0	2	USA	AUS	

Sao Tome and Principe

Assessment of bottlenecks restricting international business development



Ranking of most important bottlenecks as mentioned by:

Enterprises

Country size
Political instability
Transport services
Information on market trends
Absence of a deep-sea port
Domestic market too small

n=4

Associations

No subventions to develop industry and exports
High taxes on imports and exports

n=1

Sao Tome and Principe

Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

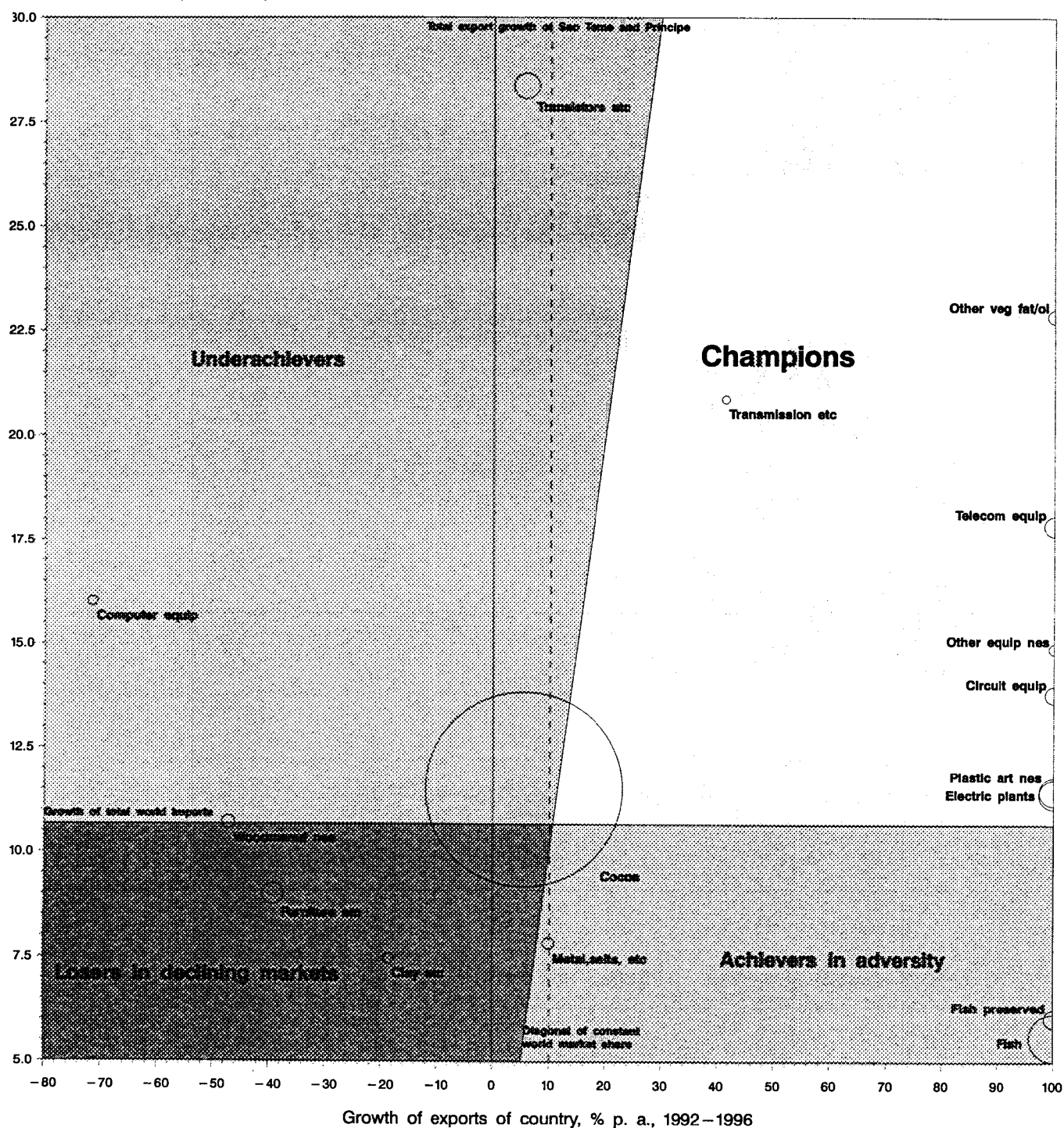
Ranking (according to 33 major categories)	No. of answers	
	Enterprises	Associations
Strengthening trade finance	4	1
Assistance in developing a national strategy for trade development	4	0
Strengthening trade promotion institutions	3	0
Making policies more conducive to international business development	2	1
Assistance in quality control	2	0
Providing up-to-date information on market access in post Uruguay Round context	2	0
Assistance in selecting trade and investment partners abroad	2	0
Providing up-to-date information on import tariffs, non-tariff barriers and trade fairs	2	0
Assistance in improving human resource development facilities	2	0
Assistance in product adaptation and development	1	0
Training in international marketing management	1	0
Development of transport services	1	0
Upgrading telecommunications, roads, electricity and water	1	0
Providing up-to-date information on market trends in international markets	1	0
Streamlining customs procedures	1	0
Strengthening local enterprises in general	1	0
Additional proposals/areas for technical cooperation		
Study of the importance of a port to the national economy		
Political stability		
Creation of warehousing facilities		
Joint ventures		
High import and export taxes		
Deflation		
Management		

Other specific recommendations to the High-Level Meeting

It is necessary to carry out individual studies of small countries and island States as they will always have problems of access to foreign markets.

Growth of international demand for leading export products of Sao Tome and Principe

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

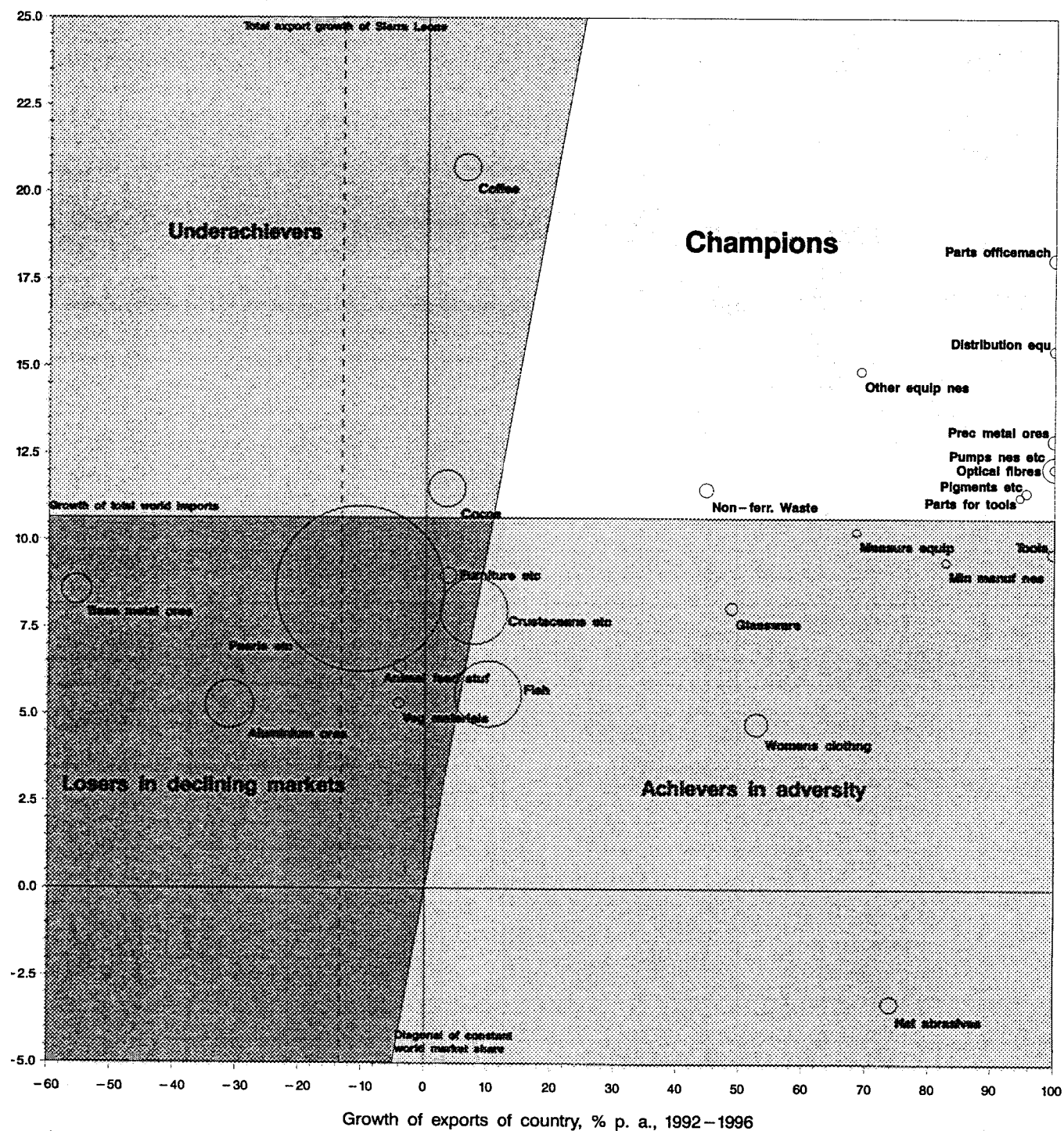
**World imports from
Sao Tome and Principe**

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.	.	All goods (mirror)	8	10	Med	11	0	n.a	.	.	.	.	.
.	.	All goods (IMF, 1996)	8	.	.	.	.	n.a	.	.	.	.	.
35	012	Other meat	0	.	.	8	0	n.a	0.2	1	FRA	.	.
3	034	Fish	0	187	Med	6	0	0.6	8.5	3	PRT	ESP	MYS
13	035	Fish preserved	0	637	High	6	0	0.4	10.8	1	FRA	.	.
27	071	Coffee	0	.	.	21	0	n.a	0.5	1	PRT	.	.
1	072	Cocoa	6	6	Low	12	0	0.8	549.3	9	NLD	BEL	DEU
4	287	Base metal ores	0	.	.	9	0	n.a	15.6	1	ISR	.	.
36	292	Veg materials	0	11	Low	5	0	0.9	0.2	1	PRT	.	.
32	333	Petro oil, crude	0	.	.	4	0	n.a	0.0	1	FRA	.	.
21	411	Animal oils/fats	0	.	.	13	0	n.a	7.0	1	ESP	.	.
17	422	Other veg fat/oil	0	108	High	23	0	1.1	2.6	1	PRT	.	.
15	431	Fats/oils nes	0	.	.	11	0	n.a	8.7	1	ESP	.	.
16	516	Otr org chem	0	.	.	14	0	n.a	1.8	1	ISR	.	.
22	523	Metal,salts, etc	0	10	Low	8	0	n.a	1.4	2	PHL	MYS	.
39	541	Vitamines etc	0	31	Low	11	0	n.a	0.1	1	ESP	.	.
2	579	Plasticwaste etc	1	.	.	13	0	1.8	278.3	1	IRL	.	.
18	635	Woodmanuf nes	0	-47	Low	11	0	0.7	1.4	2	CHE	PRT	.
19	652	Cotton woven	0	.	.	9	0	1.1	0.8	2	IRL	FRA	.
34	659	Floor coverings	0	.	.	1	0	n.a	0.5	1	AUT	.	.
24	662	Clay etc	0	-19	Low	7	0	0.7	1.1	2	FRA	YUG	.
33	673	Flat-rolled iron	0	.	.	11	0	1.5	0.1	1	FRA	.	.
40	675	Flat alloy steel	0	.	.	17	0	n.a	0.2	1	USA	.	.
12	678	Wire	0	.	.	9	0	n.a	8.2	1	FRA	.	.
9	691	Metal structures	0	.	.	8	0	0.7	4.0	1	SLV	.	.
37	694	Nails etc	0	75	Med	13	0	n.a	0.4	1	MYS	.	.
5	716	Electric plants	0	469	High	11	0	n.a	3.1	2	CHE	PRT	.
30	723	Civil engin mach	0	.	.	11	0	n.a	0.2	3	FRA	PRT	ITA
29	747	Taps,cocks, etc	0	.	.	10	0	n.a	0.3	3	MYS	USA	PRT
26	752	Computer equip	0	-72	Med	16	0	n.a	0.1	3	GAB	PRT	FIN
11	764	Telecom equip	0	199	Med	18	0	n.a	0.3	4	CHE	PRT	PHL
28	771	Transmission etc	0	41	Med	21	0	n.a	0.2	3	IRL	PRT	PHL
14	772	Circuit equip	0	561	High	14	0	n.a	0.4	4	AUT	MYS	PHL
8	773	Distribution equipmt	0	.	.	15	0	n.a	1.5	1	USA	.	.
7	776	Transistors etc	0	6	Low	28	0	n.a	0.3	4	AUT	MYS	CHE
25	778	Other equip nes	0	407	Med	15	0	n.a	0.1	2	PER	FRA	.
23	792	Aircrafts etc	0	.	.	1	0	n.a	0.2	2	PRT	USA	.
10	821	Furniture etc	0	-39	Low	9	0	0.7	0.8	1	IRL	.	.
20	872	Medical equip	0	.	.	11	0	0.2	0.7	2	KOR	FRA	.
38	874	Measure equip	0	-56	Med	10	0	n.a	0.1	2	AUT	PRT	.
6	893	Plastic art nes	0	363	High	11	0	n.a	1.8	1	USA	.	.
31	896	Works of art etc	0	-30	Med	-3	0	n.a	0.6	4	ESP	ARG	USA

Growth of international demand for leading export products of Sierra Leone

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

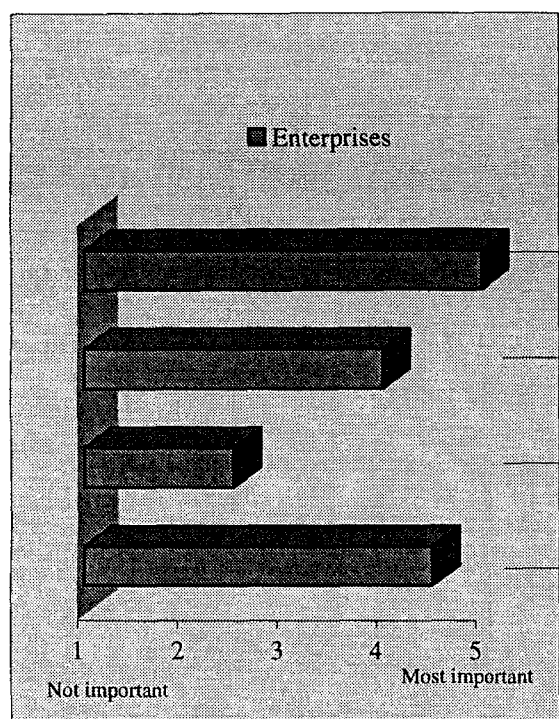
**World imports from
Sierra Leone**

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.		All goods (mirror)	193	-13	Med	11	0	n.a	.	.			
.		All goods (IMF, 1996)	204	.		.	.	n.a	.	.			
3	034	Fish	18	10	Low	6	0	0.8	18.9	12	ESP	PRT	JPN
2	036	Crustaceans etc	18	8	Low	8	0	0.7	24.1	4	ESP	FRA	ITA
23	037	Fish etc prep	0	.		8	0	n.a	0.9	1	CZE		
7	071	Coffee	3	6	Low	21	0	0.7	5.1	8	DEU	FRA	DNK
5	072	Cocoa	5	3	Low	12	0	0.7	22.2	5	GBR	NLD	ESP
16	081	Animal feed stuff	1	-4	Low	6	0	0.5	0.6	2	USA	PHL	
30	251	Pulp,waste paper	0	.		14	0	1.2	0.3	2	CHE	YUG	
26	263	Cotton	0	.		16	0	1.2	0.9	2	IDN	PRT	
10	277	Nat abrasives	1	74	High	-3	0	n.a	25.3	5	USA	DEU	BEL
4	285	Aluminium ores	9	-31	Med	5	0	n.a	42.2	1	CAN		
6	287	Base metal ores	4	-56	High	9	0	n.a	14.4	2	FRA	BEL	
13	288	Non-ferr. waste	1	45	Med	11	0	1.6	2.1	1	GBR		
14	289	Prec metal ores	1	108	Low	13	0	n.a	7.0	1	GBR		
20	292	Veg materials	0	-4	Low	5	0	0.5	0.7	11	NLD	DEU	FRA
38	421	Veg fat/oil soft	0	.		20	0	0.9	0.5	1	CHE		
22	533	Pigments etc	0	96	Low	11	0	0.9	0.5	4	USA	YUG	CHE
36	625	Tyres,tubes, etc	0	43	Low	9	0	0.7	0.2	6	USA	LVA	CHE
35	641	Paper and board	0	-55	Med	11	0	1.1	0.1	5	YUG	DMA	CHE
27	663	Min manuf nes	0	83	High	9	0	n.a	0.6	8	CHE	MYS	YUG
17	665	Glassware	1	49	Med	8	0	n.a	1.6	4	CAN	IRL	SVK
1	667	Precious stones	113	-10	Low	9	0	n.a	63.2	7	BEL	USA	AUS
40	682	Copper	0	-66	High	12	0	n.a	0.2	2	YUG	AUT	
19	695	Tools	0	100	High	10	0	0.5	0.7	11	AUT	GBR	MYS
12	714	Mechanic engines	1	.		3	0	n.a	0.8	2	SWE	GBR	
33	716	Electric plants	0	6	Low	11	0	n.a	0.3	4	CHE	CZE	YUG
29	735	Parts for tools	0	94	Med	11	0	n.a	1.0	5	USA	GBR	AUT
8	743	Pumps nes etc	2	163	Med	12	0	n.a	1.7	6	AUT	YUG	MYS
31	745	Nonelectric mach	0	20	Low	9	0	0.6	0.3	4	CZE	GBR	YUG
39	752	Computer equip	0	87	Med	16	0	n.a	0.0	7	GBR	USA	SWE
15	759	Parts officemach	1	367	High	18	0	n.a	0.2	8	CAN	MYS	ESP
21	773	Distribution equipmt	0	165	Med	15	0	1.1	0.3	5	SWE	IRL	YUG
25	778	Other equip nes	0	69	Med	15	0	n.a	0.1	13	CHE	IRL	YUG
18	783	Other vehicles nes	0	.		20	0	1.7	0.9	1	CZE		
11	821	Furniture etc	1	4	Low	9	0	1.3	0.6	10	GBR	CHE	USA
9	842	Womens clothng	2	53	Low	5	0	1.3	1.2	9	GBR	AUT	CAN
37	851	Footwear	0	-47	High	8	0	n.a	0.1	8	CAN	AUT	YUG
28	874	Measure equip	0	68	Med	10	0	n.a	0.1	8	GBR	AUT	YUG
24	884	Optical fibres	0	118	High	12	0	0.4	0.8	4	AUT	USA	JPN
32	893	Plastic art nes	0	59	Low	11	0	0.8	0.2	8	USA	FRA	IRL
34	894	Baby art etc	0	-17	Low	8	0	1.5	0.1	8	IRL	CAN	CHE

Solomon Islands

Assessment of bottlenecks restricting international business development



Rating of principal bottlenecks

Factors within local enterprises

(e.g. international marketing management, quality control, product adaptation)

Inadequate trade support services

(e.g. weak trade promotion institutions, trade finance, transport services)

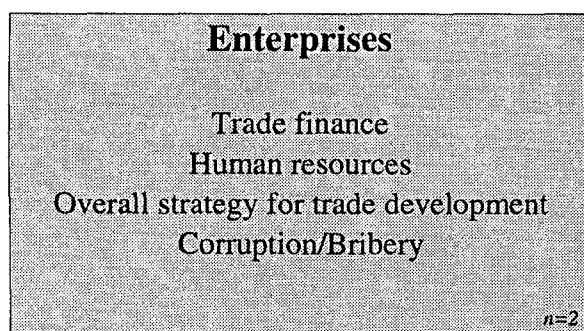
Access to international markets

(e.g. import duties & non-tariff barriers in target markets, lack of market information)

Government policies

(not conducive to international business development)

Ranking of most important bottlenecks as mentioned by:



Solomon Islands

Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

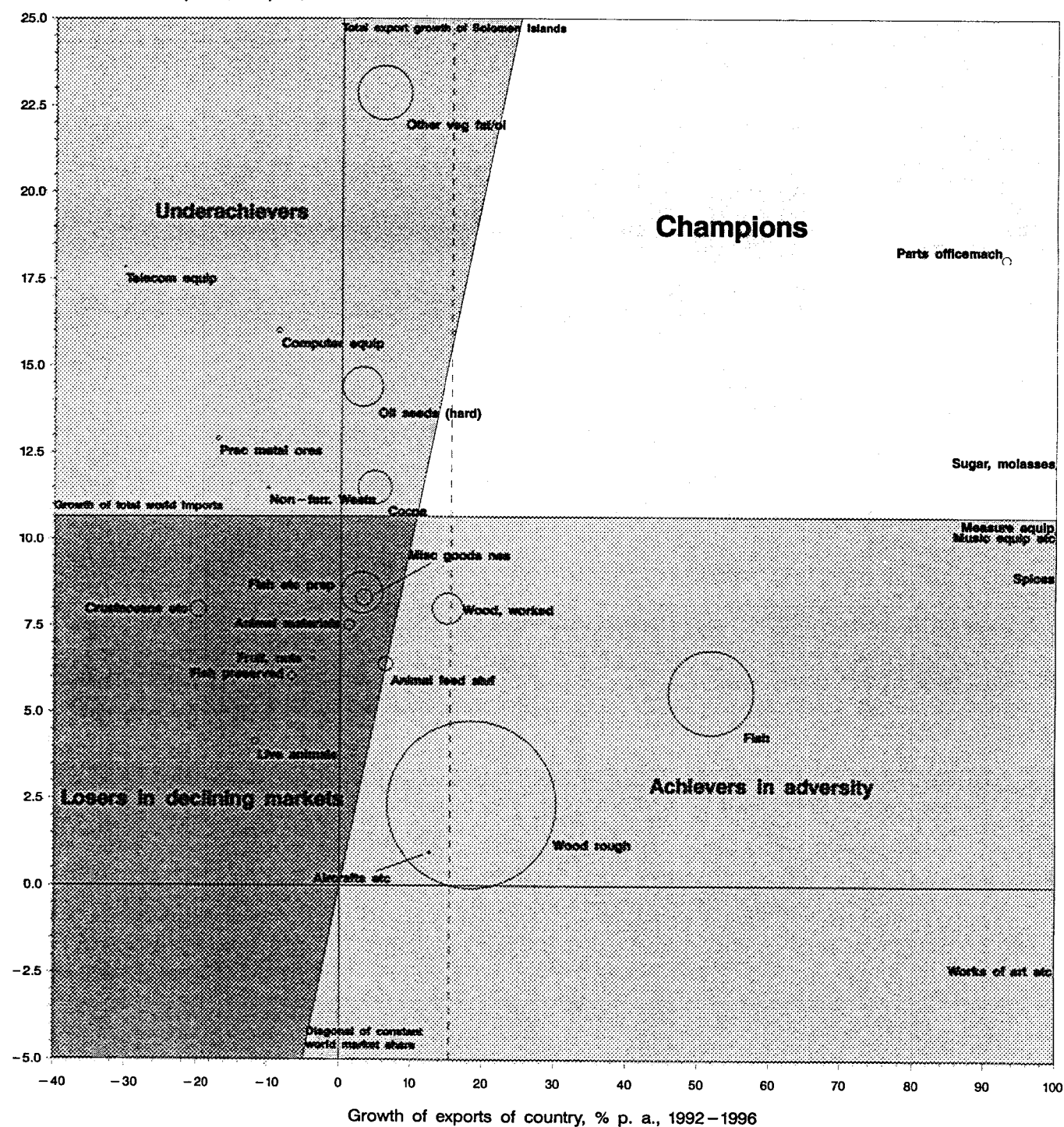
Ranking (according to 33 major categories)	No. of answers Enterprises
Development of transport services	2
Assistance in developing a national strategy for trade development	2
Making policies more conducive to international business development	2
Solutions to problems resulting from difficult geographical access	1
Strengthening trade finance	1
Upgrading telecommunications, roads, electricity and water	1
Providing up-to-date information on market trends in international markets	1
Providing up-to-date information on import tariffs and non-tariff barriers	1
Streamlining customs procedures	1
Assistance in improving human resource development facilities	1
Reducing corruption/bribery	1
Streamlining national taxation	1
Strengthening local enterprises in general	1
Developing trade support services in general	1
Additional proposals/areas for technical cooperation	
Management training	
Competition from Asia	

Other specific recommendations to the High-Level Meeting

Business in the Solomon Islands is in the hands of Asians.

Growth of international demand for leading export products of Solomon Islands

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

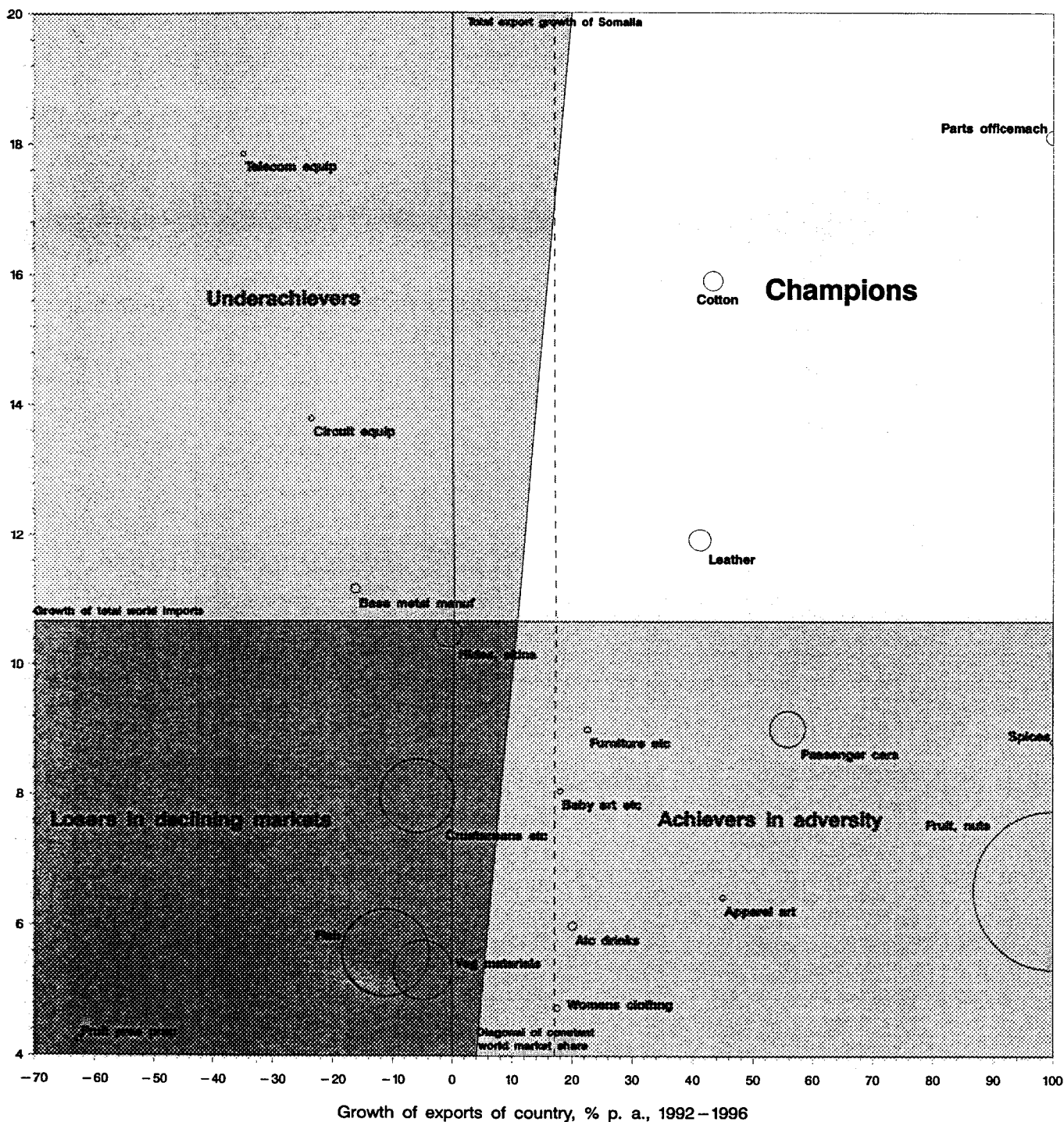
**World imports from
Solomon Islands**

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.	.	All goods (mirror)	207	15	High	11	0	n.a	.	.	.	.	.
.	.	All goods (IMF, 1996)	206	.	.	.	.	n.a	.	.	.	.	.
14	001	Live animals	0	-12	Low	4	0	n.a	0.5	6	USA	GBR	DEU
2	034	Fish	33	52	High	6	0	0.6	33.0	8	JPN	USA	PHL
13	035	Fish preserved	0	-7	Low	6	0	n.a	2.3	4	SGP	HKG	JPN
8	036	Crustaceans etc	1	-20	Med	8	0	1.2	1.5	6	HKG	AUS	NZL
4	037	Fish etc prep	8	3	Low	8	0	0.9	18.9	3	JPN	GBR	AUS
19	057	Fruit, nuts	0	-4	Low	7	0	0.2	0.0	3	NZL	DEU	AUT
28	061	Sugar, molasses	0	249	High	12	0	n.a	0.0	2	NZL	GBR	.
6	072	Cocoa	5	5	Low	12	0	0.8	19.3	9	SGP	MYS	DEU
25	075	Spices	0	331	High	9	0	0.5	0.3	1	SGP	.	.
10	081	Animal feed stuff	1	6	Low	6	0	0.3	0.9	3	MYS	AUS	SGP
16	098	Food nes	0	.	.	13	0	n.a	0.1	1	SGP	.	.
5	223	Oil seeds (hard)	7	3	Med	14	1	1.3	207.3	6	JPN	SGP	DEU
1	247	Wood rough	130	18	Med	2	1	1.6	278.6	6	JPN	KOR	PHL
7	248	Wood, worked	4	15	High	8	0	0.6	3.6	11	AUS	PHL	KOR
21	273	Stone, sand, etc	0	.	.	6	0	n.a	0.2	1	USA	.	.
20	288	Non-ferr. waste	0	-10	Med	11	0	0.3	0.1	1	AUS	.	.
18	289	Prec metal ores	0	-17	Low	13	0	n.a	0.6	1	AUS	.	.
11	291	Animal materials	0	1	Low	8	0	n.a	2.8	7	JPN	CHN	KOR
36	421	Veg fat/oil soft	0	.	.	20	0	n.a	0.0	1	AUS	.	.
3	422	Other veg fat/oil	14	6	High	23	0	1.0	50.0	5	GBR	NLD	ITA
35	542	Medicaments	0	.	.	15	0	n.a	0.0	1	PER	.	.
40	553	Cosmetics etc	0	.	.	12	0	n.a	0.0	1	DEU	.	.
37	658	Text art nes	0	-20	Low	10	0	n.a	0.0	1	AUS	.	.
31	664	Glass	0	.	.	12	0	1.4	0.0	1	DEU	.	.
38	714	Mechanic engines	0	.	.	3	0	n.a	0.0	1	AUS	.	.
27	716	Electric plants	0	.	.	11	0	n.a	0.0	3	GBR	FIN	AUS
30	723	Civil engin mach	0	.	.	11	0	n.a	0.0	2	MYS	AUS	.
39	728	Other machines	0	62	Med	15	0	n.a	0.0	2	AUS	JPN	.
15	752	Computer equip	0	-9	Low	16	0	n.a	0.0	2	GBR	CAN	.
12	759	Parts officemach	0	93	Med	18	0	n.a	0.1	2	HKG	SGP	.
29	764	Telecom equip	0	-30	Med	18	0	n.a	0.0	3	GBR	NZL	SVK
34	772	Circuit equip	0	.	.	14	0	n.a	0.0	1	DEU	.	.
22	792	Aircrafts etc	0	13	Low	1	0	n.a	0.0	1	AUS	.	.
33	845	Apparel art	0	-78	Med	6	0	n.a	0.0	2	FRA	SGP	.
17	874	Measure equip	0	166	Med	10	0	n.a	0.0	3	GBR	DNK	DEU
23	893	Plastic art nes	0	.	.	11	0	n.a	0.0	2	NZL	FRA	.
26	896	Works of art etc	0	100	Low	-3	0	n.a	0.1	3	USA	GBR	CHE
24	898	Music equip etc	0	324	High	10	0	n.a	0.0	1	ITA	.	.
9	899	Misc goods nes	1	3	Low	8	0	n.a	1.4	4	JPN	KOR	AUS
32	961	Coin nongold old	0	69	Low	-8	0	n.a	3.4	1	USA	.	.

Growth of international demand for leading export products of Somalia

Growth of world imports, % p.a., 1992–1996



Note: The area of the circles corresponds to the export value of the product group for the exporting country under review.
Source: ITC calculations based on COMTRADE statistics

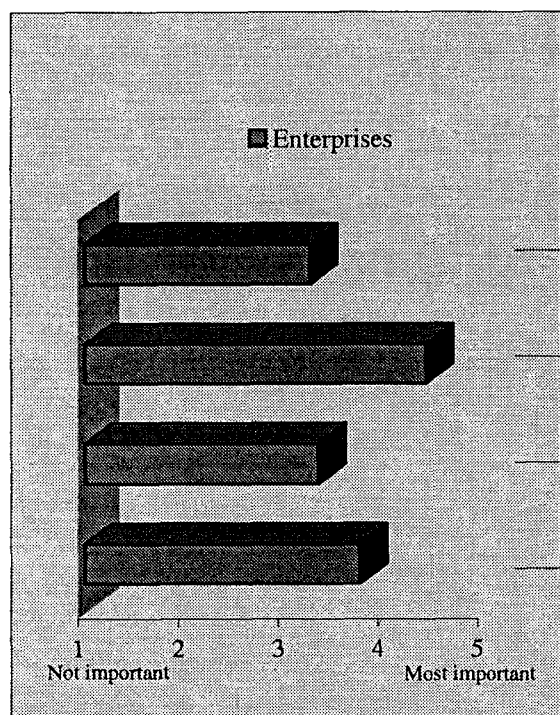
**World imports from
Somalia**

(value in US\$ million, trend in per cent p.a., market share in per cent; for stability, unit value and S.I. see methodology)

Rank value	SITC Rev.3	Product	Value 1996	Trend 92-96	Trend stability	World trend	Market share	Unit value	S.I.	--- Leading markets ---			
										No.	1st	2nd	3rd
.		All goods (mirror)	26	17	Low	11	0	n.a	.	.			
.		All goods (IMF, 1996)	179	.		.	.	n.a	.	.			
2	034	Fish	4	-11	Med	6	0	0.7	33.5	6	ITA	PRT	ESP
3	036	Crustaceans etc	3	-6	Low	8	0	0.8	30.7	3	ITA	ESP	PRT
18	044	Maize unmilled	0	.		9	0	1.2	0.6	1	CHE		
30	054	Vegetables	0	16	Low	7	0	1.5	0.1	2	CHE	CAN	
1	057	Fruit, nuts	14	303	High	7	0	0.6	82.5	4	ITA	CAN	FRA
22	058	Fruit pres prep	0	-63	Med	4	0	0.7	0.6	1	CHE		
27	075	Spices	0	168	Med	9	0	0.4	1.5	1	CHE		
16	112	Alc drinks	0	20	Low	6	0	n.a	0.3	1	HRV		
6	211	Hides, skins	0	-1	Low	10	0	1.5	14.5	3	PAK	ITA	FRA
9	222	Oil seeds (soft)	0	.		10	0	n.a	2.9	1	ESP		
8	263	Cotton	0	43	Low	16	0	1.2	4.5	1	IDN		
4	292	Veg materials	2	-5	Low	5	0	0.7	23.0	8	FRA	CHN	EGY
32	551	Perfume,oils etc	0	62	Med	11	0	n.a	0.3	1	DEU		
38	553	Cosmetics etc	0	-9	Low	12	0	n.a	0.1	2	JPN	USA	
17	562	Fertilizer	0	.		12	0	n.a	0.4	1	MYS		
19	598	Chem prod nes	0	.		11	0	n.a	0.2	1	SLV		
7	611	Leather	0	41	Low	12	0	0.7	3.5	1	ITA		
25	634	Veneers etc	0	.		10	0	n.a	0.2	1	CHE		
10	641	Paper and board	0	.		11	0	1.7	0.5	4	YUG	CHE	ITA
39	652	Cotton woven	0	.		9	0	n.a	0.1	1	HRV		
14	658	Text art nes	0	.		10	0	1.3	0.7	1	ITA		
15	676	Iron bars etc	0	.		11	0	n.a	0.3	1	AUT		
13	699	Base metal manuf	0	-17	Low	11	0	0.7	0.3	1	CHN		
40	744	Mech handling	0	-51	Low	13	0	n.a	0.0	1	DEU		
12	749	Mach parts etc	0	.		11	0	1.4	1.3	1	AUT		
34	752	Computer equip	0	17	Low	16	0	n.a	0.0	2	CAN	USA	
11	759	Parts officemach	0	136	Med	18	0	n.a	0.2	6	CAN	AUT	IRL
28	764	Telecom equip	0	-35	Low	18	0	n.a	0.0	2	USA	CAN	
23	772	Circuit equip	0	-24	Low	14	0	n.a	0.1	2	CHE	CHN	
29	773	Distribution equipmt	0	.		15	0	n.a	0.1	1	MYS		
33	776	Transistors etc	0	.		28	0	n.a	0.0	1	USA		
37	778	Other equip nes	0	-25	Low	15	0	n.a	0.0	1	TUN		
5	781	Passenger cars	1	56	Low	9	0	0.6	0.5	1	ECU		
36	792	Aircrafts etc	0	-15	Low	1	0	n.a	0.0	1	USA		
21	821	Furniture etc	0	22	Low	9	0	n.a	0.1	1	USA		
20	842	Womens clothng	0	17	Low	5	0	n.a	0.1	4	AUT	GBR	FIN
26	845	Apparel art	0	45	Low	6	0	n.a	0.1	2	AUT	GBR	
31	851	Footwear	0	-23	Low	8	0	n.a	0.0	3	USA	CHN	NZL
24	894	Baby art etc	0	18	Low	8	0	n.a	0.1	1	SWE		
35	896	Works of art etc	0	15	Low	-3	0	n.a	0.2	2	ITA	JPN	

Sudan

Assessment of bottlenecks restricting international business development



Rating of principal bottlenecks

Factors within local enterprises

(e.g. international marketing management, quality control, product adaptation)

Inadequate trade support services

(e.g. weak trade promotion institutions, trade finance, transport services)

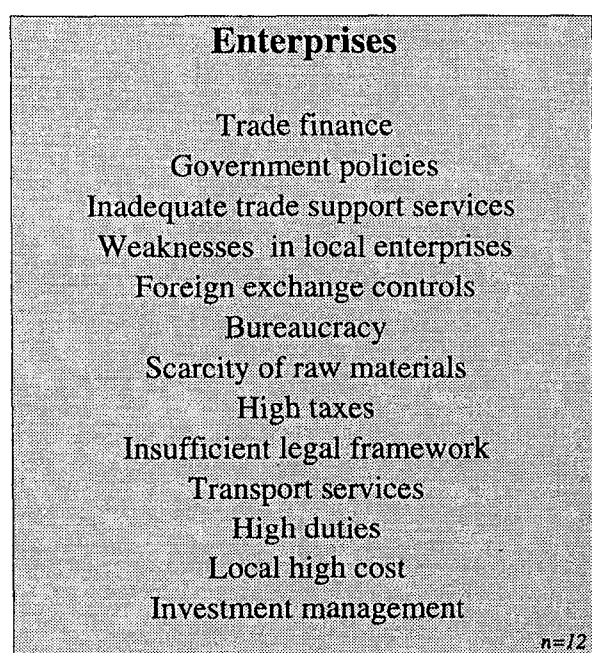
Access to international markets

(e.g. import duties & non-tariff barriers in target markets, lack of market information)

Government policies

(not conducive to international business development)

Ranking of most important bottlenecks as mentioned by:



Sudan

Priorities for trade-related technical cooperation programmes - proposed by business associations and enterprises

Ranking (according to 33 major categories)	No. of answers Enterprises
Strengthening trade finance	11
Assistance in developing a national strategy for trade development	10
Training in international marketing management	9
Strengthening trade promotion institutions	9
Development of transport services	9
Assistance in quality control	8
Assistance in selecting trade and investment partners abroad	8
Providing up-to-date information on market trends in international markets	8
Assistance in product adaptation and development	6
Providing up-to-date information on market access in post Uruguay Round context	6
Assistance in improving human resource development facilities	6
Providing up-to-date information on import tariffs and non-tariff barriers	5
Upgrading telecommunications, roads, electricity and water	4
Streamlining customs procedures	4
Streamlining bureaucracy	4
Training in packaging	3
Streamlining national import tariffs	3
Reduction of import duties/non-tariff barriers in target markets	3
Additional proposals/areas for technical cooperation	
Need for export credit guarantee schemes	
Formulation of export incentives	
Help in attending international trade fairs	
Reduce cost of flights from the Sudan	
Control hyperinflation	
Assistance in getting international loans	
Upgrade power supply	
Remedy for lack of liquidity in the market	
Need for investment management	
Improve port handling and lower its cost	

Other specific recommendations to the High-Level Meeting

Promote exports from LDCs.

Rate export commodities according to potential and their importance to the country. Remove obstacles to importing inputs for production.

Reactivate Lomé Convention.

Reduce tariffs and trade obstacles.

All the priorities mentioned are real bottlenecks. Any technical programme that is available will help my country.

Not to use trade development as a political instrument.