



Editorial



This has been a very active period in trade policy. At the EU-Latin America summit in Madrid on 18 May, we concluded trade deals with the Central American countries as well as with Peru and Colombia. In a clear sign of our commitment to use trade policy to contribute to economic recovery, we also decided to re-launch the stalled negotiations with Mercosur.

I have also had the occasion to meet with my counterparts from the US, China and Russia in recent weeks. Market access issues figured prominently on the agendas of these talks and I am confident that we have managed to move forward on some important bilateral trade irritants.

Four years after the launch of the "Global Europe" strategy and in the aftermath of the most severe economic crisis of recent times which substantially reduced global trade flows, the time appears right to set out fresh ideas for a post-crisis EU trade policy. In these times of economic uncertainty, we must make the demonstration that EU trade policy is an important instrument to bring our economies back onto the path of sustainable growth. This is why the Commission's Europe 2020 Communication of March this year announced the publication of a trade policy strategy paper for the autumn. In order to collect stakeholders' views and prepare this new strategy, we have just launched a public on-line consultation running until the end of July. I would like to encourage all those interested in trade policy to actively participate in this consultation. This is the chance to make your views known on the future direction of EU trade policy, including - but of course not limited to – ideas on how the Market Access Strategy could be developed further. You will find more details on the consultation inside.

This newsletter also provides an overview of our market access activities over the last month. I would just like to highlight two articles: A summary of a recent very well-attended market access conference organised by the Spanish Presidency. And the first article in our new series giving the "Voice of Business". With this new section we intend to provide a forum to Business to share with readers their experiences – frankly and honestly – about the day-to-day work of the Market Access Strategy. I hope this will motivate also other business groups to contribute to this section in the future so that we can exchange best practices and collectively improve the functioning of the Market Access Partnership.

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MARKET ACCESS SEMINAR
"Towards 2020: facing the challenges of a new era"
Madrid, 1 June 2010

A Market Access Seminar, organised in the context of the Spanish Presidency by the CEOE (Spanish Federation of Employers) in collaboration with the Spanish Ministry of Industry, Tourism and Trade, was held in Madrid on 1 June 2010. The event saw a wide participation -over 125 attendees-, mainly entrepreneurs and industry association representatives from different sectors, as well as government officials from Spain, Market Access Advisory Committee (MAAC) Delegates and representatives from EU and third country Embassies in Spain.

The meeting coincided with the launch of the public consultation on the preparation of the future trade policy communication (see separate article in this newsletter). It provided a useful opportunity to further publicise the Market Access Strategy (MAS) and its tools towards the Spanish business community and also to get some initial thoughts on possible improvements in the implementation of the strategy. It also gave an opportunity to obtain a better insight into particular market access problems mentioned by some EU associations and companies.

The seminar was opened by the Vice President of CEOE, Mr Jesús Banegas and Mrs. Silvia Iranzo, Secretary of State for Trade of Spain, who represented the Spanish Ministry of Industry, Tourism and Trade, together with Mr. Alfredo Bonet, Secretary General for Foreign Trade, who also made the closing remarks. Areas such as Government Procurement, Intellectual Property Rights (IPR), raw materials, services and investment were mentioned as main priorities together with SMEs. The need to help EU companies facing trade defence obstacles imposed by third countries was also highlighted and to this end

a manual on how to act in those cases is under preparation by the Spanish Presidency.

In his keynote speech, the Director General for Trade, Mr David O' Sullivan, recalled the fundamentals of Europe's strength in world trade which remain largely valid despite the economic crisis and irrespective of the euro exchange rate fluctuations. He also referred to the main conclusions of the recent DG Trade report on the monitoring of protectionism. He outlined the need to build on the ability to sell high quality and value added products at premium prices, as the only way to maintain high levels of employment, wages and social protection in Europe. Trade should be part of the solution to our economic difficulties and in this context we need to provide SMEs with more opportunities.

Regarding the Market Access Strategy, he stressed the concept of partnership between the Commission, Member States and business, as well as the very practical nature of the work undertaken under the Market Access Strategy and illustrated this with several examples of recent success stories. He mentioned concrete examples which show how the Market Access Strategy works in practice: In the case of Argentina, which stopped issuing certificates of free circulation for imported food products three weeks ago, the Commission took quick action and expressed concerns in writing to State Secretary Chiaradia. China was also mentioned as one of the biggest challenges in terms of market access, referring to "Chinese Compulsory Certificates" and "Indigenous Innovation". As for the future development of the strategy, David O'Sullivan indicated that a stronger focus on preventive action and a more systematic cooperation with other trading partners facing



the same difficulties would need to be considered. Finally, he invited the audience to comment on the online consultation on the future trade policy.

The Seminar continued with three panel discussions with the following main messages and conclusions:

i) The role of Market Access teams, with a special focus on **China**.

There was general acknowledgment that the lists of key Market Access barriers and hymn sheets are useful tools for Member States on the ground. Some panellists expressed the need to define a more strategic approach in order to respond to the Chinese attitude of building national champions and promoting their own technologies and standards, and to counteract protectionist measures taken by China. The difficulties to find a local partner and the need to have a level playing field were also highlighted. Though progress has been made, important obstacles still remain including with regard to the Chinese Compulsory Certification, IPR, access to raw materials and indigenous innovation legislation among others. Suggestions were made not to shy away from resorting to Dispute Settlement when warranted.

ii) What services can the Market Access Strategy offer to **SMEs**.

This part of the meeting provided an overview on the main problems faced by SMEs: Diffi-

culties to get access to information on a consolidated basis notably on regulatory matters. DG TRADE's moderator explained that the Market Access Data Base is a useful source of information containing different sections inter alia on applied tariffs, an exporter's guide to import formalities, trade barriers and useful links including for SMEs. Third country trade defence measures, in particular in the form of safeguard measures, were also highlighted as an important barrier, as well as problems to distribute products in third countries, due to lack of distribution networks. In some high risk activities which require substantial funding, access to finance is very difficult. Finally, Intellectual Property Right barriers and Non Tariff Barriers were highlighted as particularly difficult barriers faced by SMEs.

iii) The **MAS and Europe 2020**

Services (particularly in the ICT area), investment, public procurement and IPR were mentioned as areas where more efforts are necessary. Enforcement aspects, as well as coordination with like-minded partners were also highlighted. Suggestions regarding better functioning of the Market Access Strategy included the establishment of a business contact point in each EU Delegation, further involvement of the Market Access Strategy on the implementation of FTAs, business involvement in Commission missions in third countries and the creation of more Working Groups.

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THE VOICE OF THE DELEGATIONS

From the Trade & Economic Section at the EU Delegation in Argentina

In November 2007 (Market Access Newsletter - Issue 3) the Delegation in Argentina outlined the various initiatives that it had under-

taken with a view to implement the Market Access Strategy. The time has come to update readers on the developments since then.



Initiatives such as the Market Access Team (MAT) on SPS issues have been put on hold, victims of their own success. Indeed, the demarches carried out by this MAT have proved to be fruitful, obtaining eventually the establishment of a prelisting system - which has become a benchmark for other Delegations. Furthermore, very good working relations have been established with the Argentinean sanitary authority "SENASA", and in general, the few remaining barriers in the SPS field are easily and quickly solved. The MAT on **Digital TV** also came to an end, though in this case because the Argentinean executive branch, in line with other governments in the region, opted for the Japanese-Brazilian ISDB standard instead of the European DVB standard.

The Delegation regularly updates, at least every three months, its own Market Access Barriers Table. This Table gathers existing and potential trade barriers and mirrors to a large extent the barriers listed on the Market Access Database. In addition, like in other Delegations, 2009 witnessed the elaboration of a list of priority barriers and of hymnsheets for each of them. Jointly defined by the Commission, EU Member States and EU business, the list includes barriers such as: the system of non-automatic licences imposed on a growing number of products, export taxes, preferences for local products in public procurement, access restrictions to the supply of satellite services, insufficient patent protection together with lack of adequate Intellectual Property Rights (IPR) protection and misappropriation of EU geographical indications. The whole exercise was presented in the Market Access Committee in October 2009 and subsequently in the Trade Policy Committee in November 2009.

In the field of **IPR**, where deficiencies have been frequently identified by EU industry and recorded in DG TRADE's "IPR enforcement reports" of 2006 and 2009, the MAT that we

announced in November 2007 was finally established. It met for the first time in May 2008 and since then has met on a regular basis. Meetings are usually packed with EU Trade Counsellors, IPR rightholders, their legal representatives and chambers and associations interested in the promotion and enforcement of IPR rights in Argentina. After an initial phase, where the general objectives of the MAT were defined and the IPR problems identified, the MAT moved to the elaboration of an action plan. In this regard, considering that the most contentious issues would be better tackled either through the WTO or through the EU-Argentina IPR Dialogue initiated in February 2008, it was decided to put the accent instead on promoting IPR protection through actions intended to identify business opportunities and through awareness-raising initiatives. Some of the actions carried out include:

- The drafting of a MAT common position paper that has been addressed to various IPR authorities underlining the importance of IPR for Argentina;
- A demarche in the Congress, carried out by the Delegation, the Czech EU Presidency and a representative of the private sector, with a view to promoting pending bills for the ratification of the Patent Cooperation Treaty (PCT) and approving provisional protection for patents under application processes at the Patents and Trademarks Institute (INPI);
- A demarche with the President of INPI with a view to improving the backlog on issuing patents, in particular as regards pharmaceutical and chemical products;
- Meetings with the Under-Secretary of Agro-industry and Markets aimed at identifying synergies and possible cooperation as regards protection of geographical indications in relation with the national programme



(ValorAr) developed by the Ministry of Agriculture to foster Argentinean geographical indications;

- Participation in seminars organised inter alia by the German-Argentine Chamber of Commerce and by the French Economic and Commercial Office;
- Publication of a press article by Commissioner for Trade Mrs. Ashton on the occasion of IPR International Day, and
- Cooperation with third countries interested in IPR protection, and in particular with the United States of America.

In sum, the IPR MAT has proven to be a crucial forum in coordinating efforts in this important area and in contributing to the IPR enforcement report of 2009 and to the key barriers exercise for Argentina. It has also been useful in preparing the ground for the resumption of the EU-Argentina IPR Dialogue that came to a halt in February 2008. Therefore MAT activities in this area need to be pursued.

Another barrier that led to the creation of a MAT was the system of **non-automatic licences** imposed on a growing number of products. This barrier has been highlighted in the Commission's reports on protectionist measures implemented since the global financial crisis started and in other similar reports released by the World Bank, by the WTO and by third countries. The evolution of the situation has been monitored through MAT meetings, through the monthly meeting of EU Trade Counsellors and through ad-hoc meetings between the Delegation and the EU's and Member States' chambers of commerce present in the country. The Delegation has also

had cooperation and information exchange with the G7 and with trade counsellors from other countries affected by the system.

Immediately after the creation of the MAT, the Delegation, the Czech EU Presidency and a representative of the EU chamber of commerce (GEUE) carried out a demarche with the Secretary of State for Industry with a view to requesting the progressive elimination of the system and, in any case, the respect of the provisions included in the WTO Import Licensing Agreement. This demarche was followed by several additional demarches carried out by the Delegation with both the Ministry of Foreign Affairs and the Ministry of Industry. The association of trade counsellors in Buenos Aires, whose membership includes the Delegation and most Member States, also raised the issue in an ad-hoc meeting with the Minister of Industry and her cabinet. DG TRADE called the Argentinean mission in Brussels for a meeting in this respect, raised this issue in the Joint Committee and held a Senior Officials meeting in January 2010, urging Argentina to honour its WTO and G20 commitments. In February 2010, Trade Commissioner, Karel De Gucht sent a letter to his counterpart expressing concerns on this matter.

Although progress has been slow, these combined initiatives seem to have led to an improvement as regards the delivery of licences for certain products, in particular, tyres and furniture. However, the situation concerning inter alia textiles, footwear, auto parts and toys does not seem to evolve in the same direction and therefore the MAT activity will not cease.

EU Delegation in Argentina



RECENT MARKET ACCESS SUCCESS IN ISRAEL

Significant progress has been made in tackling market access barriers in Israel in the first few months of 2010 following implementation of the EU's Market Access Strategy. European exporters of pharmaceuticals, whisky, beef, cosmetics and animal vaccines all stand to gain. In reflecting on the reasons for success, many factors contributed. However, sustained and close co-operation between the European Commission, EU Member States and business is a common thread throughout.

The EU Delegation and EU Member State Embassies in Israel began their work to improve market access by identifying all the barriers faced by European exporters. Input from business was the key ingredient in this, as well as in setting a clear and specific objective to address each barrier. Common messages were then developed to ensure a systematic and consistent position was transmitted to Israeli counterparts. These were then taken forward with Israeli interlocutors. European Commission headquarters weighed in throughout, providing expertise and guidance, and also raising the issues with Israeli counterparts at every opportunity.

In working to address the market access problems, a significant investment was made in reaching out to non EU countries.

On some issues, trading partners had diametrically opposed views to the EU. However, in many cases, views proved to be closely or totally aligned. When this was the case, co-operation often proved to be effective.

Timing was also key. For Israel, its accession process to the OECD provided an opportunity to address two key market access barriers –

intellectual property rights and taxation of alcoholic spirits. By ensuring that these two issues were raised at the right moment in Israel's OECD accession process, substantial progress was facilitated.

Finally, discussions at the Market Access Advisory and Trade Policy Committees in Brussels at the end of 2009 were invaluable. They helped maintain momentum, set priorities and provided very useful visibility to the market access efforts. Success came hot on the heels of the discussions in Brussels:

- On the issue of **intellectual property rights**, EU business has had long-standing concerns in Israel about weak copyright and patent protection, above all for pharmaceuticals. The weakness of the Israeli regime not only created problems in Israel, but also gave Israeli drug firms an unfair advantage in markets around the world.

Undertakings by Israel in March 2010, which came at a vital staging post in Israel's OECD accession, should bring significant improvements, providing more effective protection to EU and Israeli firms.

- EU exporters have faced a **discriminatory tax regime for alcoholic spirits** in Israel for many years. Following sustained efforts, Israel announced in March 2010 that it is planning to introduce a non-discriminatory specific taxation regime for all alcoholic spirits. While a concomitant across the board tax hike means that new opportunities for EU companies may be more constrained than originally hoped, the competitiveness of EU exports in comparison to domestic Israeli spirits is set to improve greatly. Opportunities would also increase if the transition arrangements to the new regime were improved.



- Israel announced a far reaching reform of its policy on **livestock and meat imports** in March 2010. This should end unjustified bans on the import of both live bovines and beef from nearly all EU countries. While the reform falls short of a full alignment with relevant international standards, it is an important step forward in terms of better market access.

- Other improvements were also secured. The Israeli authorities removed in January 2010 an effective and unjustified **prohibition of imports of lanolin**, a product used in cosmetics, from certain EU countries. The EU producers concerned are now able to export to Israel if they provide a statement that the product in question is in line with relevant EU require-

ments. Finally, after a long delay, the Israeli authorities launched in February 2010 the final procedure to register an animal vaccine produced in the EU.

While always hopeful that the recent run of success can be maintained, the focus will naturally now shift to some degree to ensuring the reforms are effectively implemented. However, continuing to tackle outstanding and new market access barriers will always be core business. Key lessons learned are that close co-operation with all concerned, setting precise objectives and building broad coalitions can deliver market access results.

EU Delegation in Israël

THE VOICE OF BUSINESS ***European Spirits Organisation***

The European Spirits Organisation (CEPS) is the representative body for the spirits industry at the European level. Its membership comprises 31 national associations representing the industry in 27 countries, as well as a group of leading spirits producing companies. The European Union is a major producer of spirit drinks and the leading exporter worldwide. In 2009, exports outside the EU were worth over 5,7 billion Euros.

In the past decades, globalisation of trade and changing drinking habits have enabled the sector to reach new markets around the world. EU spirits have experienced significant growth at the international level. Parts of the world, such as Asia, where people previously consumed only domestic spirits, have started enjoying European products.

Success makes European products a tempting target for trade barriers. Countries sometimes

put in place legislation that restricts trade in spirits. This can take several forms, such as the implementation of very high tariffs, multiplication of labelling requirements, or the use of different technical standards. These measures may have different explanations, but in many cases the legislation appears to have been put in place to protect powerful domestic spirits industries.

The huge improvements brought by the Market Access Strategy, and recently the development of the Market Access Advisory Committee and other tools such as the market access database, and the “fiches” setting out key technical barriers to trade, offer opportunities to stakeholders to have improved access to information. CEPS believes that these improvements have made the MAAC an excellent forum to express concerns over trade barriers developed by third countries, and to promote joint action to address them.



CEPS works closely with the Commission to resolve the many barriers to trade affecting our sector. The reason for the efficiency of the MAAC is that it offers the possibility for stakeholders to inform and alert the Commission and Member States of very threatening and often urgent situations. The recent addition to the agenda of the “early warning” item illustrates the free exchange which takes place between the three main actors in the Strategy.

CEPS has already enjoyed a number of success stories. For instance, in 2008, Colombia introduced what amounted to a de facto import ban on imported spirits. Complicated new labeling requirements were published on 23 June, with effect from 1 July 2008. Products coming into Colombia from that date had to be compliant. Since there had been no prior consultation or announcement about this measure, and no notification at the WTO, EU exporters were caught entirely unaware and it was impossible to change labels in the time-frame given. At that time, CEPS alerted the Market Access Unit and TBT Unit, first informally then at a MAAC meeting. This forum was used as an opportunity to inform both the Commission and Member States. Following Commission and Member State action, Colombia reviewed its legislation and withdrew its trade restrictive proposals as soon as 20 August 2008. This swift reaction made it possible to avoid a lasting blockage of trade with Colombia: eventually, EU spirits exports in 2008 were not far short of the 2007 figures (€24m vs. €29m).

It is to be hoped that the close cooperation with the Market Access Unit will continue to

help the sector fight barriers to trade. CEPS has recently informed the Market Access Unit of legislation on the National Technical Regulation on Alcoholic Beverages that Vietnam notified to the WTO. This legislation sets arbitrarily low limits on naturally occurring chemical components in spirits. If implemented as such, it would effectively forbid EU spirits from being sold in Vietnam, thus losing the EU tens of millions of Euros of annual trade with a dynamic Asian market. CEPS worked with the Commission and some Member States to contact Vietnam to alert the government of the consequences of their legislation for imported spirits. Hopefully this procedure will be sufficient to eradicate the barrier, or at least that it will create a constructive dialogue with the Vietnamese authorities.

CEPS and the equivalent body representing the wine sector, CEEV, are strongly committed to the success of the Market Access Partnership. Considering the numerous trade barriers that the sector faces, CEPS felt it would be useful to have an appropriate forum both to alert the Commission and Member States of new trade barriers and to co-ordinate joint action to resolve them. This platform, created in September 2009, is the Market Access Wines and Spirits Working Group. The third meeting will take place on 10 June and will address a number of questions raised by the industry. It will also offer the Commission and Member States the opportunity to inform the industry of the actions they undertake on the issues discussed.

European Spirits Organisation (CEPS)



EU CALLS ON TRADING PARTNERS TO REMOVE PROTECTIONIST BARRIERS:

European Commission publishes report on potentially trade restrictive measures

On 28 May, the European Commission published its sixth report on potentially trade restrictive measures. A press release and the full report can be found at:

<http://trade.ec.europa.eu/doclib/press/index.cfm?id=576>

The purpose of the report is to monitor the commitment made by G20 leaders to refrain from introducing trade restrictive measures in the context of the economic crisis. It comes out a few weeks ahead of the next G20 summit in Toronto on 26 and 27 June. The EU report contributes to the parallel monitoring exercise at the level of the WTO. It covers measures taken by the EU's 30 main trading partners over the period from October 2008 to April 2010.

The main conclusions of the report are the following:

- Despite an overall gradual improvement of the world economy, growth remains uneven, marking a clear difference between the situations of industrialized and emerging economies. There still exists a risk that increasing unemployment could fuel a second wave of protectionist policies in the course of 2010.

- Between November 2009 and April 2010, 73 further trade restrictive measures have been introduced, thus bringing the total figure of measures in force to 278. The tendency towards new protectionist measures noted in past reports continues unabated.

- Fewer than 20 measures taken in the context of the crisis have been withdrawn or have

expired between November 2009 and April 2010. This figure is clearly disappointing and contrary to the commitment made by G20 leaders to "rectify" such measures. Continuing to add to the stock of protectionist measures without rectifying them puts the economic recovery at risk.

- The creation of the Customs Union of Russia, Kazakhstan and Belarus, effective from 1 January 2010, saw the consolidation of most of Russia's duty increases introduced during the economic crisis. This remains by far the most striking example of entrenching the crisis-related measures in the permanent trade environment, with long-term implications for the resumption of trade flows with Russia.

- The recourse to 'Buy National' policies remains of concern. Moreover, in the field of government procurement there is still a tendency to adopt discriminatory measures.

- G20 members need to reaffirm their commitment to the removal of the measures in place. Vigilance and monitoring are no longer sufficient. Trade flows need to increase again in a balanced way across the globe to help the recovery gain ground.

The European Commission will continue to monitor compliance with the G20 commitments in order to make sure that the still fragile economic recovery is not hampered by protectionist measures.

DG TRADE G.1



***GIVE US YOUR VIEWS ON THE FUTURE TRADE POLICY:
Public consultation launched***

Following the 'Europe 2020' paper adopted by the European Commission on 3 March 2010, the European Commission is now launching a broad public consultation on the future direction of EU trade policy. The consultation is available online at the following address:

<http://ec.europa.eu/yourvoice/ipm/forms/dispatch?form=FutureTradePolicy>

The consultation raises a number of issues that are at the heart of the debate on the EU's trade policy. The Commission's intention is to set out its policy during autumn 2010, explaining how trade policy can help achieve the objectives of the 'Europe 2020' Strategy.

The purpose of the consultation is to gather views from relevant stakeholders regarding the rationale, scope and strategic objectives for a future EU trade policy. The consultation is open to all stakeholders within the EU and in third countries. Individuals, organisations and countries that wish to participate in the consultation process are invited to send their contributions.

The consultation will be open until 28 July 2010. The Commission services will prepare a report on the consultation which will be published on DG TRADE's website. This report will provide a consolidated and anonymous analysis of input received through the public consultation and give an indication of how the Commission will take it into account in preparing its future proposal to the Parliament and the Council.



The questionnaire is only available in English, but you are welcome to answer in any of the official EU languages you should wish to.

Readers of this newsletter are encouraged to participate in this consultation. This is the opportunity to make your views known on the future direction of trade policy, including how you would like to see the Market Access Strategy evolve in the coming years.

DG TRADE G.1



WE NEED YOUR FEEDBACK ON YOUR EXPERIENCE OF THE



Dear Reader,

The Market Access Unit is in the process of evaluating the contribution and impact of the Market Access Database (MADB) towards achieving the goals set out in the Market Access Strategy.

We would therefore like to get your ideas and comments as regards

- the usefulness,
- the user-friendliness and
- the accuracy of the service provided by the European Commission through the



We would be grateful if you would take a few minutes to fill in the questionnaire prepared for your attention and to send it back before 31 July 2010.

The questionnaire is available by clicking here → [MADB questionnaire](#)

We thank you in advance for your kind cooperation!

DG TRADE G.1

***MARKET ACCESS WORKING GROUP ON
SERVICES - POSTAL/COURIER***

A Market Access Working Group on Services-Postal Courier took place on 4th May 2010 in the Commission's headquarters in Brussels. Video-link connection was established with Jakarta, Delhi, Beijing and Berne. Several MA issues were discussed in detail.

Concerning **INDONESIA** and the implementation of the new *Postal Law*, EU industry recalled that an unfavourable version of the law had been passed in September 2009 despite EU efforts to positively impact its content. There will be some delay in implementation since other ministries still need to be consulted. It was suggested that it would be a good moment to reach out to Indonesia with

best practice examples from the postal and courier sector or more widely, perhaps by organising a workshop.

Concerning **RUSSIA**, the *Custom Union* was discussed in detail and EU industry provided a thorough assessment. The situation remains unclear as regards timing and substance of the implementation of the Customs Union.

Concerning **CHINA** and the *Custom Order 172*, the Commission debriefed about the latest discussions on this issue, including at multilateral (WCO) and bilateral level (next meeting to take place in October 2010). Industry stressed again how Customs Order 172 and



the envisaged 4 hour advance notice manifest would have a detrimental impact on its business and in turn also on European and Chinese exporters that relied on just-in-time supply chains for their production. Concerning the *new Chinese Postal Law*, EU Industry informed about problems faced in order to obtain the new license from the State Postal Bureau. The Commission assured industry that it had already raised this issue and would do so again.

Concerning **INDIA**, and the *ongoing review of the Postal Law*, the EU Delegation debriefed on the outcome of a meeting organised with the express industry the previous month. The EU Delegation considers that the review seems to be going in the right direction. According to the EU Delegation, it is unlikely that the draft bill will be ready in time for this year's Monsoon parliament session. The EU Delegation considered that it would be a good moment to intensify contacts with the Indian government, to share best practice on postal regulation, by bringing experts to Delhi.

Concerning **EGYPT**, COM debriefed on the good news concerning the *extension of li-*

ences for express service providers with active involvement of the EU Delegation in Cairo. Some problems remain with regard to the excessive level of the license fees.

Concerning **CANADA** and the issue of *out-bound international mail*, the Commission outlined the most recent developments in Canada regarding a draft bill which would liberalise this segment of the market. The issue has also been raised in several contacts with the Canadian government in recent months. Industry informed of intensive bilateral contacts with the Canadian authorities and suggested to keep this issue low profile for the moment in the hope that the bill would be passed by Parliament.

Further issues discussed related to barriers in **Bosnia, Brazil, Switzerland**, the postal reform process in **Japan** as well as debriefing on **multilateral and FTA negotiations**.

A working programme/follow-up action was agreed for most countries.

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MEDICAL DEVICES WORKING GROUP

The sixth meeting of the market access working group on medical devices took place in Brussels on 15 April.

Discussions between all stakeholders (EU industry, Member States, Commission services) focused on recent developments in **Brazil** (registration requirements) and **Korea** (Restriction of Hazardous Substances, product classification, pricing). The working group also addressed more systemic problems in **India** (new regulations, bar codes, classifica-

tion, shelf-life requirements, regulatory cooperation, FTA negotiations) and **China** (regulatory co-operation, new regulations).

Industry thanked the Commission delegations in these countries for their strong involvement, which is key to carrying forward our market access efforts.

Operational conclusions consist of follow-up actions (meetings and contacts with third



countries, legal interpretations, intelligence gathering) on ongoing issues.

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DG TRADE G.1

***PROMOTION OF THE MARKET ACCESS STRATEGY
TO GERMAN CHAMBERS OF COMMERCE***

At a meeting of the working group on customs issues of the German Chambers of Commerce in Hannover on 7 May, the Market Access Unit presented the tools of the Market Access Strategy, notably the partnership concept and the multitude of export-related information offered by the Market Access Database, to representatives of about 80 German Chambers of Commerce.

This event provided an excellent opportunity to exchange views on practical aspects of the

Market Access Strategy, including ways to make the Market Access Database better known to Business. One of the issues discussed was how best to reach out to SMEs and make sure they can feed their problems on third country markets into the Strategy. All participants agreed that because of the proximity to their local business, Chambers of Commerce have an important multiplier role in this respect.

DG TRADE G.1



Market Access Partnership – Looking Ahead...

10 June	Working Group on Wine and Spirits
23 June	MAAC
25 June	EU-Japan third country cooperation DVC
30 June	Working Group on Textiles
9 July (TBC)	EU-US third country cooperation DVC
12 July	Working Group on Chemicals

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