

H.P. INSTITUTE OF PUBLIC ADMINISTRATION
FAIRLAWNS, SHIMLA-171012



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**TRAINING WORKSHOP
ON
WTO & INTERNATIONAL TRADE ISSUES**

4th

September

2012

Coordinator: **DR. K.K. HANDA**
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Introduction and Objectives

WTO is not only an institution, but also a set of agreements for rules based multilateral trading system. The history of the organization dates back to 1947 when GATT was set up to reduce tariffs, remove barriers and facilitate trade in goods. The GATT evolved through eight rounds of multilateral trade negotiations, the last being Uruguay Round, the WTO came into being on 1st Jan., 1995. GATT then ceased to exist. While GATT had mainly dealt with the trade in goods, the WTO and its agreements now cover trade in services, and in traded inventions, creations and design i.e. intellectual property.

WTO is the only international organization dealing with the rules of trade between nations. At its heart are the WTO agreements, negotiated and signed by the bulk of the world's trading nations and ratified in their parliaments. The goal is to help goods and services producers, exporters and importers conduct their business.

International trade has not attracted the attention of policy makers and other stakeholders at the State level. In respect of certain WTO agreements, compliance with WTO obligations depends on action by State Governments. Agriculture and Industrial subsidies are useful illustrations of this aspect. Further, State governments need to ensure that their policies do not violate India's WTO obligations. Therefore, the sensitization and awareness of this particular issue is needed at the state level.

The Centre for WTO Studies, IIFT, New Delhi is a permanent repository of WTO negotiations- related knowledge and documentation. This Centre is engaged in conducting research programmes and creating a specialized e-repository of important WTO documents, especially related to India, in its Trade Resource Centre.

Training Workshop on WTO & International Trade Issues

In view of the above, a training workshop on WTO and International Trade Issues was organized by the H.P. Institute of Public Administration, Shimla in collaboration with Centre for WTO Studies, Indian Institute of Foreign Trade, New Delhi on 4th September, 2012 to sensitize the stakeholders on the issues related to WTO and International trade pertaining to Himachal Pradesh.

Welcome Address by Sh. Dinesh Malhotra:

At the outset, Sh. Dinesh Malhotra, Director, HIPA welcomed the Chief Guest, Dr. Shrikant Baldi, Principal Secretary (Finance) to the Govt. of Himachal Pradesh and Prof. Sajal Mathur from Centre for WTO Studies, Indian Institute of Foreign Trade, New Delhi and the participants from various State Government organizations to one day training workshop on WTO and International Trade Issues. Sh. Malhotra while highlighting the aims and objective of the

training workshop said that the primary objective of workshop was to sensitize the



Sh. Dinesh Malhotra, Director HIPA, Dr. Shrikant Baldi, Pr. Secy. (Finance)HP & Prof. Sajal Mathur, IIFT at the Workshop.

stakeholders on the issues related to WTO and International trade. He apprised all the participants about the background of world trade and emphasized on the need for the strengthening of the trade associations, trade policies and technical assistances. He also said that WTO plays an important role in enhancing the adoption of better technologies to produce quality products. In the context of

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Himachal Pradesh, he suggested that crops like apples which have great potential to generate revenue to the state should be declared as 'special crop'. He further emphasized that strengthening local economies is a solution to strengthen our national economy.

Introductory Address by Prof. Sajal Mathur:

Prof. Sajal Mathur, Centre for WTO studies in his address highlighted the objectives of WTO Workshop and relevance of addressing International Trade Issues in general and in the context of Himachal Pradesh in particular. He explained that the foremost objective of the workshop is to raise the awareness and sensitizing the stakeholders on WTO and International Trade Issues. The second objective was to give the feedback to industry from different sectors of the state. While explaining the third objective i.e. information needs, Prof. Mathur stressed upon the need to raise brand image of agriculture and horticulture produce for developing appropriate export strategies for H.P.

Inaugural Address by Dr. Shrikant Baldi:

Dr. Shrikant Baldi, Principal Secretary (Finance) inaugurated the training workshop and congratulated HIPA faculty & Centre for WTO, New Delhi for organizing the workshop. Referring to the regional impacts of WTO and international trade, he said that anything that was decided in Geneva had a direct or indirect impact on trade in



Dr. Shrikant Baldi, Pr. Secy. (Finance),HP , Prof. Sajal Mathur, IIFT & Prof. Handa, HIPA at the inaugural session of the Workshop.

other countries.

Talking about the maximizing revenue generation from the fruit crops of Himachal Pradesh, he illustrated that import of costly Australian apple benefits Himachal Pradesh in the way that it results in pushing up the prices of Himachal apples as well.

He recommended that international trade must be governed by same set of rules rather than having different rules for different countries. Having transparent international trade rules is beneficial for developing country. Citing an example, he said, 'equal rules have made China a trade power.' Also, Bhutan has pro-actively produced hydropower and was exporting electricity regularly to the neighbouring countries like India. He further elaborated that for economic advancement, competition holds the key. Therefore, it must be ensured that the quality of products is enhanced to face competition in international market.

Session – I: Overview of WTO and its Impact on the States

Prof. Mathur, as an expert resource person, addressed the participants and interacted with them to highlight the following:

- ❖ WTO, its objectives, main functions, basic principles, coverage, membership and structure.
- ❖ Developments: Doha Negotiations, State of Play – Impasse in MTS, Proliferation of RTA/FTAs – India's engagement in FTAs
- ❖ Impact and Role of States in International Trade/WTO

While explaining about WTO, he described that WTO is successor to General Agreement on Tariffs and Trade (GATT), which was established on January 1, 1995, based in Geneva,

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currently having 157 members and 28 in accession, thus called as Member Driven Organization.

While discussing about the objectives, Prof. Mathur highlighted the following objectives of WTO:

- ❖ Raising standards of living.
- ❖ Ensuring full employment.
- ❖ Ensuring a large and steady growing volume of real income and effective demand.
- ❖ Seeking to protect and preserve the environment.

Prof. Mathur in his presentation briefed about the functions of WTO. Administering WTO agreements, handling trade disputes, monitoring members' trade policies, coherence in global economic policy making and providing technical assistance and capacity building for developing countries are the major functions of WTO.

He told that basic principles of WTO include non-discrimination, predictability, transparency, liberalization and trade remedies.

He also discussed the Impact of international trade on states their constraints with regard to international trade.

He further emphasised that following facts must be considered to boost international trade.

- Production and employment structure.
- Sectoral contributions to GDP.
- Tradable products and their access to the markets.

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Talking about the interest of the states in International trade, he said that trade can boost the economy of a State and the states should take advantage of WTO rights. States should comply with WTO obligations and provide negotiation inputs to government of India. He said that State's export orientation has a statistically significant impact on employment and wages.

Towards the end of the session, Prof. Sajal Mathur explained the WTO rights and cited some examples of WTO rights; trade remedies against the unfair trade practices, intellectual property rights, making subsidy schemes non-actionable and solution for tariff and non-tariff barriers faced by traders.

Session – II: WTO and Industrial Sector in H.P.

Presentation on Overview of WTO and its Impact on the States was then followed by a presentation on WTO and Industrial Sector in H.P. by Sh. Rajinder Chauhan, Senior Industrial Advisor, Department of Industries, H.P. Sh. Chauhan deliberated upon the issues of potential of industrial sector and the strategies to increase the export from Himachal Pradesh. He explained that total number of Industrial Units established in the State are 38,832 including medium, large and small scale units with a total investment of around 16, 322.38 crores rupees generating a total employment of 2, 67, 581 persons.



Participants of the Workshop.

He said that to achieve a target to double the States merchandise export in Rupee terms over the next 5 years to about Rs.3000 crores (US\$600 million), export growth at an average rate of 17 to 20 % per annum, is required. He recommended that Himachal Pradesh need to build on its strength in certain critical industries with export potential such as engineering, textile, pharmaceutical including bio tech, agro-food processing, electronics and IT products, gems and jewellery and natural resource based exports such as agriculture & horticulture produce, plantation crops like tea, etc.

Moving on to the action plan to be adopted for different industrial sectors, he briefed about the plans as below:

- ❖ In engineering industry, there is need to move up the value chain both in terms of domestic production and exports. Manufacturing of exportable products and setting up manufacturing facilities in these areas could be actively encouraged and incentivized.
- ❖ MSME encouraged and incentivized to upgrade and induct latest environment friendly and green technology – concentrate on productivity and quality and formulate a technology up gradation scheme for MSME sector by creating a corpus fund in a phased manner with contribution from both the Industry and Government.
- ❖ As far as the Pharma sector is concerned, it has done really well especially as regards quality. The pharma exports from the State are dominated by generic drugs and it has further scope of expansion. Himachal produces nearly 50 % of the total pharma production in the country. So, there is need to concentrate on tapping the potential demand of CIS countries, SE Asia, Japan and countries like Egypt and other West Asian countries. The WTO negotiations should be focused to enable our

pharma industry negotiate preferential access to certain markets and leverage our products in key markets besides enable faster registration of specific generic drugs and unique combinations of our products where we have a unique advantage, ensure exclusivity periods for generic drugs to ensure a sustainable opportunity for our pharma products

- ❖ Similar efforts have to be made for Electronics and IT industry. In so far as this industry is concerned especially electronics efforts are mainly required for import substitution. Indigenous demand for these goods is very high and whatever is produced over here has a demand within the country but only if in terms of quality and costs they are able to compete with similar products being produced outside the country. In order to be cost competitive, we need to have state of the art infrastructure, manufacturing competitiveness by way of low factor cost and pricing power, low exchange rate of our rupee as also relatively lower cost of capital for investment and working capital. We also need to have in place an aggressive approach for attracting reputed international brands to be manufactured here by offering land at low cost with high quality.
- ❖ In case of Textile Industry, both raw material and finished goods have a huge potential. Quota regimes have ended in textile sector in 2004 and since then substantial increase in fresh investments have been seen. We still have to increase our production capacities as also invest in downstream activities by incentivizing investments in this sector. We also need to regulate and control export of cotton and cotton yarn so as to protect our industry
- ❖ Last but not the least, Agriculture sector has a great potential for export. Export of Agriculture produce in H.P. can be concentrated on crops where Himachal has a comparative advantage in terms of climatic

suitability for production of various traditional crops. Similarly we could also concentrate in exports of fruits and vegetables such as apples, pears, peaches, kiwis, almonds, apricots, some citrus fruits, and exotic vegetables grown organically, vegetable seeds, floriculture produce especially in the form of seeds and disease free cuttings.

In concluding remarks, he laid stress on the improvement of quality of products of industrial sector, proper implementation of the export strategies and negotiations with WTO.

Session – III : Issues and interests of H.P. Horticulture Sector in International Trade and WTO regime

Carrying the discussion further, the next presentation on Issues and interests of H.P. Horticulture Sector in International Trade and WTO regime, Sh. Madan Chauhan, Managing Director, HPMC stressed upon the issues and concerns related to the export of fruits and fruit products from Himachal Pradesh. His presentation included the outlook of economic gains for Himachal Pradesh with reference to the fruit based industry. He also attempted a SWOT analysis for export from H.P., status of apple imported to India and exported from India, initiatives taken up by HPMC for export of Apple Juice Concentrate (AJC) and the steps taken and required by state to meet the challenges of WTO. Sh. Chauhan then highlighted the concerns, particularly the potential of apple crop, in International trade. Presentation also included the following points:

- ❖ H.P. produces around 36% of apples, which constitute around 81% of total fruit production in H.P. The area under apple cultivation has increased from 3, 025 ha. In 1960-61 to 2, 08,154 ha. In 2010-11.

- ❖ The strengths under SWOT analysis included the suitable agro climatic conditions, clean & pollution free environment, good governance, locational advantage for export to neighboring countries, high literacy rate 83.78 % – educated and hard working farmers community, adopting latest technology, infrastructure in Co -Operative sector- MILKFED / HIMFED, reforms in Agriculture Marketing set up, participation of private players, establishment of modern grading and packing facilities, CA stores, cool chain facilities in public and private sector, unique flora and fauna and introduction of globally accepted varieties of fruits. The strengths also include the acquired Geographical indicators (GIs) for Chamba rumal, Bhutti shawls/ caps and Kinnauri beverages, production of nutritious millets, temperate fruits, vegetables, cut flowers, animal products, quality mushrooms, natural honey and variety of high medicinal and aromatic plants and rich forest wealth - carbon credit.
- ❖ Weaknesses under SWOT analysis enlist the tough geographical situations, small fragmented holdings, dying old orchards, processing facility with old technology, inadequate Grading Packing/ CA capacity, poor rail and air connectivity, weak logistic support, inadequate processing capacity, lack of vegetable processing facilities/ drying unit, knowledge deficit in international trade– need for training and capacity building.
- ❖ There are opportunities for the export of fruit crops like apple such as, setting up of markets in private sector/ farm markets/ consumer markets/ contract farming and direct farming, Introduction of single point levy system, farmers representation in boards and committees, import of better plant material, rejuvenation of old senile orchards, and the import and

installation of modern infrastructure for grading / packing and other facilities.

Sh. Madan Chauhan also stated that the Himachal Apple is being exported to the neighbouring countries like Bangladesh, Nepal, Indonesia, Vietnam and UAE. Therefore, we need to improve the quality of apples and to explore a good number of other nations where demand of Indian apple is good.

At the end, he stressed upon the following issues:

- *Export Initiatives taken up by HPMC:* HPMC has exported apples from Kinnaur to England and exports of Apple Juice concentrate (AJC) undertaken since 1990-91 to Germany, Holland, South Africa, European countries, USA and Ghana. “With latest upgradation of computerized grading packing lines HPMC will be able to export quality apples”, he said.
- *Constraints in export of Apple Juice Concentrate:* Lack of better technology, outdated plant and machinery and inadequate capacity to meet even domestic demand are the major constraints.
- *Implications of WTO on Apple Industry:* Imports of apple from USA, Australia, New Zealand and China have increased manifold during last few years. And apple import increased from 21,622 M.T. in 2004-2005 to 134,577 M.T’s in 2010-2011. Thus, import duty on foreign apple should be put on the maximum bound rate as applicable on other fruits from the present rate.
- *Apple should be declared as “special product”:* As the apple industry operates under various difficulties and constraints of small scattered land holdings (0.3 to 1.20 h.a) and physiological quality of apples in State is

not comparable to that produced in advanced countries under favorable conditions employing mechanized and advanced scientific post harvest techniques, the apple should be declared as “ Special Product”.

On a final note, Sh. Chauhan cited few steps taken by the State to meet the challenges of WTO, which mainly include; replacement of old and uneconomical plantations, import of virus free rootstock by Government; improved, high yielding and globally popular varieties, CA stores set up by HPMC; and packing houses of HPMC equipped with latest machinery to bring about standardization with assistance of APEDA. He recommended that the financial assistance could be sought from the revenue earned from carbon credits to develop the horticulture sector.

Session-IV: Video Film on WTO Activities

This session started with a short movie on WTO, shown by Prof. Mathur. The movie made glimpses on functioning of WTO since 1995, major trade disputes, the cases solved at WTO, dissemination activities through publications and timely information on website.

Session-V: Implications of WTO & international trade for H.P.

After the short film is over, Dr. Handa invited the next key speaker



Sh. Vinod Rana, Deputy Director, Deptt. of Economics & Statistics, HP presenting his views at the Workshop.

Sh. Vinod Rana, Deputy Director, Department of Economics & Statistics, H.P. to make a presentation on the Implications of WTO & International Trade for H.P.

Sh. Vinod Rana began his presentation with the introduction of Himachal Pradesh and its pattern of economic growth. As per the data of H.P. revealed by Sh. Rana, the per capita income has shown a rising trend as it has increased from Rs.43, 966/- in 2007-08 to Rs. 73, 608/- in 2011-12. Likewise, the Gross State Domestic Products (GSDP) at current prices has also shown an upward trend as it has increased from Rs.33, 963 crores in 2007-08 to Rs. 63,084 crores in 2011-12.

Talking about the agriculture sector, Sh. Rana explained that the provisions of WTO offered ample opportunities for India to expand its export market. International price of agricultural commodities have since then plummeted, because of which domestic price turned higher than international price, which made India an attractive market for import of most agricultural commodities. Showing the dark side of the market, he said, the impact of W.T.O on agriculture was severely felt by India as cheap imports have frequently hit the Indian market, causing shock waves among the agriculture producers. Limitations of resources and skills of smaller countries to understand and negotiate under rules of various agreements of WTO, incompatibility of resources of developed and developing countries are causing problems in implementing various decisions.

“If we talk particularly about Himachal Pradesh, the global agribusiness, governed by the WTO regime, would have far reaching implication for Himachal Economy”, he said. Agriculture has an important place in the Himachal economy as it is the single largest sector providing direct or indirect employment to about 60-65 per cent population of the State and contributes about 20 per cent to Gross State Domestic Product.

While showing data on export potential, Sh. Rana said that almost every District or regions of Himachal Pradesh has a good potential for export of

different products like cotton, synthetic yarn, calcium carbonate, other chemicals, machineries, tools, food items, surgical instruments, cloths/ fibers, essential oils, herbal extracts, etc.

Concluding his presentation, Sh. Vinod Rana made the following remarks:

- ❖ The era of liberalization and opening of Indian market for foreign commodities seem to have negative impact on agriculture sector of Himachal Pradesh. This is because of differential subsidies criteria adopted by developed nations to reduce the agricultural prices in international market.
- ❖ The other factor which are creating problem to increase States' international trade are, poor quality of production, poor infrastructure in terms of roads, transport, poor packing and grading system and lack of knowledge about market intelligence.
- ❖ In WTO era, only technology can play the key role, to enhance growth in agriculture trade. Therefore improving efficiency of production by way of increasing agricultural productivity or reducing cost of production would help improve competitiveness of many agricultural products.
- ❖ The efforts need to be made for development of production and infrastructure in terms of transport, markets, credit, storage, warehouses and processing.
- ❖ Quality needs to be improved in international trade; hence improvements in sanitary and phyto sanitary conditions at the

level of production, transportation processing and export are essential.

Session – VI: Filing and Obtaining GI in India- Case Studies of Geographical Indications from Himachal Pradesh

A presentation on the topic entitled “Filing & Obtaining GI in India- Case Studies of Geographical Indications from Himachal Pradesh” was made by Sh. Shashi Dhar, Sr. Scientific Assistant from State Council for Science, Technology & Environment, Himachal Pradesh. He started his talk with showing data on registered Geographical Indications. He said, more than 170 GIs have been registered up to July, 2012. Explaining about the benefits of GI registration, he said, it confers legal protection to geographical indication in India and prevent unauthorized use of GI’s by others. In addition to this, the registration of GIs promotes economic prosperity of producers and enables seeking legal protection in other WTO member countries. He further mentioned that any association of persons, producers, organization or authority established under law can apply for the GI registration.

Talking about the international importance of GIs, he said, a geographical indication (GI) is a form of protection provided in the Trade Related Aspects of Intellectual Property Rights (TRIPS) Agreement of the World Trade Organization (WTO) which protects the intangible economic assets such as quality and reputation of a product through market differentiation. It is considered as a promising tool at the international level to maintain quality, originality and reputation of the product. He said that after the GI Act 1999 came in to force, the Himachal Pradesh Patent Information Centre (HPPIC) identified possible

potential products capable of registration under GI Act 1999 on the initiative of PFC, TIFAC. As per the notification issued by Govt. of Himachal Pradesh on 'Policy for the Registration and Protection of Geographical Indications of Goods in Himachal Pradesh', the Geographical Indications will be protected under the Geographical Indications of Goods (Registration and Protection) Act, 1999 of Govt. of India and the Geographical Indications of Goods (Registration & Protection Rules, 2002), he added.

The identified list of items of GIs of Himachal Pradesh include Kullu Shawl, Kangra Tea, Chamba Rumal, Kinnauri Shawl, Kangra Paintings, Kinnauri Kala Zeera , Chamba Chappal, Kinnauri cap, Red rice, Apples of Himachal Pradesh, Apple wine (Kalpa), Angoori (Traditional wine of Kinnaur), Chulli Oil (Apricot oil), ChilGoza, Traditional Lahauli Crafts (Gloves and Socks), Pahari Aloo -Himachal Potato and Lahaul Hops.

On new initiatives in GIs, he said, HPPIC is preparing the case of Wild Apricot oil (Chulli Oil) for protection under GI Act, which is used for medicinal purposes as well as is also a variety of edible oil.

Based on the surveys conducted by H.P. Patent Information Centre (HPPIC), GI is successful in making difference between real and fake products, increase in sale, price and production and the general increase in Earning (Rs) after GI.

Training Workshop on WTO & International Trade Issues

On a final note Prof. Mathur recommended the following points for consideration:

- ❖ The institutional collaboration will serve the purpose in understanding WTO issues. Every stakeholder department should derive benefit of this collaboration.
- ❖ E-learning on WTO & international trade issues would facilitate the understanding the issues related to WTO.
- ❖ Training workshops/ capacity building of stakeholders should be taken up on regular basis.

The WTO issues & international trade related state specific data should be collected and suitably compiled for facilitation of all stakeholders.

Vote of Thanks:

The meeting ended with a vote of thanks by Dr. K.K. Handa, Course Director of this training workshop. He thanked the Chief Guest for his keen interest in issue of WTO and international trade.

Dr. Handa also extended his thanks to the key speakers and all the



Prof. Sajal Mathur, IIFT & Prof. Handa, HIPA at the end of the session of the Workshop.

participants from different departments for their active participation and sharing their ideas which would help in evolving future strategies for the effective working on this issue of strategic importance not only for the country but for Himachal Pradesh as well.

Annexure -I

List of Participants

Dignitaries at the Workshop			
1.	Dr. Shrikant Baldi, IAS Pr. Secretary (Finance) to the Govt. of Himachal Pradesh.		
2.	Sh. Sajal Mathur Centre for WTO, IIFT, New Delhi		
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