

**LOCAL MARKET ACCESS TEAMS  
UNDER THE MARKET ACCESS PARTNERSHIP**

**DECEMBER 2009**

A key element of the Market Access Strategy is the work of local Market Access Teams (MAT), bringing together the partners based in the third country concerned. While the concept of a MAT is a flexible one, MATs can functionally be seen as mirroring the MAAC-structure in Brussels: from providing a general platform for coordination among the Commission and MS, involving business where needed, to creating specific thematic Working Groups when necessary.

The format of a MAT does therefore range from regular trade counsellor's coordination meetings on market access issues (between Commission DEL and MS and involving business when appropriate) to very specific, working group-type meetings that focus on a special barrier or sector. While in some countries, this sort of coordination on trade barriers has already been well established (and served as best practice for new MATs), for other countries the launching of the Market Access Partnership has given a new impetus.

In order to ensure transparency on joint activities in third countries under the Market Access Partnership and to enable interested partners to participate, the following overview tries to consolidate all local activities under the Market Access Partnership, indicating if the Group is tackling a specific (sectoral) issue and/or if business is involved (in alphabetical order). It should be noted that reflections on the setting up of further MATs in other important export markets are ongoing.

Market access teams	Contact	Scope
<b>ARGENTINA</b>	EU Delegation, Buenos Aires  Delegation-argentina- ecco@ec.europa.eu	<p>In addition to the horizontal trade counsellor meetings, specific MATs have been created on:</p> <p><b>IPR:</b> Started in May 2008 (DEL+ MS+IPR right holders and their legal representatives, chambers and associations), for follow up of the results of the EU-Argentina IPR Dialogue initiated in February 2008.</p> <p><b>SPS:</b> Started in 2006 (DEL+MS to discuss with the national authorities regulatory issues, such as prelisting of exporting establishments and import regulations and procedures for specific sectors, (milk and meat products, saplings, etc). With a prelisting system working smoothly and with most major issues solved, the MAT will now only meet if circumstances so require.</p> <p><b>"Non automatic Licenses (NAL)":</b> Started in March 2009 (DEL+MS+ representatives of the private sector) to discuss on issues related to the recent extension of the NAL system to many industrial products and to combine efforts to facilitate imports by EU companies.</p>

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<p style="text-align: center;"><b>AUSTRALIA</b></p>	<p style="text-align: center;">EU Delegation, Canberra delegation- australia@ec.europa.eu</p>	<p>In addition to the horizontal trade counsellor meetings, specific working groups have been created on:</p> <p><b>Luxury car tax:</b> Started in March 2008. Working towards removal of luxury car tax or substantial increase in the threshold.</p> <p><b>SPS:</b> Started in March 2008. Its focus is on progressing already identified SPS MA issues, notably pigmeat, raw milk cheese and beef access (BSE) and the implementation of revisions to Australia's biosecurity and quarantine system.</p>
<p style="text-align: center;"><b>BRAZIL</b></p>	<p style="text-align: center;">EU Delegation, Brasilia delegation-brazil@ec.europa.eu</p>	<p><b>IPR:</b> Started in April 2008 (DEL/MS) concerning barriers on food products, textile and leather goods, and health related issues and cultural goods; dedicated MA session with INTERPHARMA (pharmaceutical industry) in March 2009</p> <p><b>Customs Valuation:</b> Started in June 2008 (DEL/MS). Focusing inter alia on licensing problems, fiscal and tax problems, recalculation of prices at the border, red tape and problems dealing with promotion.</p> <p><b>SPS:</b> Launched in July 2008 to tackle different SPS issues, mainly the question of regionalisation and the issue of the prelisting system. (DEL/MS).</p> <p><b>Investment and Public Procurement:</b> started in October 2008. Main issues are related to closed sectors and discriminatory treatment for foreign investments, cumbersome administrative procedures, complexity of the taxation system and problems related to restrictive Brazilian Labour legislation.</p> <p><b>Trade Defence problems, TBT issues and Service Sector:</b> started in December 2008 to monitor several problems in these areas.</p>
<p style="text-align: center;"><b>CANADA</b></p>	<p style="text-align: center;">EU Delegation, Ottawa Delegation-Canada@ec.europa.eu</p>	<p><b>Horizontal:</b> Market access issues discussed with MS within the Economic Counsellor meetings. First MAT meetings on <b>IPR enforcement</b> and on <b>pharmaceutical patents</b> respectively were held in June 2009. Economic Counsellors are also considering whether to establish another MAT on <b>public procurement</b>. Many of these issues have since been taken up in the current bilateral negotiations for a Comprehensive Economic and Trade Agreement (CETA).</p>
<p style="text-align: center;"><b>CHILE</b></p>	<p style="text-align: center;">EU Delegation, Santiago Delegation-chile@ec.europa.eu</p>	<p><b>Horizontal:</b> General coordination between DEL and MS reinforced in 2008 to ensure MAT function (with business participation if needed).</p>
<p style="text-align: center;"><b>CHINA</b></p>	<p style="text-align: center;">EU Delegation, Beijing delegation-china@ec.europa.eu;</p>	<p><b>Government Procurement</b> Advisory Group: Started in February 2008, intended to follow very closely and give feedback on Chinese</p>

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	Haige.WU@ec.europa.eu	initial offer to join the GPA, to give input for the negotiation process. <b>Horizontal:</b> Very active involvement in discussions held within the working groups of the European Chamber of Commerce.
<b>CHINA – HONG KONG and MACAO</b>	EU Delegation, Hong Kong delegation-hong-kong@ec.europa.eu	<b>Horizontal/Sectoral:</b> MAT-meeting follows the monthly coordination meetings with MS, by inviting business participation for sectoral presentations, and ad hoc meetings on specific issues when required. Issues include competition legislation, standards, food safety and intellectual property.
<b>COLOMBIA</b>	EU Delegation, Bogotá Delegation-colombia@ec.europa.eu	<b>Horizontal:</b> Coordination between DEL and MS reinforced in 2008 to ensure MAT function (with business participation if needed).
<b>EGYPT</b>	EU Delegation, Cairo delegation-egypt@ec.europa.eu	MAT on <b>SPS</b> issues started in December 2008 and meetings take place every 2 months.
<b>INDIA</b>	EU Delegation, New Delhi Delegation-India@ec.europa.eu	<b>Horizontal:</b> Market access issues discussed with MS within monthly Economic Counsellors' meetings.
<b>INDONESIA</b>	EU Delegation, Jakarta delegation-indonesia@ec.europa.eu	Market Access Teams started in April 2008 involving DEL, MS and business covering <b>Agro-food, Pharmaceuticals and IPR</b> . Meetings are often held jointly with EuroCham working groups.  In December 2009, new MATs <b>covering alcoholic drinks and cosmetics</b> were established.  Following the increase of new trade restrictive measures in Indonesia, the Economic Counsellors' decided to establish a 'generic' market access forum with industry and MS to discuss priorities and strategy. This forum will meet for the first time in January 2010.
<b>ISRAEL</b>	EU Delegation, Tel Aviv delegation-israel@ec.europa.eu	<b>Horizontal:</b> General coordination with MS similar to MAT, with business participation when appropriate, and special meetings on specific issues if required. Key issues include <b>IPR, SPS and alcoholic spirits</b> .
<b>JAPAN</b>	EU Delegation, Tokyo deljapan@deljpn.ec.europa.eu	<b>Vaccines:</b> Started in January 2008, coordinating action and information sharing to improve market access for human vaccines. <b>Government Procurement</b> MA Task force reactivated in April 2009. <b>BSE:</b> Tokyo-based task force. Long-term aim to lift ban on European beef. Mid-term aim to get Japanese authorities to undertake inspections. <b>Wood:</b> task force to address regulatory issues to ease import of EU timber
<b>KAZAKHSTAN</b>	EU Delegation, Astana	<b>Horizontal:</b> Regular MATs and trade counsellors meetings via DVC between Almaty

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	delegation-kazakhstan@ec.europa.eu	and Astana since 2008.
<b>KOREA</b>	EU Delegation, Seoul Delegation-rep-of-Korea@ec.europa.eu	<b>Horizontal:</b> Market access issues are regularly discussed with MS within monthly Economic Counsellors' meetings and with industry in separate ad hoc meetings. <b>Working Groups:</b> <b>SPS-TBT</b> started in December 2007. Subgroup on <b>alcoholic beverages</b> in April 2008. Issues tackled include licensing and labelling for alcoholic beverages and approval of food additives. Additional groups created in May and October 2009, also as a monitoring tool once the FTA concluded: <b>IPR, Public Procurement, Cosmetics, Health care, Telecommunications, Financial services, Non financial services, Chemicals, Automotives</b>
<b>MALAYSIA</b>	EU Delegation, Kuala Lumpur alessandro.paolicchi@ec.europa.eu	Market Access Team to be established in first meeting on 20 January 2010 (back to back with Economic Counsellors' meeting).
<b>MEXICO</b>	EU Delegation, Mexico delegation-mexico@ec.europa.eu	<b>Horizontal:</b> Coordination between DEL and MS to ensure MAT function (with business participation if needed) and ad hoc MAT meetings on specific topics. In addition to the horizontal trade counsellor meetings, specific MATs in 2009 have been created on IPR (GI-related issues in particular) and SPS(pork and beef exports to Mexico in particular).
<b>MOROCCO</b>	EU Delegation, Rabat delegation-morocco@ec.europa.eu	<b>Horizontal:</b> General coordination between DEL, MS and Chambers of Commerce reinforced in 2009 to ensure MAT function.
<b>NEW ZEALAND</b>	EU Delegation, Wellington delegation-new-zealand@ec.europa.eu	Started in February 2008. Covers market access issues identified by MS, with an initial focus on <b>wines and spirits</b> (NZ Government's lack of implementation of its own GI legislation) and <b>biosecurity</b> .
<b>NIGERIA</b>	EU Delegation, Abuja delegation-nigeria@ec.europa.eu	<b>Horizontal:</b> General coordination between DEL and MS reinforced in 2008 to ensure MAT function (with business participation if needed).
<b>NORWAY and ICELAND</b>	EU Delegation, Oslo delegation-norway@ec.europa.eu	<b>Horizontal:</b> Started in February 2008. Market Access issues are discussed within the MS Economic Counsellor Meetings. Recent issues include high tariffs for processed agricultural products, difficulties in promoting wine, beer and spirits and customs reclassifications resulting in higher tariffs (child food classification and annulment of GSP-tariffs for cut flowers)
<b>PHILIPPINES</b>	EU Delegation, Manila	Started in April 2008 with an initial priority on <b>spirits and medicines</b> . Also considers issues

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	delegation-philippines@ec.europa.eu	such as <b>SPS</b> (beef, meat exporters) <b>IPR</b> , <b>financial services</b> and the " <b>common carrier tax</b> ".
<b>RUSSIA</b>	EU Delegation, Moscow delegation-russia@ec.europa.eu	<b>Horizontal:</b> Started in February 2008. Market access Teams elaborated main market access barriers. Work continues on specific market access issues.
<b>SOUTH AFRICA</b>	EU Delegation, Pretoria Delegation-s-africa@ec.europa.eu	<b>Horizontal:</b> Reinforced focus on market access issues, which are discussed with MS at the monthly EU Economic Counsellors meetings. If necessary, ad hoc working groups are set up to address a particular issue, including business representatives where appropriate
<b>SWITZERLAND</b>	EU Delegation, Bern delegation-bern@ec.europa.eu	<b>Horizontal:</b> First meeting between DEL and MS Trade Counsellors under Market Access Strategy in April 2008 to examine barriers to trade and common action.
<b>TAIWAN</b>	EU Delegation, (European Economic and Trade Office) Taipei eeto-taiwan@ec.europa.eu	<b>SPS:</b> Started in October 2007. Focusing on problems raised by Member states (protocols for pork meat, poultry meat, fruit and vegetable, and BSE) <b>IPR:</b> Started in February 2008. Focus on clarifications on trademark law vs fair trade law; release of counterfeit goods by courts / power of attorney / standards for testimony in civil cases; seminar with the new IP court; look alike <b>Horizontal:</b> Market access issues are discussed at bi-monthly trade counsellors' meetings;.
<b>TURKEY</b>	EU Delegation Ankara Delegation-turkey@ec.europa.eu	<b>Horizontal:</b> Market access issues are regularly discussed at monthly trade counsellors' meetings. Occasionally, DEL organises meetings with business representatives and MS for discussion of specific topics.
<b>TUNISIA</b>	EU Delegation, Tunis delegation-tunisia@ec.europa.eu	<b>Horizontal:</b> Market access issues are regularly (from March 2008) discussed with trade counsellors and business (DEL, MS, & EU Chambers) with current priorities on <b>wines and spirits</b> , transparency of <b>technical and customs controls &amp;</b> origin issues. <b>SPS:</b> started in June 2008. <b>TBT</b> started in December 2008 focusing on restrictive norms and standards, import control problems and transparency issues.
<b>UKRAINE</b>	EU Delegation, Kiev delegation-ukraine@ec.europa.eu	<b>Horizontal:</b> Market access issues are regularly discussed at monthly trade counsellors' meetings; business representatives may occasionally join the EU monthly meetings for discussion of specific topics.

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UNITED STATES	EU Delegation, Washington delegation-washington@ec.europa.eu	<b>Horizontal:</b> Market access issues are regularly discussed at monthly trade counsellors' meetings (DEL and MS). In addition, DEL also has regular meetings with industry (EABC, TABD, CBI, BDI etc).
VENEZUELA	EU Delegation, Caracas delegation-venezuela@ec.europa.eu	<b>Horizontal:</b> Market access issues are regularly (from February 2009) discussed at monthly trade counselors' meetings (DEL and MS); business representatives join bimonthly the EU meetings.
VIETNAM	EU Delegation Hanoi delegation-vietnam@ec.europa.eu	<b>Horizontal:</b> Started in February 2008 (DEL, MS, EuroCham); specific issues discussed are <b>IPR</b> (Examination of market access barriers on pharmaceuticals – data protection, examination of unsatisfactory legislation and deficient enforcement of IP rights) as well as the implementation and monitoring of several WTO - related commitments, <b>government procurement, customs and rules of origin</b> issues, special consumption tax law on <b>alcoholic beverages</b> .