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**Interview of the Director-General of  
United Nations Industrial Development Organization, Carlos Magariños  
by Judy Swallow of BBC World Service  
Saturday 19 May 2003**

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**Judy Swallow:** “This is News Hour. Now, imagine you are a small cheese maker in a poor country like Mauritania. Your product is unique. It’s camel’s cheese. So it’s low in cholesterol, high in vitamins, good for people with dairy allergies, and success. You find an enthusiastic buyer in Europe. But, then you hit EU bureaucracy, which requires approval for export from the Council of Ministers, the Parliament and the Commission, all translated into eleven languages. Guess what, the deal collapses. It is just one of the stories that has been heard at the Conference of Least Developed Countries in Brussels this week. One of those they are trying to cut through the red tape and the trade barriers.

**Carlos Magariños:** “Well, maybe one intelligent, very wise decision would be to establish a sort of unique window for small producers from the least developed countries. I am sure that the procedures can be simplified.”

**Judy Swallow:** “Is this though, tariff barriers done by, ‘in the name of bureaucracy’?”

**Carlos Magariños:** “No, not always. Sometimes, the name of bureaucracy is mentioned to justify the pressure of the lobbies. So, you acknowledge that the pressure of industrial and agricultural lobbies is sometimes using the bureaucratic mechanisms to stop exports from countries, which are not really a danger. Even though, if there were any danger I would recommend taking this step to take the risk.

**Judy Swallow:** “The stories you have been hearing in Brussels. Is it really the European Union that makes it most difficult for these small producers in developing countries?”

**Carlos Magariños:** “Let me be frank. We would be unfair if we said that the European Union is the least willing to work in reducing tariffs and ensuring free market access for developing countries, because at least the European Union made the commitment to allow developing countries to access its market at zero tariffs starting very soon. We feel we are still awaiting such a commitment from, for example, the United States.”