

TALSMANDENS GRUPPE  
SPRECHERGRUPPE  
SPOKESMAN'S GROUP  
GROUPE DU PORTE-PAROLE  
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**"A STAND AGAINST PROTECTIONISM"  
SUMMARY OF THE ADDRESS BY MR CHEYSSON AT THE  
OPENING SESSION OF THE CLUB DE DAKAR**

Libreville, 27 November 1978

**1. LOME: a model policy**

The changes that occurred on the international scene following the oil crisis brought the countries of the Third World to the fore and gave them a major role in the international debate. The long-awaited North-South, or rather West-South dialogue was at last able to get under way.

So far, relatively little progress has been achieved at world level. Only Europe, more dependent than any other group of industrialized countries on links with the developing world, has endeavoured to find closer forms of cooperation in a form bringing together a smaller number of partners.

That is the guiding principle behind the regional approach and the "Lomé policy", the main features of which were outlined by Mr Cheysson: Lomé is a comprehensive cooperation agreement offering a wide spectrum of instruments ranging from virtually complete freedom of access to the European market to the stabilization of export earnings, and including, for example, technical and financial assistance.

It is a contractual agreement, worked out and negotiated between partners, not granted unilaterally by one of the parties alone. It links two groups of countries, each speaking with a single voice, which has strengthened the negotiating hand of the ACP countries and encouraged participation by the various States concerned, irrespective of their individual, freely chosen foreign policies or development blueprints.

**2. Industrial cooperation under Lomé: progress and prospects**

Industrial cooperation, like the transfer of technology, cannot be implemented by fiat. It is essential that industrialists themselves play an active part, but their involvement alone is not enough.

The authorities also have an important role to sustain, particularly at European level, both in promoting investment and in preparing for the changes which will follow on the industrialization of the ACP countries.

Firstly, Europe's public and private companies must be encouraged and helped to enter into joint ventures with ACP countries. The Lomé Convention contains a number of mechanisms for this purpose, but it must be admitted that in practice the

results, although not negligible, have been disappointing. We must therefore make an effort to improve the existing machinery, but also, more importantly, we must endeavour to equip ourselves with additional instruments. This is reflected in the proposals for investment promotion and protection put forward by the Commission in the negotiations for the renewal of the Convention.

The industrial development of the ACP countries must also be taken into account in our own policies, and integrated into any plan for the restructuring of European industries. At the European level in particular we have a wide variety of aids for restructuring, but so far the promotion of industrialization in the developing world has not figured among the criteria for their use. That is what we should be aiming for, and that is the idea behind another important proposal being made by the Commission in the current negotiations: that consultations should be held between the ACP and their European partners in export industries earmarked for rapid development.

Finally, particularly on the European side, it is important to ensure that workers' representatives as well as business interests are involved in the consultations from the outset.

### 3. The current negotiations

The negotiations are difficult, partly because of the large numbers of participants involved, but mainly because of the gloomy economic and social climate in Europe. The Commission and the Community have taken a stand against protectionism, but the danger still lurks.

This is what is worrying Europe's negotiators in the present phase of the negotiations, in the face of the growing number of demands made by the ACP Group. Choices and decisions will have to be made within the Group - and this applies to Stabex in particular - so that the truly significant lines of force of the negotiations can take shape rapidly.

Until this is done they will not be able to get truly under way. A great deal is at stake, and neither the ACPs nor Europe can afford to let slip this new opportunity to advance further along the course on which they embarked over three years ago.