



**COSIPLAN**  
Presidencia Pro Tempore  
Chile 2013 - 2014

## **Meeting of the Executive Technical Group on Trade Integration through Postal Services**

Santiago, Chile

September 27, 2013

### **1. BACKGROUND**

The “Exports through Postal Services for Micro-, Small-, and Medium-sized Enterprises (MSMEs)” project was presented to IIRSA member countries in 2005 by the Brazilian Communications Ministry. Its objective is to integrate micro-, small-, and medium-sized enterprises into the international market by implementing a simplified export system using the postal logistics platform. To date, this system is used in Brazil, Colombia, Ecuador, Peru, and Uruguay, and initial implementation work has begun in Argentina, Bolivia, Chile, and Venezuela.

In November 2011, within the COSIPLAN-IIRSA framework, the member countries decided to create a new, farther-reaching project under the name of “Trade Integration through Postal Services for MSMEs” with the purpose of covering both incoming and outgoing foreign trade in the countries of the region. This project, which incorporates exports through postal services as one of its components, is currently one of the actions identified as a priority in the COSIPLAN Strategic Action Plan (PAE) 2012-2022.

The Work Plan 2013 provides for a study on the best practices in simplification of customs postal operations for imports in South America, technical monitoring and preliminary diagnostic visits to the countries that have already implemented the exports through postal services project or expressed their interest in adopting the system, and a meeting of the Executive Technical Group on this matter.

### **2. OBJECTIVES**

- Report the progress of the Work Plan 2013 in relation to the Trade Integration through Postal Services Project.
- Present the results of the Exports through Postal Services Project in the COSIPLAN-IIRSA member countries that have implemented it<sup>1</sup> and promote the exchange of experiences with the service.
- Present the “Study to survey the best practices for simplifying the customs import formalities for postal consignments” in South America. Analyze the proposal of a simplified model, including its regulatory, operational, economic and institutional feasibility.
- Agree on the Work Plan 2014 for the Trade Integration through Postal Services Project

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<sup>1</sup> Brazil, Colombia, Ecuador, Peru and Uruguay.

### **3. EXPECTED RESULTS**

- Identification of opportunities for cooperation among the countries to streamline the Exports through Postal Services facility.
- Consensus on the best practices for simplifying the postal customs operations for imports and on the implementation of the simplified model. Agreement over the countries interested in applying this model as a pilot experience.
- Work plan and calendar of activities for 2014 in relation to the Trade Integration through Postal Services Project.

### **4. PARTICIPANTS**

The participation of the following stakeholders is expected:

- National Coordinators, representatives of IIRSA CCT, of the Postal Union of the Americas, Spain and Portugal (UPAEP) and consultants.
- Managers of the Exports through Postal Services project, customs officers and postal service officials concerned with the project and representatives from other related areas, such as export promotion agencies.

### **5. PRELIMINARY AGENDA**

- 09:30-09:45     **Opening Remarks**  
*Christian López, Ministry of Public Works, Chile*  
*COSIPLAN Presidency Pro Tempore*
- 09:45-10:00    **Objectives and Expected Results**  
*Vanina Messere, IIRSA CCT*
- 10:00-10:30    **Work Plan 2013: Progress Status**  
*Lecturer: Rose Mary Antunes, Ministry of Communications of Brazil*
- 10:30-11:00    **Exports through Postal Services Project: Progress Made, Obstacles Identified, and Results Obtained**  
*Lecturers:*  
*Javier Marriott, Ministry of Industry and Productivity, Ecuador*  
*Consuelo Arévalo de Bernal, Ministry of Industry, Trade and Tourism, Colombia*
- 11:00-11:15    **Break**
- 11:15-12:00    **Exports through Postal Services Project: Progress Made, Obstacles Identified and Results Obtained (cont.)**  
*Lecturers:*  
*Ana Miyagusuku, PROMPERÚ, Perú*  
*Andrés Gonçalves, Uruguayan Post Office and Fortunato Formento, DINAPYME / MIEM, Uruguay*  
*José Ademar Alexandre de Souza, Representative of the Postal and Telegraph Services Company of Brazil*
- 12:00-12:30    **Q&A and Comments**  
*Moderator: Vanina Messere, IIRSA CCT*
- 12:30-14:00    **Lunch**

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- 14:00-14:45 **Presentation of the “Study to Survey the Best Practices for Simplifying the Customs Import Formalities for Postal Consignments” and of a Proposed Simplified Model for the Implementation of the Best Practices**  
*Lecturer: Marise H. Louvison, Consultant*
- 14:45-16:15 **Comments and Analysis of the Feasibility of the Model Proposed**  
*Moderator: Peruvian Customs Representative*  
*Facilitator: Marise H. Louvison, Consultant*
- 16:15-16:30 Break
- 16:30-17:00 **Work Plan and Calendar of Activities for 2014**  
*Lecturer: Rose Mary Antunes, Ministry of Communications of Brazil*  
*Moderator: Ignacio Estévez, IIRSA CCT*
- 17:00-17:15 **Consideration of the Notes of the Meeting and Closing Session**  
*COSIPLAN Presidency Pro Tempore*