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FROM THE EDITOR

This is the last issue of **TRADE WATCH** for 2006. **TRADE WATCH** wishes to thank you our loyal subscribers for your advice and support. We welcome your feedback which has helped us to bring to you pertinent information on trade and economic issues which affect the region.

Please visit the **TRADE WATCH** Website: <http://tradewatch.carib-export.com>, participate in the poll and update your subscription. Your views and comments on any of our articles can also be sent to: E-mail: tradewatch@carib-export.com.

We wish you a Happy Christmas and a Happy New Year and hope to meet again next January.

CARIBBEAN EXPORT DIGEST

CARICOM/CUBA AGREEMENT EXPLAINED

Subscribers to **TRADE WATCH** in the private and public sectors, students and researchers now have the opportunity to increase their knowledge of the main provisions and operations of the CARICOM/Cuba Trade and Economic Co-operation Agreement which was signed in July 2000.

The **Caribbean Export Development Agency (Caribbean Export)** has recently published a new title in its **TradeWins** series “**The CARICOM/Cuba Trade and Economic Co-operation Agreement Explained**” which is available free of charge to all interested parties. To request your copy of this publication please contact Cora Lowe at Tel; (246) 436-0578, Fax; (246) 436-9999 or E-mail: clowe@carib-export.com.

The Agreement is presently provisionally applied between Cuba and Barbados, Belize, Guyana, Jamaica, St. Kitts and Nevis, St. Vincent and the Grenadines, Suriname and Trinidad and Tobago.

CLUSTER DEVELOPMENT TAKES CENTRE STAGE

Representatives of clusters in the areas of tourism, entertainment, agriculture and agro-processing were provided with an opportunity to share their experiences and important lessons learned in the area of cluster development in the CARIFORUM Region at a regional workshop entitled “Theoretical Basis, Practical Approaches and Concrete Experiences in the Development of Clusters” held in November at La Romana Bayahibe, Dominican Republic.

The workshop was jointly organized by **The Caribbean Export Development Agency (Caribbean Export)**, the National Competitiveness Council (Consejo Nacional de Competividad – CNC) of the Dominican Republic and the United Nations Development Programme (UNIDO) and was attended by over 30 participants comprising key decision makers from the private and public sectors of Barbados, Belize, Dominica, the Dominican Republic, Haiti, Jamaica and Trinidad and Tobago.

Topics covered included:

- an introduction to the economic theory of cluster development
- business networks
- the process of cluster selection
- the creation of initial conditions for cluster development,
- cluster diagnostics
- institutional development and
- evaluation of clusters.

The Workshop was facilitated by Mr. Marco Dini and Mrs. Griselda Soto, two international experts in the area of cluster development, as well as by Mrs. Giovanna Ceglie, Chief - Cluster and Network Unit of UNIDO, who shared UNIDO's strategic vision, methodology and experience in this area. Mr. Pierre Paris, consultant for cluster development in the Dominican Republic, presented a summary analysis of current clusters operating in that country.

UPDATE ON THE INNOVATION SEMINAR

The link between innovation development and the competitiveness of the region (especially in key sectors) is a key issue in strategising for the promotion new sectors. Innovation in the development of new export products/services, processes and the development of new markets are themselves critical success factors for the economic growth of the region. These were some of the key statements coming out of the Workshop on Trade, Competitiveness and Innovation: Imperatives for the Development of CARIFORUM Countries held in the Dominican Republic last month.

The seminar was attended by 29 regional and international private and public sector organizations and provided valuable insights, recommendations and specific commitments that define the way forward in the development of a Regional Innovation System for the Caribbean.

According to Tonika Sealy, Technical Advisor New Sectors of the Caribbean Export Development Agency, "While it was not possible to outline a complete road map, the discussions held over the two days yielded valuable insights, recommendations and specific commitments that define the way forward in the development of a Regional Innovation System for the Caribbean.

ONLINE TRADE INFORMATION CENTRE SURVEY

The **Caribbean Export Development Agency (Caribbean Export)** proposes to develop an on-line trade and marketing information centre for Small and Medium-sized Enterprises (SMEs) interested in taking advantage of the CARICOM Single Market and Economy (CSME) and bilateral free trade agreements. The objective of the Centre is to provide an easily accessible body of information and analyses that will enhance the private sector's knowledge of opportunities for new business within the CSME and CARIFORUM. Additionally, the Centre will make available an on-line forum to promote interaction among and between companies and Caribbean Export.

The first phase of this project is a survey aims to gather information from potential users of the Centre to justify its establishment. We would therefore greatly appreciate your assistance in completing this questionnaire (please click here). Completed questionnaires should be forwarded to the attention of Cora Lowe, Research and Communications Officer by Fax: (246) 436-9999/246 228-3804 or E-mail: clowe@carib-export.com by January 15, 2006. Ms Lowe may also be contacted at Tel: (246) 436-0578.

CSME UPDATE

EXPANSION OF FREE MOVEMENT OF PERSONS CATEGORIES

The categories of CARICOM nationals granted the right of free movement within the Community or Member States are expected to be expanded. At the 2006 Heads of Government Conference, the Conference **agreed** :

- artisans when the modalities for facilitating the free movement of this category were finalised;
- that the issues surrounding the movement of domestics, hospitality workers and clergy would need to be further examined and re-considered at its Inter-Sessional Meeting in 2007;

Within the Single Market the following persons have the right to free movement: University Graduates, Media Workers, Sports Persons, Artistes, Managerial, Supervisory and Technical Staff of businesses, Nurses and Teachers.

The free movement of skilled nationals gives the eligible categories of persons the right to seek employment and to work without the need to obtain a work permit throughout CARICOM. It is important to note that a Skills Certificate is necessary in order to facilitate the free movement of these eligible categories of persons.

With respect to the free movement of goods there already exists a free trade area within CARICOM as there are no import duties on goods of CARICOM origin. In addition further tariffs and quantitative restrictions in all Member States have also been removed. The establishing of a Customs Union to create a regime for the free circulation of goods,

safeguards and the harmonization of rules on non-tariff barriers is an integral part of the Single Market and is expected to be established in 2007 with financial support from the Inter-American Development Bank (IABD). The Customs Union would also include other arrangements for trade in goods such as the common external tariff, anti-dumping and subsidies and other regulations of commerce.

The establishment of the Regional Accreditation Body is very dependent on the establishment of National Accreditation Bodies. To date only Jamaica, Belize and Trinidad and Tobago have National Accreditation Bodies. It is anticipated that all other Member States would have National Accreditation Bodies in the near future.

Source: CARICOM Secretariat

TRINIDAD AND TOBAGO TO IMPLEMENT CARICOM PASSPORT

Trinidad and Tobago nationals could be travelling on CARICOM passports by year's end. According to the Honourable Colm Imbert, Works and Transport Minister of Trinidad and Tobago, "The CARICOM passports will carry the name of the person's particular country and ensure the bearer on entering a CARICOM country. Mr Imbert also revealed that some 877 CARICOM nationals including 255 Trinidad and Tobago nationals had so far received certificates which allow them to work anywhere in CARICOM.

CARICOM Passports has been introduced by Antigua and Barbuda, Dominica, St. Kitts and Nevis, St Vincent and the Grenadines and Suriname. Barbados, Grenada, Guyana, are expected to complete implementation by year end and Belize, Jamaica and St. Lucia to complete implementation in 2007.

REGIONAL DEVELOPMENT FUND TAKES EFFECT JULY 2007

The Regional Development Fund (RDF) is expected to take effect in July 2007. Member States' contributions shall be US\$120 million and a Regional Development Agency would be created and located in an OECS Member State to provide the policy support for the Fund. The Fund is intended to provide financial or technical assistance to disadvantaged countries, regions and sectors through concessional loans, grants and an interest subsidy programme.

Barbados and Trinidad and Tobago had agreed not to use the fund while Jamaica had agreed not to use it for the first four years. The fund was established under Chapter Seven of the Revised Treaty of Chaguaramas. It is one of 14 measures devised to assist disadvantaged countries, regions and sectors as the Community moved towards a single market and economy.

TRADE POLICY

THE PRIVATE SECTOR ENABLING ENVIRONMENT FACILITY

Caribbean enterprises can now benefit from a € 20 million European Union funded initiative under the Cotonou Agreement. The Private Sector Enabling Environment Facility (PSEEF) is designed to address structural weaknesses that hamper the development of the economies of the African Caribbean and Pacific (ACP) States, notably those impeding the development of their private sector. This initiative was launched for an operational period of 3 years, starting in September 2006 until September 2009 and is being promoted under the ACP Business Climate facility (BizClim) which was set up on April 3rd, 2006 to assist the ACP secretariat in the implementation of an important private sector development programme.

The objectives of the Facility are:
improving legislation, institutional set up and financial measures (the rules of the game) relating to the enabling environment of the private sector in ACP countries or regions and to the reform of State Owned Enterprises (SOEs) by focusing on possible support to ACP governments or regional institutions

For further information on PSEEF please visit Website:
http://acpbusinessclimate.org/about_us_page_1.html

MARKET NEWS

COMPANIES TO BENEFIT FOR US\$16 MILLION FUND

CARICOM companies can benefit from a US\$16 million designed to assist CARICOM States to enhance their economic performance by fostering diversification and improvement in trade capacity. The CARICOM Trade Support (CTS) Programme is a Technical Assistance Fund established by the Government of Trinidad and Tobago under the aegis of the Ministry of Trade and Industry in 2004.

This fund will be disbursed in three annual tranches over the period 2005 to 2007 to qualified firms in CARICOM Member States outside of Trinidad and Tobago in the form

of interest-free loans to procure regional consultancy services to diagnose their operations and business development projects and make appropriate recommendations.

Some of the activities approved for Technical Assistance funding include:

- Training
- Development of strategic and business plans and feasibility studies
- Marketing research & marketing plans including export market development
- Sales promotion, distribution (website development & e-commerce)
- Production management, procurement & inventory management
- Quality improvement & control including certification (ISO, HACCP)
- Negotiations
- Management information system
- Financial management
- Facilitation of legal work and joint venturing
- Short term technical assistance

The key sectors considered for technical assistance under the Programme include:

- Manufacturing/Consumer Products
- Agriculture/Fisheries
- Information Technology
- Tourism
- Construction
- Wood processing
- Other Services including the Entertainment Industry

For further information on the programme visit the Website: www.caricomtradesupport.org, E-mail: info@caricomtradesupport.org, Tel: (868) 627-CTSP, Fax: (868) 623-8119.

DR-CAFTA LEGISLATION PASSED

The Dominican Republic (DR) Senate has approved the legislation needed to adapt local laws to the requirements of the DR-CAFTA free trade agreement. The set of bills and law modifications were passed without objections as received from the Chamber of Deputies. However five laws still need to be approved for the country to enter the DR-CAFTA agreement. According to Diario Libre, Malamud Laws on bribery in commerce and investment, modification to the law on public contracts, the international agreement on obtaining vegetables, the law for the implementation of that agreement, and the Budapest agreement for the deposit of microorganisms for obtaining patents still remain on the docket. DR-CAFTA is expected to take effect in December. Nicaragua, El Salvador, Honduras and Guatemala have already entered the treaty.

BUSINESS OPPORTUNITIES

ONLINE PROJECT MANAGEMENT Training Courses are available. Contact: Sherrone Lobban, CEO, 18 Ravinia Mews Kingston 6, JAMAICA, Tel: (876) 881 5545, Fax: (876) 977 5722, E-mail: slobban@dpminternational.com, Website: www.dpminternational.com

PINEAPPLE LIQUEUR, Jackup stud wine, fresh pineapples are available. Contact: Elbert Jack, Proprietor, 108 D\Urban St, Werk-en-Rust, Georgetown, GUYANA, Tel: (592)223-6185/6184, (592)621-2507, (592)622-8654, E-mail: info@jackspineapplefarm.com, deesward@yahoo.com, Website: www.jackspineapplefarm.com

LEARN VITAL BUSINESS BUILDING SKILLS for maximizing your own business profits in today's competitive marketplace through leveraging other people's Customers, Money, Relationships, Products, Time and Expertise by utilizing Joint Ventures and Strategic Alliances. Contact: Errod Ramsay, 85 Wanstead Terrace, Cave Hill, BARBADOS, BB23038, Tel: (246) 425-1151, E-mail: rodram@caribsurf.com .

SEA AND AIR TRANSPORTATION facilities are available from the Dominican Republic to Caribbean countries. Contact: Mr. Raymundo Perez, DIF LATAM SALES, [Dominican International Forwarding \(DIF\)](http://www.dif.com.do), DOMINICAN REPUBLIC, Tel: (809) 566-4333 Ext. 247, Fax: (809) 544-3100, Mobile: (809) 747-3826, E-mail: raymundo.perez@dif.com.do, Website: www.dif.com.do.

TUBE REPAIR MATERIALS. repair materials for tires, vulcanizing products, tools, inflators, valves & accessories, balance weights and chemical products are available. Contact: Ismael Martinez, General Manager, Ave. Comerío ZA-6, Urb. Riverview, Bayamón, PUERTO RICO 00960, Tel: (787) 740 3162, Fax: (787) 785 5500, E-mail: imartinez@afrema.com/info@afrema.com, Website: www.afrema.com

FUEL ENHANCER CONCENTRATE is available. Contact: Augustine Martin, CEO, 610 Waring Ave. Suite 1C, Bronx, New York 10467, UNITED STATES OF AMERICA, Tel: (347) 291-5094, Fax: 718-547-4404, E-mail: gaolconstruction@gmail.com

TRADE AND INVESTMENT EVENTS

REGION

2006 Caribbean SPA & Wellness Conference & Exhibition, December 3-6, 2006, Canoa Coral by Hilton Resort in Bayahibe, DOMINICAN REPUBLIC. Tel: (809) 545-9996, Website: www.insensespa.com and link to C-SWA.

Caribbean Finance & Technology Professionals Conference, December 11-12, 2006, Westin Rio Mar Resort, San Juan, PUERTO RICO. Website: <http://www.hftp.org/content.cfm?pgid=3854>

Workshop, Climatic changes, Is the Caribbean in danger ? December 11-13, 2006, MARTINIQUE. E-mail: climatcaribe@cgste.mq, Website: www.cg972.fr; www.cgste.mq

Inaugural Comprehensive Disaster Management Conference, December 11-15, 2006, Hilton, BARBADOS.

Website: http://www.cdera.org/cunews/workshops/article_1735.php

OTHER

New Technologies New Thinking: ICT Regulation in a Changing World, December 2-3, 2006, HONG KONG. E-mail: doreen.bogdan@itu.int, Website: <http://www.infodev.org/en>

30th Miami Conference on the Caribbean Basin, December 4-6, 2006, InterContinental Hotel, Miami, Florida, USA. Website: www.c-cao.org.

2nd Annual Caribbean Sales and Marketing Strategy Conference, December 7-8, 2006, Downtown Hyatt Regency Hotel, Miami, Florida, USA. Website: <http://www.caribbeanstrategyconference.com/>

PUBLICATIONS

HANDBOOK OF CARIBBEAN PORTS 2006 – 2008

The Caribbean Shipping Association (CSA) has published its Handbook of Caribbean Ports 2006 – 2008. The publication, is available free of charge from the CSA Secretariat in Kingston, E-mail: csa@cwjamaica.com, Website: www.caribbeanshipping.org or from national shipping associations in throughout the Caribbean.

THE EUROPEAN DEVELOPMENT FUND AND ECONOMIC PARTNERSHIP AGREEMENTS

The book is a central source of information for economists and international trade specialists concerned with the effects of trade liberalisation on developing economies. Articles in the publication include: 'European Aid, the European Development Fund and Adjusting to Economic Partnership Agreements' by Sacha Silva and Roman Grynberg; 'EU Assistance to ACP Countries since 1975' by Paul Goodison; and 'An Analysis of EU-

ACP Aid Flows through the EDF from Lomé I to the Cotonou Agreement and Proposals for the 10th and 11th EDFs' by Alice Clarke. For further information please visit the website: www.thecommonwealth.org/publications

NOTICES

The Centre for the Development of Enterprise (CDE) is seeking applications for the position of Caribbean Regional Officer. The post is based in Santo Domingo, Dominican Republic. All CV's must be sent by email to: info@sinecorp.net