



## TABLE OF CONTENTS

### CARIBBEAN EXPORT DIGEST

- A SUCCESSFUL CGCS 2006
- TRAINING FOR BSOS
- CARIBISNET
- CARICOM/CUBA AGREEMENT EXPLAINED
- CARICOM-CUBA TRADE 2001-2005
- TRADE MISSION TO THE DOMINICAN REPUBLIC

### MARKET NEWS

- EU PREPARES NEW ORIGIN MARKING REGULATIONS
- THE EUROPEAN UNION EXPORT HELPDESK FOR DEVELOPING COUNTRIES

### BUSINESS OPPORTUNITIES

- BUSINESS OPPORTUNITIES

### TRADE AND INVESTMENT EVENTS

- TRADE AND INVESTMENT EVENTS

### PUBLICATIONS

- STATISTICAL YEARBOOK FOR LATIN AMERICA AND THE CARIBBEAN
- MARKETING CRAFTS AND VISUAL ARTS

## CARIBBEAN EXPORT DIGEST

---

### **A SUCCESSFUL CGCS 2006**

The curtains closed on the 13th edition of the Caribbean Gift and Craft Show featuring Caribbean Fashion Rhythms, with all participants - exhibitors, trade buyers and organizers expressing positive comments on the successful outcome of the show. As expressed by Debra Johnson, Member, Board of Trustees, FirstCaribbean International Comtrust Foundation (major sponsor of the show) "Each year FirstCaribbean has watched proudly as our region's entrepreneurs have found avenues for business development as a result of CGCS."

Some 266 trade buyers from 21 regional countries, the USA and Canada attended the show over a four day period, from September 14-17 at the Marriott Resort in St. Kitts and Nevis, where they interacted and engaged in business transactions with the 190 participating exhibitors from the greater Caribbean.

A highlight of the show was the FirstCaribbean International Bank Best of Show Awards ceremony at which a number of companies were recognised for their packaging, booth displays and most significantly their new products and product lines.

The winners of the various awards were:

### **OUTSTANDING CREATIVE PACKAGING**

The winner in this category was Outrémer Autrement of Guadeloupe which was honoured for its singular packaging of sugar and rum products. The runner up was Creativrelax of Barbados for its simmer line of vases used as candle holders etc.

### **BEST HANDCRAFTED PRODUCT**

Caribbean Creative of Dominica emerged victorious in this category. This newly started small company produces a range of interior accessories using sustainable indigenous materials. The expert panel of judges was impressed by its range of bamboo lighting products. The runner up was Luna Design of Barbados which produces a range of fashion jewellery for men and women. The judges also thought the efforts of Alpha Arts of Jamaica (hand made potted clay vases etc) and Naturartes of the Dominican Republic (producers of scented candles) worthy of special mention.

### **BEST BOOTH DISPLAY**

Island Dolls Plus Collection of Jamaica captured the imagination of the judges with its creative use of colours and fabrics to display its stunning line of souvenir and World Cup Cricket 2007 line of dolls. Luna Design, the winner of this category in 2005, was the runner up this year.

### **BEST NEW PRODUCT/PRODUCT LINE - GIFT AND CRAFT**

Luna Design of Barbados won this category for its new line of men's and women's jewellery, featuring seeds set in silver and gold carvings. Caribbean Creative of Dominica was the runner up with special mention given to Creations Marines from Martinique, Paradise Glass of Grenada, The Art Box from St. Martin, and Creativrelax of Barbados.

### **BEST NEW PRODUCT/PRODUCT LINE - FASHION**



A first time exhibitor to the Caribbean Gift and Craft show Rykii de Jude Inc of Barbados was the proud honouree of this award for its sea island collection of men's and women's garments for persons 'on the go.' Brown Sugar of St. Kitts and Nevis emerged the runner up in this category.

Copies of the Official Show Directory for CGCS 2006 are now available and may be downloaded from the show's website: [www.caribbeangiftandcraft.com](http://www.caribbeangiftandcraft.com) or by contacting Cora Lowe at [clowe@carib-export.com](mailto:clowe@carib-export.com)

In keeping with its name, nature and origin of being the authentic Caribbean experience for the gift, craft and apparel sectors, the show now moves to Curacao in 2007, when the World Trade Center of Curacao will be its hosting venue from September 27-30.

### **TRAINING FOR BSOS**

As part of its institutional strengthening and capacity building programme of the Caribbean Regional Trade and

Private Sector Development Programme (CRTPSDP), funded by the European Union, and leading on from the recent workshop for regional Business Support Organisations (BSOs), the **Caribbean Export Development Agency (Caribbean Export)** is developing a number of training opportunities for BSOs and their clients. The first two training initiatives are a workshop on Cluster Development and support to individual BSOs in Internal Strategic Planning.

Ronald Dubrisingh, Programme Manager, CRTPSDP reports that "The Cluster Development Workshop will be conducted by the United Nations Industrial Development Organization (UNIDO) and is intended for BSOs currently, or planning to be involved in cluster development and/or acting as cluster agents as well as those involved in formulating policy to stimulate cluster growth."

The workshop will be a collaborative effort between **Caribbean Export** and the National Competitiveness Council (CNC) of the Dominican Republic and will be held in the Dominican Republic from November 20 - 24.

In addition, **Caribbean Export** will provide funding support to a limited number of BSOs to undertake strategic planning exercises for their organisations. Mr Dubrisingh further explained that "Internal strategic planning for individual BSOs was one of the priority needs identified at the regional workshop in July. Most of the participants saw the need to more clearly define the purpose of their organizations and to establish realistic goals and objectives consistent with that mission."

**Caribbean Export** also proposes over the coming months to implement the following types of training for BSOs:

- Proposal Writing
- E-Commerce / E-Business
- Policy Dialogue and Negotiation Techniques
- Developing and Marketing Business Information and Related Services

BSOs interested in these programmes should contact Ronald Dubrisingh at e-mail: [rdubrisingh@carib-export.com](mailto:rdubrisingh@carib-export.com) or Tel: (246) 436-0578.

## **CARIBISNET**

Business Support Organisations (BSOs) in the region are invited to participate in the Caribbean Business and Investment Support Network (CARIBISNET). CARIBISNET was launched at the strategic planning workshop in July organized by the **Caribbean Export Development Agency (Caribbean Export)** under the Caribbean Regional Trade and Private Sector Development Programme (CRTPSDP), funded by the European Union. It has a membership of 29 organisations from the Caribbean.

The goals of the network are:

- Building relationships through sharing and exchange of ideas and learning experiences and creating synergies;
- Developing and supporting export and trade related capacities within BSOs to increase the level of service to their clients;
- Developing a trade culture;
- Mobilising funding for clients;
- Realising economies of scale in sharing of training capacities;
- Strengthening regional integration;
- Flexibility, transparency, independence and wide representation in the network.

Membership is free and the network will be used to disseminate trade information and opportunities for training, technical assistance and grant funding. A web-based portal is currently being set up to facilitate interaction and

information sharing and CARIBISNET members will be on-line shortly.

Organisations interested in joining the network may contact: Sam Kruiner at E-mail: [skruiner@carib-export.com](mailto:skruiner@carib-export.com).

## CARICOM/CUBA AGREEMENT EXPLAINED

The establishment of the CARICOM Single Market and Economy (CSME) and the region's involvement in both bilateral and hemispheric negotiations have created a climate in which clear and timely information on trade policy is increasingly important. In order to keep its clients abreast of these developments and to assist Caribbean businesses to explore trade and investment opportunities in extra-regional markets, the Caribbean **Export Development Agency (Caribbean Export)** will shortly be publishing a new issue in its **TradeWins** series on the CARICOM/Cuba Agreement.

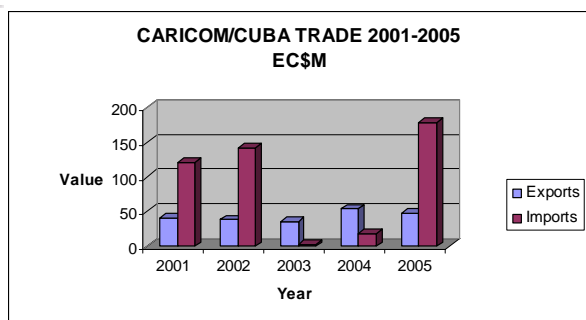
"The CARICOM/Cuba Trade and Economic Co-operation Agreement Explained", will take readers through the core elements of the agreement and provide information on key terms and the processes which support implementation of the agreement.

The Trade and Economic Co-operation Agreement between CARICOM and the Government of Cuba was signed in 2000, after several years of negotiation. It has been ratified by Barbados, Belize, Guyana, Jamaica, St. Kitts and Nevis, St. Vincent and the Grenadines and Trinidad and Tobago.

Readers interested in obtaining copies of the publication may contact Cora Lowe at E-mail: [clowe@carib-export.com](mailto:clowe@carib-export.com). **TradeWins** is an occasional series designed to inform the private sector of key issues in trade research, policy and negotiation.

## CARICOM-CUBA TRADE 2001-2005

Cuba enjoys a healthy surplus in its visible trade with CARICOM Member States. In 2005, CARICOM exports to Cuba were valued at EC\$48 million, while exports from Cuba were approximately EC\$178 million.



Source: CARICOM Secretariat Statistical Department (EC\$1.00 = US\$0.37)

CARICOM's exports in 2005 also declined by 11 per cent from the 2004 value of EC\$54 million. In contrast, Cuba experienced a 1000 per cent upsurge in its exports to the region from EC\$18 million in 2004. Over 90 per cent of the imports in 2005 to CARICOM were destined for the Lesser Developed Countries (LDCs), in particular Belize.

Principal CARICOM exports to Cuba over the period were:

- Anhydrous ammonia
- Petroleum products
- Bars and rods of non-alloy steel and
- Co-axial cable and electric conductors.

Diesel oils, petroleum jelly, bars and rods of non-alloy steel and copper bars, rods and profiles of refined copper, dominated CARICOM imports from Cuba for the same period.

Trinidad and Tobago was the major CARICOM exporting county to Cuba, enjoying an average of above 85% of the region's exports over the five year period.

## **TRADE MISSION TO THE DOMINICAN REPUBLIC**

The Barbados Coalition of Service Industries (BCSI) in partnership with the International Trade Negotiations Unit (Trinidad and Tobago Chamber of Commerce) and with assistance from the **Caribbean Export Development Agency (Caribbean Export)** will be leading the first CARICOM mission to the Dominican Republic from November 12 - 18, 2006. For additional information contact: Michelle Hustler-Small, Senior Project Officer, BCSI, Tel: (246) 429-5357, Fax: (246) 429-5352, E-mail: [bcsi@sunbeach.net](mailto:bcsi@sunbeach.net)

The CARICOM/Dominican Republic (DR) Business Forum is supporting this initiative. The Forum is expected to assist in the achievement of the primary objective of the DR/CARICOM Free Trade Agreement (FTA), namely to strengthen the commercial and economic relations between the Parties.

In addition, the Business Forum is expected to assist in the following specific areas:

- Increase trade in goods and services;
- Promote investments including Joint Ventures;
- Facilitate business development initiatives for Agriculture, Mining, Industry, Construction, Tourism, Transportation, Telecommunications, Banking, Insurance, Capital Markets, Professional Services, Science and Technology.

## **MARKET NEWS**

---

### **EU PREPARES NEW ORIGIN MARKING REGULATIONS**

On July 6, 2006 the European parliament adopted a resolution on origin marking. The resolution deals with compulsory origin markings on some products entering the European Union (EU) from third countries. So far the EU has no uniform practices in this area, while the United States, Japan and Canada, among others reportedly impose mandatory origin marking requirements. The proposed legislation aims at creating a level playing field between the EU and those countries. The scheme is expected to become fully operational during the 2nd semester of 2007. Origin marking is about marking products to indicate where they are from, for example "Made in Grenada".

**Source: CBI News Bulletin September/October, 2006.**

### **THE EUROPEAN UNION EXPORT HELPDESK FOR DEVELOPING COUNTRIES**

The Export Helpdesk is an online service, provided by the European Commission, to facilitate market access for developing countries to the European Union. This service is geared towards exporters, importers, trade

associations and governments and provides the following online:

- Information on EU and Member States' import requirements as well as internal taxes applicable to products;
- Information on EU preferential import regimes benefiting developing countries;
- Trade data for the EU and its individual Member States;
- A market place where exporters in developing countries can establish contacts with importers from the EU;
- Links to other authorities and international organisations involved in practical trade operations and trade promotion;
- The possibility to lodge detailed information requests about real-life situations encountered by exporters.

For further information please visit Website: <http://exporthelp.europa.eu/>

**Source: European Union**

## **BUSINESS OPPORTUNITIES**

---

### **BUSINESS OPPORTUNITIES**

**TRAINING** and development/corporate services are available. Contact: Erskine Padmore, Manager, 24 Hill View Drive, Shop Hill, St Thomas, BARBADOS, Tel: (246) 252-2968, Fax: (246) 217-9298, E-mail: [interaqr@caribsurf.com](mailto:interaqr@caribsurf.com)

**SEASONING**, hot sauces, gift baskets and sauce racks are available. Contact: Hesma Tyson, Manager, Caribbean Specialty Foods, 67 Hillsdale Crescent, Mt. Hope, TRINIDAD AND TOBAGO. Tel: (868) 757-2961, Fax: (868) 653-2705, E-mail: [csfoods@lycos.com](mailto:csfoods@lycos.com), Website: [www.smexchange.com/catalog](http://www.smexchange.com/catalog).

**PLUS SIZED CLOTHING**, accessories and shoes for plus sized women are sought. Contact: Liz Scott, P.O. 6627 Greenvale Housing, Scheme, Mandeville, Manchester, JAMAICA, Tel: (876) 337-4708, E-mail: [corporateplanner@yahoo.com](mailto:corporateplanner@yahoo.com)

**LOGS**, round and sawn, in various sizes are available. Contact: Comvalius s, Sleur str no 6267, P.O.B 481, Maretraite 6, SURINAME, Tel: 597-453606, Fax: 597-453606, E-mail: [sscom@sr.net](mailto:sscom@sr.net)

**INTERNET** brokers services are available: Contact: Ken Shapiro, Manager, P.O. Box 47, Glencoe, Illinois, USA, Tel: (312) 943-3919, Fax: (312) 943-5863, E-mail: [subscribe@internetbrokers.com](mailto:subscribe@internetbrokers.com), Website: <http://www.internetbrokers.com>

## **TRADE AND INVESTMENT EVENTS**

---

### **TRADE AND INVESTMENT EVENTS**

## REGION

**Caribbean Agriculture Week 2006**, October 2-7, THE BAHAMAS, E-mail: [Arlington.chesney@iica.int](mailto:Arlington.chesney@iica.int)

**Conference on TIC**, October 5-7, Pointe-a-Pitre Chamber of Commerce and Industry, GUADELOUPE. E-mail: [c.alie@pointe-a-pitre.cci.fr](mailto:c.alie@pointe-a-pitre.cci.fr), Website: [www.carrefourtic.com](http://www.carrefourtic.com)

**The Building & Interiors Trade Show (BITS)**, October 5-8, Centre of Excellence, Macoya, TRINIDAD AND TOBAGO. E-mail: [premier@eventscaribbean.org](mailto:premier@eventscaribbean.org), Website: [www.eventscaribbean.org](http://www.eventscaribbean.org).

**Caribbean Media Exchange on Sustainable Tourism (CMEx)** October 12-16, Coco Resorts, ST. LUCIA. Website: [www.caribeannediaexchange.com](http://www.caribeannediaexchange.com)

**The 1st ACP Festival** will showcase the cultural creativity and productivity of its 70 Member States from October 14-21 in Santo Domingo, Dominican Republic. The Festival will be preceded by the **2nd Meeting of ACP Ministers of Culture**, scheduled for October 13, 2006.

**Project Technical Risk Management Seminar**, October 16-17, the Amaryllis Beach Resort, BARBADOS. Contact: The Barbados Association of Professional Engineers, E-mail: [bape@sunbeach.net](mailto:bape@sunbeach.net), Website: <http://www.bape.org>

**Salon De L'habitat**, October 18-22, GUADELOUPE. Tel: +590 590 26 60 50, +590 590 59 80 58, Fax : +590 590 26 61 87

**Conference , "ICT Transforming Barbados"**, October 19-20, Sherbourne Conference Centre, BARBADOS. Website: [www.isb.org.bb](http://www.isb.org.bb).

**COMPUEXPO**, October 25-29, 2006, DOMINICAN REPUBLIC. Website: <http://www.compuexpo.com/>

**29th Annual Caribbean Tourism Conference (CTC-29)**, October 22-25, THE BAHAMAS. Website: [www.doitcaribbean.com](http://www.doitcaribbean.com) or [www.onecaribbean.org](http://www.onecaribbean.org).

**St Lucia Food and Rum Festival**, October 26-29, Rodney Bay, ST. LUCIA. Contact: International Culinary Tourism Association (ICTA), E-mail: [info@foodandrumfestival.com](mailto:info@foodandrumfestival.com), Website: [www.foodandrumfestival.com](http://www.foodandrumfestival.com)

**GuyExpo 2006**, October 26-31, 2006.GUYANA. Tel: 592 227 0653, Fax. 592 225 0655, E-mail. [goinvest@sdp.org.gy](mailto:goinvest@sdp.org.gy)

**Home Show (Trade Fair)**, October 27-29, 2006, Sherbourne Conference Centre, BARBADOS. Contact: Shelly-Ann Austin, Tel: (246) 467-8200, Fax: (246) 431-9795, E-mail: [shelly@sherbournecentre.co](mailto:shelly@sherbournecentre.co)

**Dominica Expo 2006**, October 29-November 02, DOMINICA. E-mail: [dexia@cwdom.dm](mailto:dexia@cwdom.dm), Website: [www.dexiaexport.com](http://www.dexiaexport.com)

**13th Annual FCCA Cruise Conference & Trade Show**, October 31-November 03, CAYMAN ISLANDS. Website: [www.f-cca.com](http://www.f-cca.com)

**XV EXPOCARIBE 2007** will be hosted by the Chamber of Commerce of Cuba at the Centre of Convention Heredia, Santiago, Cuba from June 10 to 15, 2007. The Fair will promote the commercial and economic relations of the countries of the Caribbean, through the identification and consolidation of its interests inside and out of the region. In addition to the general character trade fair the event will include, conferences and seminars on how to do

business with Cuba, as well as visits to places of economic interest in the territory.

For further information, please contact the Chamber of Commerce of Cuba by Fax (537) 53 5116, E-mail [ferias@camara.com.cu](mailto:ferias@camara.com.cu) and [eventos@camara.com.cu](mailto:eventos@camara.com.cu)

## **OTHER**

**International Agricultural Exhibition**, October 13-16, 2006, Dalian Xinghai Convention & Exhibition Center, CHINA E-mail: [meiyingchun920@126.com](mailto:meiyingchun920@126.com), Website: <http://www.dlpioneer.com/>

**Business and Diplomatic Protocol Training Seminar**, November 20-21, 2006, Holiday Inn Brussels City Centre, Brussels, BELGIUM. Website: [www.europrotocol.com](http://www.europrotocol.com)

**SIAL 2006, The Global Food Marketplace**, October 22-26, 2006, Paris FRANCE. E-mail: [exhibit@sial.fr](mailto:exhibit@sial.fr), Website: [www.sial.fr](http://www.sial.fr)

>> [Return To Contents](#)

## **PUBLICATIONS**

---

### **STATISTICAL YEARBOOK FOR LATIN AMERICA AND THE CARIBBEAN**

The 2005 edition of the [\*\*\*Statistical Yearbook for Latin America and the Caribbean\*\*\*](#) is now available on the ECLAC website [www.eclac.org](http://www.eclac.org). The yearbook is one of the annual flagship reports of the Economic Commission for Latin America and the Caribbean. The first section of the document covers social and demographic information, with special attention to gender dimensions. The second section contains basic economic indicators, including trade, balance of payments and national accounts. The third section responds to the growing concern by the regional and international community for information on sustainable development, and presents available data on natural resources and the environment. The final section looks at the methodological aspects of data collection, definition and coverage.

### **MARKETING CRAFTS AND VISUAL ARTS**

[\*\*\*Marketing Crafts and Visual Arts: The Role of Intellectual Property: A practical guide\*\*\*](#). This guide brings out the relationship between successful marketing of crafts and visual arts, and the use of intellectual property (IP) tools. It presents numerous case studies and examples about managing IP assets in the craft and visual arts sectors from a number of countries worldwide. This manual will ensure that artists in the region understand how to protect their intellectual property in accordance with international conventions and maximize their potential from such intellectual property within an increasingly competitive market and meet the challenges of the CARICOM Single Market and Economy (CSME). ISBN: 92-9137-264-1. United Nations Sales No. E.03.III.T.8. For further information please visit Website:

[http://www.wipo.int/sme/en/documents/guides/guide\\_marketing\\_crafts.html](http://www.wipo.int/sme/en/documents/guides/guide_marketing_crafts.html)