

# TRADE WATCH



The Official E-letter of the Caribbean Export Development Agency

CARIBBEAN  
**EXPORT**

## TABLE OF CONTENTS

MAY, 2006

### **CARIBBEAN EXPORT DIGEST**

- TRADE WATCH WEBSITE LAUNCHED
- CARIBBEAN REGIONAL TRADE AND PRIVATE SECTOR DEVELOPMENT PROGRAMME (CRTPSDP)
- BEYOND TRADE PROMOTION
- SUCCESSFUL OUTCOME TO REGIONAL WORKSHOP
- BIDDING CYCLE OF THE BUSINESS LINKAGES CHALLENGE FUNDS (BLCF) COMPLETED

### **CSME NEWS**

- CSME UPDATE
- DOMINICA READY FOR CSME
- SURINAME TO BE HOME OF CARICOM COMPETITION POLICY BODY

### **PRODUCT NEWS**

- NEW AGREEMENT TO BENEFIT CARIBBEAN RUM PRODUCERS
- JERK CUISINE SUCCESS AT THE FANCY FOOD SHOW

### **MARKET NEWS**

- DOMINICA TO AMEND VAT ACT

### **BUSINESS OPPORTUNITIES**

- BUSINESS OPPORTUNITIES

### **TRADE AND INVESTMENT EVENTS**

- OTHER UPCOMING EVENTS

### **NOTICES**

- NOTICES

### **PUBLICATIONS**

- LITTLE DATA BOOK 2006

## **CARIBBEAN EXPORT DIGEST**

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### **TRADE WATCH WEBSITE LAUNCHED**

TRADE WATCH has launched a new website [www.tradewatch.carib-export.com](http://www.tradewatch.carib-export.com). Every month a poll will be placed on the website to obtain your comments and feedback on the newsletter. This month we are asking you if

you find our newsletter interesting. We look forward to your participation in the poll. The information gathered will assist us in improving the newsletter.

Trade Watch is an online service provided by the Caribbean Export Development Agency (Caribbean Export). This monthly newsletter is designed to meet the needs of a wide cross-section of recipients ranging from government officials to small business persons while topic specific mailing lists cater to individual interests. If you have an interest in a specific trade related area, please let us know at this time so that we may serve you better.

Our newsletter is one of the most widely circulated of its kind. Recipients receive current and relevant information that deals with a wide array of trade and economic issues that affect the region as well as business opportunities (i.e. trade & investment and careers & consulting). Although the newsletter deals with regional issues, it is read by academics, entrepreneurs, students and policymakers across the globe.

You may also send your views and comments on any of our articles to E-mail: [tradewatch@carib-export.com](mailto:tradewatch@carib-export.com).

## **CARIBBEAN REGIONAL TRADE AND PRIVATE SECTOR DEVELOPMENT PROGRAMME (CRTPSDP)**

**Caribbean Export Development Agency (Caribbean Export)** is implementing the first phase of the European Union (EU) funded Caribbean Regional Trade and Private Sector Development Programme (CRTPSDP). In this inception phase, which runs to the end of 2006, **Caribbean Export** will carry out a number of key initiatives aimed at enhancing regional economic growth as well as preparing the ground work for implementation of the second phase which will run for three years to 2009.

Ronald Dubrisingh, Project Manager, CRTPSDP reports that some of the initiatives being carried out in the first phase are:

- Competitiveness Grant Fund (CGF)
- Identification and Promotion of New Sectors
- Collaboration with Business Support Organisations (BSOs)

### **Competitiveness Grant Fund (CGF)**

The CGF provides up to 65% or €35,000 of the cost of groups of companies and/or institutions undertaking projects which have as their objectives one or more of the following:

- Increase the competitiveness of firms in the Caribbean region.
- Take advantage of the CARICOM Single Market and Economy (CSME) or any other bilateral or multilateral arrangements signed by the region such as vertical or horizontal alliances across the region or with African Caribbean and Pacific (ACP) or EU partners.
- Foster intra regional cooperation to enhance productivity and take advantage of economies of scale.
- Promote programmes which will impact on underdeveloped areas or disadvantage sectors within the region (rural areas, women, etc).

A total of €435,000 is allocated to this fund and so far six groups have been awarded grants valued at €205,862. The next call for proposals closes on June 30, 2006. The full guidelines for applicants are available on the Caribbean Export website at [www.carib-export.com](http://www.carib-export.com).

### **Identification and Promotion of New Sectors**

**Caribbean Export** will identify and design support programmes for new and emerging sectors with potential to contribute to regional economic growth. In this phase emphasis will be placed on the service sectors.

### **Collaboration with Business Support Organisations (BSOs)**

The agency will develop mechanisms for cooperation and undertake consultations with BSOs (both public and private) under this programme. During the inception Phase the agency will work with BSOs to define a common regional strategy for BSO activities, identify possible areas of collaboration and initiate implementation of aspects of the strategy where this is possible within the mandate and resources this phase. It will also identify common services for BSO's and in respect of emerging business clusters.

During Phase 2 it will fully implement the strategy which is expected to include capacity building support to the BSOs and assistance with technology, networking and development and delivery of common services.

For further information on the Project contact: Ronald Dubrisingh at E-mail: [rdubrisingh@carib-export.com](mailto:rdubrisingh@carib-export.com).

### **BEYOND TRADE PROMOTION**

The Association of Caribbean States (ACS), in conjunction with the **Caribbean Export Development Agency (Caribbean Export)**, will host its 7th Forum of Trade Promotion Organisations (TPOs) of the Greater Caribbean in Barbados on June 26, 2006.

This year's forum, entitled "Beyond Trade Promotion in the Greater Caribbean", which is open to government representatives and members of the business sector of the ACS membership, will examine issues surrounding trade promotion and attracting foreign investment, drawing on the knowledge of professionals of international standing.

The day's agenda will treat with questions concerning export strategies, investment promotion policies, market access to the EU, the role of national TPOs in the region and will also look at the Australian Trade Commission's (AUSTRADE) New Exporter Development Programme.

Contributors will include Mr Philip Williams, Senior Advisor on Trade Support Services from International Trade Centre; Mr Tim Harcourt, Chief Economist of AUSTRADE; Mr. David O'Donovan, Former Senior Executive with IDA-Ireland (Industrial Development Agency) and the Head of Delegation, European Commission in Barbados and the Eastern Caribbean, Ambassador Amos Tincani.

The ACS, through its Special Committee on Trade Development and External Economic Relations, is working towards building and consolidating an enhanced economic space for trade and investment in the Greater Caribbean. This partnership with Caribbean Export, an agency which aims to strengthen regional economies and to facilitate their insertion into the global economy, is expected to be of great benefit to participating institutions, as it will encourage an open exchange of experiences and best practices of trade promotion programmes.

**Source: Association of Caribbean States**

### **SUCCESSFUL OUTCOME TO REGIONAL WORKSHOP**



Export Competitiveness Workshop

Major constraints to regional competitiveness and the identification of strategies to overcome these challenges and to link the strategies to actions were the priority areas of focus of participants at the recent Regional Workshop on Export Competitiveness held in Barbados from May 23 -25.

The workshop organized by the Commonwealth Secretariat in collaboration with the **Caribbean Export Development Agency (Caribbean Export)** had as its primary objective the promotion of best practices among stakeholders in the Commonwealth Caribbean

Countries and the raising of awareness of the benefits of collaboration for enhanced competitiveness.

The 46 participants and presenters were mostly high level public and private sector officials from Antigua and Barbuda, Belize, Dominica, Grenada, Jamaica, Trinidad & Tobago, St. Vincent and the Grenadines, St. Lucia and Barbados.

The key constraints identified as inhibiting regional competitiveness strategies were:

- Lack of a common export competitiveness vision
- Insufficient dissemination of information
- Factors relating to productivity
- Insufficient resources to promote the development of new markets
- Insufficient sectoral linkages
- Limited access to financing
- High cost of doing business
- Inadequate transport for goods and services

The strategies identified to overcome the challenges included:

- Tripartite consultative process involving the private sector, the public sector and civil society
- Setting of time lines for the implementation of activities and the allocation of responsibilities - critical to the development of a clear vision
- Increasing the linkages between sectors by using a cluster approach
- Deconstructing the industry in the case of tourism in addition to conducting research to identify supply and demand.
- Increasing access to financing by diversifying financial instruments
- Identifying winning bankable projects and expanding the scope of existing development banks to reduce risk
- Enhancing productivity through innovative technological processes
- Reviewing legislation regulation and private /public sector reform.

For further information on the workshop contact Veona Maloney, Manager Core Services, E-mail: [vmaloney@carib-export.com](mailto:vmaloney@carib-export.com)

## **BIDDING CYCLE OF THE BUSINESS LINKAGES CHALLENGE FUNDS (BLCF) COMPLETED**

The eighth and final round of the Business Linkages Challenge Funds (BLCF) came to an end on March 11, 2005,

while the final panel meeting for the full commitment of the £16, 572,980 grant funds ended on November 26, 2005. The BLCF managed by the **Caribbean Export Development Agency (Caribbean Export)** for the Department for International Development (DFID) is a cost-sharing grant scheme that encourages and supports the formation of business linkages by enterprises in developing countries with each other and/or with international partners. The aim of these linkages is to enhance competitiveness and generate clear benefits towards poverty eradication. The linkages involve an investment of resources by all members of the linkage, for example skills, technology, information, facilities, supplies and access to markets.

The fund amount of £16,627,075 was disbursed to 63 projects in 26 countries from the African, Asian, Latin American and the Caribbean Region. A total of £1,798,305 was awarded to nine (9) linkage projects from six (6) Caribbean Countries, namely:

- Belize (1)
- Haiti (1)
- Jamaica (2)
- St. Lucia (3)
- Dominican Republic (1)
- Guyana (1)

In general, the Caribbean projects have been successful. For example in the Dominican Republic "The Production of Cocoa Beans of Superior Quality for an Organic Gourmet Chocolate made in Europe Project" resulted in the diversification into organic cocoa and the export of organic cocoa beans to a European gourmet chocolate maker and in Guyana "The Mainstay Organic & Fair Trade & Dietary Supplements & Body Care Ingredients Processing Project" resulted in the successful use of Amerindian land for production of organic pineapples used in the production of pineapple chunks for export .

While the bidding round is completed the BLCF will continue in project monitoring mode until the year 2008. For further information contact [www.challengefunds.org](http://www.challengefunds.org) or contact Clarecia Christie at [cchristie@carib-export.com](mailto:cchristie@carib-export.com).

## CSME NEWS

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### CSME UPDATE

This is the third article in a series of articles to update Trade Watch subscribers on the CARICOM Single Market and Economy (CSME). In this article we provide an introduction to the Rights of Establishment and the Common External Tariff.

#### **Right of Establishment**

The Right of Establishment will permit CARICOM national to set up businesses in any Member State without restrictions. This includes the right to engage in non-wage earning activities of a commercial, industrial agricultural, professional or artisan in nature to create and manage related economic enterprises. This is linked with the Free Movement of Skills/Labour clause of the Revised Treaty of Chaguaramas.

In addition, establishment rights includes access to land, buildings and property as set out in the Revised Treaty and the right to transfer managerial, technical and supervisory staff. The establishment of companies must be implemented under the Company Law of Member States. In some instances depending on the sector in which the business is to be conducted, other laws such as the Business Names Act and the Financial Institutions Act may apply.

The principles which will govern the Right of Establishment have been agreed on at the Second Meeting of Registrars of Companies. The Registrars also agreed on a possible minimum list of requirements of CARICOM companies seeking entry into other CARICOM jurisdictions.

### **Common External Tariff (CET)**

The CET is a rate of duty applied by all Members of the Common Market to a product imported from a country which is not a member of the Common Market. To date eleven (11) member states have implemented the fourth phase with the exception of St. Kitts and Nevis. The rate of duties under this phase range from 5% to 20% for More Developed Countries (MDCs) and 0-5% to 20% for Less Developed Countries (LDCs).

### **DOMINICA READY FOR CSME**

Dominica is on schedule to join the CARICOM Single Market (CSM). According to Trade Officer Floyd Capitolin, "In comparison to the other countries within CARICOM, you can see that Dominica is one of the most CSME ready countries in relation to the removal of restrictions." Mr Capitolin further stated that, "Dominica has already amended seven of its laws to remove restrictions to accommodate the move."

Dominica has also introduced CARICOM passports, as part of its move toward the regional integration, but still has to amend at least four pieces of legislation to accommodate the process.

The OECS bloc (Antigua and Barbuda, Dominica, Grenada, St Kitts/Nevis, Saint Lucia, and St Vincent and the Grenadines) have agreed to complete all arrangements and join the CARICOM Single Market (CSM) by June 30, 2006.

### **SURINAME TO BE HOME OF CARICOM COMPETITION POLICY BODY**

A commission to implement a competition policy will be set up in Paramaribo, Suriname by mid-2007. This announcement was made by CARICOM Secretary-General, Edwin Carrington and a team of officials of the CARICOM Secretariat during a three-day official visit to Suriname (week of May 21-27). The commission will also ensure that benefits from the establishment of the Caricom Single Market and Economy (CSME) are not frustrated by anti-competitive business.

The goals of the competition policy include:

- the promotion and maintenance of competition and enhancement of economic efficiency in production, trade and commerce;
- the prohibition of anti-competitive business conduct which prevents, restricts or distorts competition or which constitutes the abuse of a dominant position in the market;
- and the promotion of consumer welfare and protection of consumer interest.

A CARICOM Secretariat press release said it was announced too that the proposed CARICOM Institute of Translation and Interpretation would also be based in Suriname.

### **PRODUCT NEWS**

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## **NEW AGREEMENT TO BENEFIT CARIBBEAN RUM PRODUCERS**

The Service contract for Integrated Development Programme for the Caribbean Rum Sector (IDPCRS) of the European Union (EU) coordinated by the West Indies Rum & Spirits Producers Association (WIRPSA) has been extended. This follows the signing of an agreement between Caribbean Forum (CARIFORUM) and WIRSPA and endorsed by the European Union on April 29, 2006.

Rum producers from the CARIFORUM countries will get an extra three years in which to take advantage of the funding provided by the project to develop the sector.

## **JERK CUISINE SUCCESS AT THE FANCY FOOD SHOW**

The **Caribbean Export Development Agency (Caribbean Export)** will be coordinating for the thirteenth year a Caribbean pavilion at the 52nd Summer International Fancy Food & Confection Show at the Jacob Javits Convention Center, in New York from July 9-11, 2006. This year eight companies RHS Marketing limited, from Trinidad and Tobago; Frooty Foods Limited, Winners Products from St. Lucia; Jay's Enterprises, SMS Marketing, from Barbados and V.A.P. Limited, Suntrax Corporation, West Best Food Ltd from Jamaica, will be participating at the show. Products on display will include, condiments, jams, jellies, beverages, teas, pasta products, chesses, canned foods, pre-prepared meals and cakes.

In 2005, Suntrax Corporation a company from Jamaica introduced their line of frozen convenience foods of jerk pork and chicken under the name Tropical Choice at the show. Tropical Choice is a line of authentic ready-to-eat jerk chicken and pork that has a secret blend of spices of African, Indian and origins. [www.tropicalchoice.net](http://www.tropicalchoice.net). Today the company's products can be found at all one hundred and fifty (150) Wal-Mart's super-centres in Florida, COSTO wholesale stores, Shoprite, C-Town, Associated, Pioneer, Compare, Key Food and Fambria Food Fair in New York.

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## **MARKET NEWS**

### **DOMINICA TO AMEND VAT ACT**

The government of Dominica will propose a number of amendments to the Value Added Tax Act during the current session of the Parliament, which got underway at the House of Assembly in Roseau on Wednesday May 10, 2006.

The amendments proposed include:

- to increase the exemption from fifty (50) units to one hundred (100) units of electricity consumed based on research conducted by DOMLEC, 16,041 households out of 29,000 will be exempt from paying VAT on their light bills altogether.
- a reduction in the Value Added Tax from 15% to 10% for the dive sector.
- an investor would not be required to pay VAT while a project is under construction.

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## **BUSINESS OPPORTUNITIES**

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### **BUSINESS OPPORTUNITIES**

PERSONAL care company seeking investors. Contact: Yoki Hanley , PO Box 2567, Kingshill, VI 00851, ST. CROIX, US VIRGIN ISLANDS, Tel: 340-277-4146; E-mail: [itibaLLC@yahoo.com](mailto:itibaLLC@yahoo.com)

STORAGE MANAGEMENT, Data Management and Information Lifecycle Management services are being offered. Vintage & Denim Clothes are available. Contact: Colin O. Cox, Sr. Consultant, IT Business Systems, 17939 Chatsworth Street, Ste. 417, Granada Hills, CA91344, USA, Tel: 1-866-305-6856, Fax: 1-866-305-6856, E-mail: [cocox@onebox.com](mailto:cocox@onebox.com), Website: [dps-usa.com](http://dps-usa.com), [www.vintageclothesusa.com](http://www.vintageclothesusa.com)

LAPTOP COMPUTER parts and laptop systems are available. Contact: Christian Ordonez, Sales Manager, 501 south falkenburg road, suite c8, Tampa, FL 33619, USA, Tel: 8137540283, Fax: 8133194284, E-mail: [chris@netecnica.com](mailto:chris@netecnica.com), Web: [www.netecnica.com](http://www.netecnica.com)

SUN & SKIN CARE LOTIONS, shower gel, fragrances and cookies are available. Contact: Mr. Hans-Peter Roser, Manager, #6 Bluff Lane Pembroke, BERMUDA, Tel: 1-441-296-8224 Fax: 1-441-296-8224, Email: [royalflush@tbinet.bm](mailto:royalflush@tbinet.bm)

SWIMWEAR and beachwear are available. ,Contact: Luciana Zanardo, Trader, R. Flaminio Levi, 354 23/12 Santos, 11085-080, Brazil, Tel: 55-13-91532803, E-mail: [izanardo@hotmail.com](mailto:izanardo@hotmail.com), Website: [www.menehhune.com.br](http://www.menehhune.com.br)

WELDED WIRE FABRIC - Sheets / Rolls (Plain & Galvanized), Nails, Galvanized Wire, Mild Steel Round Bars, Chain Link Wire Fence Fabric, Barbed Wire, Cold Drawn Steel Wire, D.H.T. Bars, and Black Annealed Wire are available. Contact: Deonarine Boodoosingh, Exporting Marketing Representative, Trinrico Steel & Wire Products Limited, The Trinrico Plaza, 141-143, Coffee Street, San Fernando, P.O Bag 727, San Fernando, Republic Of Trinidad & Tobago, Tel: (868) 657-4785/6, 9480, Fax: 1 (868) 657-1840, Cell: 1 (868)715-1818, [email-trinrico@tstt.net.tt](mailto:trinrico@tstt.net.tt) , Website:[www.trinrico.com/www.trinricosteel.com](http://www.trinrico.com/www.trinricosteel.com)

## TRADE AND INVESTMENT EVENTS

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### OTHER UPCOMING EVENTS

**BMEX '2006** , June 2-5, 2006, Sherbourne Conference Centre, BARBADOS. E-mail: [bmex-products@caribsurf.com](mailto:bmex-products@caribsurf.com)

**Hot Pepper Meeting** June 06, 2006, Savannah Hotel, BARBADOS

**CARIFORUM Meeting** ,June 6-7, TRINIDAD AND TOBAGO

**Caribbean Fashion Week**, June 7-11, 2006, JAMAICA. Website: <http://www.caribbeanfashionweek.com/>

**CAIC Presentation to Manufacturers**, June 08,2006, Savannah Hotel , BARBADOS

**Launch of the CARICOM-DR Business Forum**, June 9, 2006, Savannah Hotel, BARBADOS

**The 24th Annual Caribbean Conference of Accountants**, June 8-10, 2006, Hilton, BARBADOS. Website: <http://www.icac.org.jm>

**Salon international du voyage et du tourisme (The International Travel And Tourism Show)** , June 9-11, 2006, GUADELOUPE. E-mail : [jm-o@outremer.com](mailto:jm-o@outremer.com)

EXPOCARIBE'2006, June 18-23, 2006, CUBA. Website: [www.camaracuba.com](http://www.camaracuba.com)

OECS 25th Anniversary Showcase Exhibition, June 21-23, 2006, Marriott Hotel in St. Kitts/Nevis.

7th Forum of Trade Promotion Organisations (TPOs) June 26, 2006, at the Hilton Hotel, Christ Church, Barbados. E-mail: [amohammed@acs-aec.org](mailto:amohammed@acs-aec.org)

### **Other Upcoming Events**

Caribbean Tourism Week, June 11 - 17, 2006, New York, USA. Website: [doitcaribbean.com](http://doitcaribbean.com)

International Importer & Exporter Fair, June 13 -15, 2006, Miami Convention Center Miami, Florida. USA. E-mail: [fastway@ig.com.br](mailto:fastway@ig.com.br)/[exporterworld@ig.com.br](mailto:exporterworld@ig.com.br)

The World Ethnic & Specialty Food Show 2006, Porte de Versailles Paris, France. Website: [www.ethnicfoodshow.com](http://www.ethnicfoodshow.com)

Le Salon International de la Pizza et de la Restauration Italienne, June 14 -15, 2006, Porte de Versailles Paris. Website: [www.ethnicfoodshow.com](http://www.ethnicfoodshow.com)

LACIME 2006(Latin America and Caribbean Incentive & Meetings Exhibition), June 20-22, 2006, Transamerica Expo Centre Sao Paula-SP, BRAZIL. Tel: + 55 11 5502-7272, Fax: + 55 11 5502 7278

LACCEI - Latin American and Caribbean Consortium of Engineering Institutions  
The Fourth Latin American and Caribbean Conference, June 21 - 23 , 2006, Mayaguez, PUERTO RICO. Website: <http://www.laccei.org>

CHIC - Caribbean Hotel Industry Conference & 2006 Taste of the Caribbean, June 25-28, 2006, Hyatt Regency Miami Florida. Website: <http://www.caribbeanhotels.org>

## **NOTICES**

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### **NOTICES**

- 1) The new email address for Caribbean Policy Development Centre (CPDC) is [cpdc@caribsurf.com](mailto:cpdc@caribsurf.com).
- 2) The St. Vincent and the Grenadines Bureau of Standards (SVGBS) e-mail address has been changed to [office.svgbs@mail.gov.vc](mailto:office.svgbs@mail.gov.vc)
- 3) Please note the change of contact information for the CARIFORUM Secretariat, effective immediately:  
CARIFORUM Secretariat, Caribbean Community Secretariat, Turkeyen, Greater Georgetown, Guyana, Tel: 592-222-0001/75, Fax: 592-222-0172, E-mail: [cariforum@caricom.org](mailto:cariforum@caricom.org)

## **PUBLICATIONS**

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**LITTLE DATA BOOK 2006**

A pocket-sized reference on key development data for over 200 countries, Little Data Book 2006 provides profiles of each country with 54 development indicators about People, Environment, Economy, Technology and Infrastructure, Trade, and Finance. For further details please visit the website:

(" [http://publications.worldbank.org/ecommerce/catalog/product?item\\_id=5](http://publications.worldbank.org/ecommerce/catalog/product?item_id=5)

#### MANAGING THE CHALLENGES OF WTO PARTICIPATION

This compilation of forty-five case studies documents disparate experiences among economies in addressing the challenges of participating in the WTO. Find out more at:

[http://www.wto.org/english/res\\_e/booksp\\_e/casestudies\\_e/casestudies\\_e.h](http://www.wto.org/english/res_e/booksp_e/casestudies_e/casestudies_e.h)

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