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## FROM THE EDITOR

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### UPDATE YOUR PROFILE

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## CARIBBEAN EXPORT DIGEST

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### CGCS 2007 A SUCCESS

On Sunday September 30, 2007, the curtains came down on the 14th edition of the Caribbean Gift and Craft Show featuring Caribbean Fashion Rhythms, at the World Trade Center Curacao. Over 6,000 participants including exhibitors, buyers, media, officials and the public from 31 regional countries, the USA Canada and the Netherlands, participated. The four day event attracted a record breaking 250 exhibiting companies. The show also attracted 245 trade buyers the third largest number of trade buyers ever to attend the Show.

"The Show provided the perfect setting for the conduct of significant business transactions between exhibitors and trade buyers," noted Veona Maloney, Show Manager, CGCS 2007. "It show continues to live up its reputation as the premier event for the gift and craft sector in the region, and continues to retain a base of repeat registrants while attracting new participants like the 157 trade buyers who visited the show for the first time this year."

Caribbean Export's Executive Director, Ms Mora Ramis was extremely optimistic about the future of the show and expressed her great appreciation to Caribbean Export's major partner in hosting the show the Government of Curacao and specially the Chamber of Commerce of Curacao and the management and staff of the FirstCaribbean International Bank

Ms Mora-Ramis also expressed thanks to the Curacao Coordinating Committee, Fedex, Liat, Air Jamaica and InselAir.

The Caribbean Gift and Craft Show 2008 returns to the Sherbourne Conference Centre in Barbados, for its fifteenth anniversary celebration, from October 2-5, 2008. A WARM WELCOME AWAITS YOU THERE.

For information contact: Veona Maloney, E-mail: [vmaloney@carib-export.com](mailto:vmaloney@carib-export.com) or [cgcs@carib-export.com](mailto:cgcs@carib-export.com) Tel: 246-436-0578; Fax: 246-436-9999.

### WINNERS OF THE CGCS 2007 BEST OF SHOW AWARDS

The FirstCaribbean International Bank Best of Show Awards ceremony was one of the highlights of CGCS 2007, at which a number of companies were recognised for their packaging, booth displays and most significantly their new products and product lines.

Several exhibitors were elated at emerging winners in the Best of Show Awards which recognizes excellence for Best New Product/Product Line, Best Booth Display, Best Handcrafted Product and Outstanding Creative Packaging.

The winner of the Best New Product/Product Line Gift and Craft for the second consecutive year was Caribbean Creative of Dominica, which exhibited a new and exciting range of exotic wood, home accessories and giftware

products that impressed the expert international panel of judges. A first time exhibitor, Avark of Barbados, was the winner for fashion also in this category for its outstanding range of men's garments. Corailyne Couture (Martinique) and Luna Design (Barbados) were the runner ups in this category for fashion, and gift and craft respectively.

To be eligible for the Best New Product/Product Line Award, the product or product line were required to be produced for the first time between September, 2006 and September, 2007, and to satisfy the judging criteria with respect to creativity, originality, quality and exportability of the product.

The judges were captivated by the exquisite display of herbal products for inner and outer beauty and for spiritual growth and the lovely historic dresses worn by the ladies of Dinah Veeris Products N.V. of Curaçao who emerged winners of the Best Booth Display for 2007.

In awarding this prize the judges considered the booths' attractiveness, the compatibility of the product with the display, the viewer's ability to see the products displayed and the extent to which the booths reflected the functional use of the products on display. The runner up in this category was Luna Design (Barbados).

Yon Lakou Yon Pwodi (Village Production) which is part of the Femmes en Démocratie group of Haiti were victorious in the category Best Handcrafted Product. In the judges' opinion their tobacco leaves vessel were not only of good quality, but were export ready, highly creative and original in design and use of indigenous materials. The runner up in this category was a long-standing participant of the Caribbean Gift and Craft Show, and well known for her husk baskets, Nanny of the Maroons Traditional Craft (Jamaica).

For the category Outstanding Creative Packaging the judges were impressed for the second consecutive year with the attractiveness, functionality and appropriateness of the packaging used by Outremer Production Autrement of Guadeloupe for its rums and punch beverages which all added to the products' appeal. Natmed Limited (Saint Lucia) was also impressive in this category and was runner-up with their all natural sun care products and skin products made from herbal extracts.

The judges also made special mention of Maravia Gallery, Mon Art Gallery, Studio Chihume Ellen Spijkstra, Gallery Alma Blou and Fundashon di Artista all from Curaçao for innovation in fine crafts and fine arts as well as an innovative display.

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For information contact: Veona Maloney, E-mail: [vmaloney@carib-export.com](mailto:vmaloney@carib-export.com) or [cgcs@carib-export.com](mailto:cgcs@carib-export.com) Tel: 246-436-0578; Fax: 246-436-9999.

## **SEMINAR SATURDAY AT CGCS 2007**

Saturday September 29 was Seminar Saturday at the Caribbean Gift and Craft Show (CGCS). Although not a new feature to CGCS, it was the first time that seminars were held all day.

The Seminar entitled "Canadian Market for Gifts and Craft" commenced from 9:00 am – 12:00 noon and was facilitated by Patty Johnson and Philip Kelly of the Trade Facilitation Office Canada (TFOC). Patty Johnson is a Canadian designer who has been cited for synthesizing craft and mass production in her work Her work has won many awards and has been included in ID Magazine's Annual Design Review Awards, the International Design Yearbook and Newsweek's 'Design Dozen 2006'. Her most recent project, "North South Project" was awarded an ICFF Editors Award at New York's International Contemporary Furniture Fair in May 2006.

Philip Kelly has been Project Manager with the Trade Facilitation Office Canada for 7 years. During this time he has developed and implemented a variety of programs such as seminars, workshops and trade missions in numerous

countries, including, in the Caribbean, the Dominican Republic, Cuba and St. Lucia, where he worked on a program for OECS,.

FEDEX facilitated the seminar “Logistics for Exporters” & “Exporting the Arts” from 2:30 p.m.–4:00 p.m. The seminar provided information on how to track air freight shipments and ocean carrier dispatch.

“E-Commerce – Expand Your Sales to the USA” seminar commenced at 4:15 pm – 5:00 pm. This seminar was facilitated by Neptune Cigars Inc. The Seminar Content included:

- Ecommerce Market in the USA: Evolution, figures, expectation, forecast...
- Keys for a successful ecommerce operation: E- marketing, advertising, Conversion, customer service....
- First things to consider to get started: Product analysis, pricing analysis, keywords analysis...
- Vendilis: Solutions “a la carte” to reach American consumers directly thru the Internet

The seminars were attended by 250 CGCS participants who were generally satisfied with the seminars and the relevance of the subject matter to their businesses.

## **FANCY FOOD, 2008**

The Summer International Fancy Food Show will be held from June 29 – July 1, 2008 at the Jacob Javits Center in New York. The Show, is the single most important forum for exporters to meet trade buyers in the mainstream New York market in order to take advantage of this window of opportunity. Participating in this Show has, over the years, facilitated the most successful speciality food exporters in the Caribbean to establish a foothold in the market. Such companies continue to support the need for a Caribbean Pavilion as they confirm that exhibiting as a regional group allows maximum exposure and benefit from the Show. Buyers often seek out the Caribbean Pavilion to see what is new, to track companies and to meet existing and new suppliers. This Pavilion is also a ‘must see’ for the trade press thus giving the exhibitors additional publicity in the media and specialty publications.

The Metro New York market is the largest food retail market in North America. Total Food Store and C-Store sales for the market are estimated to be \$55 billion dollars in 2006. In addition, there is a large ethnic (Caribbean) community in the New York area with a structured importer/distributor network reaching many of the small and medium size retailers and supermarkets in this area.

The Caribbean Export Development Agency (Caribbean Export) is assisting companies from the specialty food sector by coordinating the 15th participation at the Fancy Food show with the Caribbean Pavilion in 2008. Interested companies should contact Sam Kruiner at email [skruiner@carib-export.com](mailto:skruiner@carib-export.com).

## **CSME NEWS**

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### **CARICOM-COSTA RICA AGREEMENT TO BE EXTENDED**

The first round of negotiations to extend the CARICOM-Costa Rica Trade Agreement to include other Central American countries took place on August 8, 2007 at the Crowne Plaza, Port-of-Spain. In May, a preparatory meeting of senior CARICOM officials and their Central American counterparts took place in Panama City, Panama. The Meeting discussed the development of a structure and an initial schedule for a free trade agreement between the two sub regions. At that session, the two sub regions undertook an initial exchange of trade information with the goal of affecting negotiating and eventual implementation of the agreement. The CARICOM/Costa Rica Agreement was signed in 2004.

## **TRADE POLICY DEVELOPMENTS**

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## **CARIFORUM HEADS MEET ON EPA**

CARIFORUM Heads of States, CARIFORUM negotiators and EU Commissioners Mandelson and Louis Michel met in Montego Bay, Jamaica on October 4 – 5 2007 in an attempt to finalize the Economic partnership Agreement negotiations.

The meeting:

- Reiterated the priority given to development throughout the Agreement especially in relation to the provisions for technical assistance, capacity and institutional building; regulatory reform; continuous work on the designing of support programmes and project to facilitate implementation of the EPA
- Noted the emphasis on significant increase in European Development Fund allocations to support programmes and the allocation of additional resources emanating from the EU Aid for Trade Strategy, the details of which were articulated in a Memorandum on Development Cooperation by the European Commission.
- Provided guidance to both CARIFORUM and EU negotiators to facilitate the finalization of negotiations on more challenging outstanding issues including market access for goods, services and investment
- Tabled CARIFORUM proposals on securing increased and assured market access aimed at securing the viability of CARIFORUM's sugar industry.
- Noted CARIFORUM interests in attaining specific development assistance to aid the continued adjustment and transformation of the Region's vulnerable banana industry.

The EPA negotiations continued in Barbados with negotiations from October 8-15, 2007.

The final round of negotiations is scheduled for October 31 – November 03, 2007 in Jamaica. The technical negotiations will include market access; services; investment and legal and institutional issues. This meeting will be preceded by the convening of the formal CARIFORUM caucus on October 30. Other meetings scheduled are as follows:

- TWG on market access, October 29-30
- 10th CARIFORUM-EC Principal Negotiators, November 5

**Source: CRNM**

## MARKET NEWS

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### OECS SECRETARIAT ENHANCES MARKET INTELLIGENCE RESEARCH FOR PRIVATE SECTOR

The OECS Export Development Unit (OECSEU) is working towards enhancing efforts by the sub-region's private sector in product promotion and distribution. For this reason the OECS EDU has appointed a market intelligence consultant in Andrew Satney through the Commonwealth Fund for Technical Assistance.

Colin Bully, Director of the OECSEU explains that Satney's appointment is part of his institutions effort to access further investment and strategic partners to advance product promotion and distribution. According to Mr Bully, "Having for the past five years facilitated manufacturing companies in developing their capacity to be more efficient in their export operations, the OECS EDU is convinced that the institutions they serve in the OECS Private Sector are now at the level where we can look more deeply at market access issues. The market access issues will be developed around the platform of Market Intelligence and Market research."

Satney who is initially on a two year contract says the approach is to set up a system that will present timely relevant and easy to understand information about markets, products and the environment in which OECS manufacturers operate and export as well as regional and international market access and developments on the world market stage: "To be successful you have to think global all the times because of: the removal of various restrictions, the fact that member countries are joining multi-lateral trading systems, they are forming economic partnership agreements and several other issues in the global trading arena."

The Manufacturers will be able to source such information via a portal at the OECSEU, as well as contact points in the OECS such as the Ministries of Commerce and Trade. The OECS EDU has identified potential in the OECS for growth in the professional services sector and is therefore looking at expanding its operations with specific interest in meeting increased demands for professional services:

The Market Research procedure includes analyzing the demand, the information needed, the form in which the information is used, and the human resource capacity of the manufacturer to use the information. This will help determine the best system for the manufacturing and other private sector agencies. In some cases a cost is required to obtain market information.

Officials believe that two years will be adequate to make significant strides in market intelligence for OECS manufacturers. In phase one the market intelligence will be set up and in phase two the system will be made operational and relevant. After identifying the requirements and the approach the system should be established by December 2007. For further information contact Mr Andrew Staney at email: [asatney@oecsedu.org](mailto:asatney@oecsedu.org).

### INVESTMENT OPPORTUNITIES IN BELIZE

As an emerging economy, strategically bridging the region of Central America and the Caribbean, Belize offers plenty of untapped potential for upscale investments and value-added activities. Recent initiatives under the development of a National Export Strategy (supported by the Commonwealth Secretariat and the International Trade Center in Geneva) have confirmed priority sectors where Belize has opportunities for building competitive advantages. This was announced by Prime Minister, The Honourable Said Musa, at the launch of the Belize Investor's Manual, recently. The prioritized sectors include: Tourism, Agribusiness, Aquaculture, Information Communication Technology (ICT), Environmental Goods and Services. For additional information contact: Belize Trade & Investment Development Service (BELTRAIDE) at Tel: 501-822-3737, Fax: 501-822-0595, E-mail: [beltraide@belizeinvest.org.bz](mailto:beltraide@belizeinvest.org.bz), Website: <http://www.belizeinvest.org.bz/>

### BUSINESS OPPORTUNITIES

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## BUSINESS OPPORTUNITIES

IMPORTER OF BROWN SUGAR looking for a long-term business partner. Contact: Import department, Davor Palèec, Rudeška 14, 10000 Zagreb, CROATIA. Tel: +38513867-157/158, Fax: +38513867-159, E-mail: [nabava@vm2.hr](mailto:nabava@vm2.hr) / [info@vm2.hr](mailto:info@vm2.hr)

Experienced individuals/expatriates with expertise in Petroleum Engineering; Drilling Services; Civil Engineering; Computer Engineering; Architect Engineering; Marine Engineering; Mechanical Engineering; Electrical Engineering; Electronics-Telecommunication Engineering; Surveying Engineer; Aerospace Engineering are sought. Contact: Mr. Moretti George, Head, Meiden Recruitment Company, LONDON, Tel. (+44)702409446, E-mail: [george\\_meriden\\_recruitment@yahoo.com](mailto:george_meriden_recruitment@yahoo.com)

SUGAR and wheat are sought. Contact: Abdul Wahab Zubieri, Zubieri Trading Company, P.O.Box 2459, Zubieri St. Bab Al-Yemen, Sana'a - REPUBLIC OF YEMEN, Tel : 00 967 1 267460, Fax : 00 967 1 245838, Email: [awzubieri@yemen.net.ye](mailto:awzubieri@yemen.net.ye)

PERSONAL CARE PRODUCTS are sought. Contact: Robert Idris, CEO, 2019 Azikiwe Road Aba, Abia State, NIGERIA, Tel: +234 8036778901, Fax: +234 8222829611, E-mail: [oceanwidebr@yahoo.com](mailto:oceanwidebr@yahoo.com)

HUMAN RESOURCE MANAGEMENT SERVICES including human resource management policies, employee handbooks, interviewing skills, training and development are available. Contact: Erica M. B. Ashton , Human Resource Consultant, 8 University Villas, Pasea Street, St. Augustine, Republic of Trinidad and Tobago, Tel: (868) 662 1344, Fax: (868) 663 8964, E-mail: [ash44@carib-link.net](mailto:ash44@carib-link.net)

TRAINING, speed writing, business establishment assistance, wedding consultants, event planning, locating corporate offices and furnishing, housing, accommodation, schools services and interior decorating are available. Contact: Ms Audine Cyrus, HIPS Corporate and Special Occasion Planners, Tel/Fax: (246) 437-2710, Cell: (246) 269-0645, E-mail: [dycyrs@yahoo.com](mailto:dycyrs@yahoo.com)

WATER METERS, Valve, Pump, Pipes, Agro machinery are available. Contact: Jerry, Sales Manager/Exclusive CEO, KINGBRAND Equipment and Material Co., Ltd , Zip: 315 202 , Add: Luotuo Machinery & Electric Industry Zone, Ningbo, Zhejiang, P.R.China , Tel:0086 574 8659 0820/8669 4012 , Fax:0086 574 8659 0820 , Cell:0086 135 8669 6260, Email: [jerryroo@gmail.com](mailto:jerryroo@gmail.com) / [kbsales@kingbrandco.com](mailto:kbsales@kingbrandco.com) , Web: <http://www.kingbrandco.com> , Msn: [jerryroo07@hotmail.com](mailto:jerryroo07@hotmail.com)

MACHINE PARTS, including metal stamping, die casting, forging parts, plastic and rubber parts are available. Contact: Vanessa Liu, Sales, No.1 Changjiang Blvd, E.Development Zone, CHINA, Tel: 86-311-85673209, Fax: 86-311-85672759, E-mail: [vanessakzz@yahoo.com.cn](mailto:vanessakzz@yahoo.com.cn)

MOTORCYCLE and agricultural machinery products are available. Contact: Ms. JiaLan Huang (Sale Manager) CHONGQING VELI TECHNOLOGY (GROUP) CO., LTD., Office: 12-3 Feng Ye Xiao Qu, No.47 #Song Shi Da -Dao, Yubei District, Chongqing 401147, China.Fax: 86-23-68180597, E-mail: [jialanhuang@cta.cq.cn](mailto:jialanhuang@cta.cq.cn) & [jialanhuang@yahoo.com.cn](mailto:jialanhuang@yahoo.com.cn)

ISO 9001, ISO 14001, OHSAS 18001, SMC and Risk Management/Assessment courses are available. Monchai K. Paul, Training & Marketing Manager Tel: 67637632 , Mobile: 97559126, Fax: 67633885, DID : 67648113, E-mail: [monchai@absolutekinetics.com](mailto:monchai@absolutekinetics.com), Website: [www.absolutekinetics.com](http://www.absolutekinetics.com)

CARIBBEAN DISTRIBUTORS of deep frozen wild mushrooms: porcini, chanterelles, morels required. Contact: Cyril BODDAERT, Export Sales Manager, Z.A.C. de la Nau, 19240 SAINT VIANCE, FRANCE, Tel:

+ 33 (0) 5 55 17 64 74, Mobile: + 33 (0) 6 29 70 16 60, Fax: + 33 (0) 5 55 17 17 45, E-mail:  
[cyril.boddaert@francep.com](mailto:cyril.boddaert@francep.com)

**The Caribbean Export Development Agency assumes no responsibility for any liability arising from the pursuit of the opportunities listed above.**

## UPCOMING EVENTS

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### UPCOMING EVENTS OCTOBER - DECEMBER, 2007

#### EXPAND YOUR MARKET! JOIN THE BCSI SERVICES TRADE MISSION

The Barbados Coalition of Service Industries will be leading a services trade mission to Curaçao from October 22 - 26, 2007.

The main objective of the mission is to enable Barbadian service providers to establish meaningful and mutually beneficial relationships with the Curaçaoan business community across the wider spectrum of economic and commercial activity, with the view towards increasing trade between the two territories.

All business persons interested in strategic alliances, joint ventures, franchise opportunities, as well as distributors and representatives within the services and retail sectors and those interested in investing in Barbados or by extension CARICOM are invited to attend a **Business Forum** in the Tula Room at the Kura Hulanda Hotel Spa and Casino on October 23, 2007.

Presentations will include, *Doing Business in Barbados*, *Doing Business in Trinidad and Tobago*, *The Importance of Strategic Alliances in Services Exporting*, *Strengthening Ties with Curacao*, as well as brief company presentations from the mission participants. Registration will begin at 8:30am for a 9:00am start.

Further, persons interested in meeting one-on-one with mission participants are requested to arrange an appointment through Ms. Mirnamila Bakhuis at the Curaçao Chamber of Commerce and Industry. The **Business-to-Business Meetings** will take place on Wednesday, October 24 and Thursday, October 25. Appointments will be made on a first-come-first-serve basis. Ms. Bakhuis can be reached by telephone at +599-9-461-3918 or by email at [mila.bakhuis@curacao-chamber.an](mailto:mila.bakhuis@curacao-chamber.an).

The trade mission delegation is comprised as follows:

**Barbados Coalition of Services Industries Inc.** – promotes the export of services, provides export assistance to service providers, facilitates strategic alliances, service provider sourcing for international customers - one-stop-shop for all service needs

**Barbados Investment and Development Corporation** – promotes the export of goods and services

**Dowell's Advisory Services Inc.** – accounting services, finance-based seminars (eg. personal financial planning), financial counseling to individuals, companies and families, feasibility studies and business plans

**Ethnic Vision Inc.** - advertising and marketing services, promotion campaigns, marketing campaigns and brand development, advertising production market analysis

**Fields & Fields System Consultants Inc.** – management, maintenance and provision of computer peripherals, software, hardware, etc., structured cabling, network setup and administration, computer repair and maintenance, peripheral repair and maintenance

**Lashley & Waithe Fish Processors Inc.** – procurement, processing and marketing of fresh fish and seafood for the local and international markets

**Profiles Caribbean Inc.** – human resource tools and services to help hire, train, manage and develop people more effectively, psychometric testing, human resource consulting, executive searches and selection services

**Stingray Consultants** – brand and image development services

**The Dry Wall Store Inc.** - supplier of drywall (gypsum) and related accessories, acoustical ceilings, insulation and other products

**Trinidad and Tobago Coalition of Service Industries** – focal point for the Trinidad and Tobago services sector, lobbyist for trade in services and services development issues, export promotion agency

**Four Season Colonade** – Design of Jewellery and Fashion wear

For further information about the upcoming trade missions please contact the BCSI secretariat at Tel. (246) 429-5357, Fax. (246) 429-5352 or email: [info@bcsi.org.bb](mailto:info@bcsi.org.bb)

## **OCTOBER**

### **OCTOBER 1-2 - INAUGURAL CARIBBEAN & CENTRAL AMERICA LAW PRACTICE MANAGEMENT WORKSHOP**

Inaugural Caribbean & Central America Law Practice Management Workshop, October 1-2, 2007, Ritz-Carlton, Grand Cayman. Contact: Ms. Lorna Payne, University of the West Indies, Faculty of Law, Cave Hill Campus, Cave Hill, St. Michael, BARBADOS, Tel: (246) 417-4220, Fax: (246) 424-1788, E-mail: [lpayne@uwichill.edu.bb](mailto:lpayne@uwichill.edu.bb), Website: [www.commerciallawworkshop.com](http://www.commerciallawworkshop.com)

### **OCTOBER 04 – 06 - 3RD REGIONAL CONFERENCE OF CARIBBEAN ASSOCIATION OF CUSTOMS BROKERS**

The Barbados Customs Brokers & Clerks Association invite you to the 3rd Regional Conference Of Caribbean Association Of Customs Brokers “The New Customs Broker – A Global Proactive Trade Specialist” At The Savannah Hotel, Hastings, Christ Church, Barbados, October 04 – 06, 2007. Target Audience: Customs Brokers and Clerks, Importers, Exporters and Logistics Personnel. Target Countries: Antigua, The Bahamas, Belize, Dominica, Grenada, Guyana, Jamaica, Montserrat, St. Kitts/Nevis, St. Lucia, St. Vincent & The Grenadines, Suriname, Trinidad & Tobago and host Barbados Topics include: Capacity Building, Trade Standards and Practices, Finance, Harmonised Legislation, The Future of CACUB.

Interested person can register on line: [www.barbadocustomsbrokers.org](http://www.barbadocustomsbrokers.org) Or the Office of BCBCA, Lower Bay street, Tel: (246) 426-3086 Fax: (246) 426-1737

### **OCTOBER 8-12 - 14TH ANNUAL FCCA CARIBBEAN CRUISE CONFERENCE & TRADE SHOW**

14th Annual FCCA Caribbean Cruise Conference & Trade Show, October 8-12, 2007. Cozumel, MEXICO. Contact: Florida-Caribbean Cruise Association, 11200 Pines Blvd., Suite 201, Pembroke Pines, FL 33026, Tel: (954) 441-8881, Fax: (954) 441-3171, E-mail: [registration@f-cca.com](mailto:registration@f-cca.com), Website: [www.f-cca.com](http://www.f-cca.com)

### **OCTOBER 15-17 - CARIBBEAN SHIPPING ASSOCIATION'S 37TH ANNUAL GENERAL MEETING, CONFERENCE AND EXHIBITION**

Caribbean-Central American Action would like to inform you of the upcoming Caribbean Shipping Association's 37th Annual General Meeting, Conference and Exhibition from October 15-17, 2007 in Dominica Republic. A range of important topics and issues will be presented and discussed at the CSA conference including an update on the CARICOM Single Market and Economy.

Delegates will also be looking at Current Trends in maritime transport and the implications for Latin America and the Caribbean; Ship Size and the effects on shipping in the Caribbean; and, Environmental issues critical for maintaining the pristine condition of the Caribbean Sea. Kindly visit the CSA website at [www.caribbeanshipping.org](http://www.caribbeanshipping.org) for details.

### **OCTOBER 20 – 21, 2008 - COSTA RICA INTERNATIONAL HOSPITALITY CONFERENCE & EXPO**

Join us for the 2008 Costa Rica Hospitality Conference and Exhibition on October 20 – 21, 2008, San Jose, Costa Rica. This event will bring buyers from resorts, hotels, restaurants, and spas from throughout Central America and northern South America together under one roof. Onsite will be functions for networking, opportunities for product showcasing, educational sessions for learning, projects for investing and business to be done. For more information, please contact CardellExpo Group at [info@cardellexpo.com](mailto:info@cardellexpo.com)

### **OCTOBER 22-24 - THE CHALLENGE OF INNOVATION**

The Challenge of Innovation, October 22-24, 2007, Trinidad Hilton and Conference Center. Organized by: The Caribbean Industrial Research Institute and Trinidad and Tobago's Ministry of Planning and Development Contact: [bsu@cariri.com](mailto:bsu@cariri.com) or (868) 622-7161

### **OCTOBER 26 – 28 - THE HOME SHOW**

The Home Show October 26 – 28, 2007, Sherbourne Conference Centre, Barbados. Contact: Sherbourne Conference Centre, Tel: (246) 467-8200; Fax: (246) 431-9795; E-mail: [sherbourne@bcsbbarbados.com](mailto:sherbourne@bcsbbarbados.com), Website: <http://www.bcsbbarbados.com/event.aspx?id=22>

## **NOVEMBER**

### **NOVEMBER 2-3 - SECOND BUSINESS FORUM OF THE NON-ALIGNED MOVEMENT**

Second Business Forum of the Non-Aligned Movement, November 2-3, 2007. Contact; Chamber of Commerce of the Republic of Cuba, calle 21 No. 661 esq.a A, Vedado, La Habana, Cuba. Tel: (537) 835-6816 Ext 227, Fax: (537) 833-3042, E-mail: [foronoal@camara.com.cu](mailto:foronoal@camara.com.cu), Website: [www.foronoal.cu](http://www.foronoal.cu)

### **NOVEMBER 5-10 - HAVANA INTERNATIONAL TRADE FAIR**

The 25th Havana International Fair will be held November 5-10, 2007 at the . EXPOCUBA Exhibition Grounds. Throughout 24 years FIHAV has been an important step in the promotion of export products, has contributed to strengthening cooperation among trade partners and has offered exhibitors the possibility to introduce and/or consolidate his products in a developing market. Companies wishing to participate in the Fair should complete and return the Participation Contract form to the International Conference Center's representative agencies or directly to PABEXPO, at least 30 days prior to the opening of the Fair. For further information, please Contact: International Conference Centre, PABEXPO, Tel: (537) 271-6614/271-0758, Fax: (537) 271-9065, E-mail: [pabexpo1@palco.cu/Wilma@palco.cu](mailto:pabexpo1@palco.cu/Wilma@palco.cu), Website: [www.cpalco.com](http://www.cpalco.com)

### **NOVEMBER 17-18 – THE FOOD EXPO**

The Food Expo, Salon de la restauration et de l'alimentation, November 17-18, 2007 Palais des Congrès de Mediana – Schoelcher – MARTINIQUE. Contact: Mme Guillaume, Open Soft System, Tel: (596) 596 61 09 24, Fax:

(596) 596 61 18 99,  
Email: [open-soft@wanadoo.fr](mailto:open-soft@wanadoo.fr)

## DECEMBER

### DECEMBER 1-2 – THE FASHION SHOW

The Fashion Show, Salon Mode bijoux et parfums et Salon Au Masculin, December 1-2, 2007, , Palais des Congrès de Mediana – Schoelcher – MARTINIQUE. Contact: Mme Guillaume, Open Soft System, Tel: (596) 596 61 09 24, Fax: (596) 596 61 18 99,  
Email: [open-soft@wanadoo.fr](mailto:open-soft@wanadoo.fr)

### DECEMBER 3-5 - 31ST MIAMI CONFERENCE ON THE CARIBBEAN BASIN

31st Miami Conference on the Caribbean Basin, December 3-5, 2007, InterContinental Hotel, Miami, Florida. Contact: Caribbean-Central American Action, 1818 N Street NW, Suite 310, Washington, DC 20036, USA, Tel: (202) 466-7464 Ext 28, E-mail: [Miami@c-caa.org](mailto:Miami@c-caa.org), Website: [www.c-caa.org](http://www.c-caa.org)

### DECEMBER 5-9 – THE COMMUNICATION SHOW

The Communication Show, Salon de la communication, December 5-9, 2007  
Complex World Trade Centre – CWTC, GUADELOUPE. Contact: Jarry / Baie-Mahault  
Sept Mag Communication, Tel: (590) 590 26 60 50, Fax: (590) 590 26 61 87

### DECEMBER 12-16 - SPORT, TOURISM AND LEISURE EXPO

Sport, Tourism and Leisure Expo, Salon du Sport, des loisirs et du Tourisme sportif, December 12-16, 2007, Complex World Trade Centre – CWTC, GUADELOUPE. Contact: Jarry / Baie-Mahault, Producer: MKD Média, Tel: (590) 590 25 07 00, Fax: (590) 690 63 04 25

### DECEMBER 15-16 – THE MUSIC SHOW

The Music Show, Salon de la musique, December 15th-16th,  
Palais des Congrès de Mediana – Schoelcher - MARTINIQUE . Contact: Mme Guillaume, Open Soft System, Tel: (596) 596 61 09 24, Fax: (596) 596 61 18 99,  
Email: [open-soft@wanadoo.fr](mailto:open-soft@wanadoo.fr)

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## OTHER EVENTS

Second International Conference on Climate Change and Tourism, October 1-3, 2007, Davos, Switzerland (check website <http://climate.unwto.org>).

### WTO PUBLIC FORUM 2007 - HOW CAN THE WTO HELP HARNESS GLOBALIZATION?

The WTO Public Forum will take place 4-5 October 2007 in Geneva, Switzerland Registration to attend the forum is now open and you can see the programme of the proposed sessions with summaries of the sessions where available on the public forum website:

[http://www.wto.org/english/forums\\_e/public\\_forum2007\\_e/public\\_forum07\\_e.htm](http://www.wto.org/english/forums_e/public_forum2007_e/public_forum07_e.htm)

MIT International, International Trade Exhibition for Group Tourism, October 10-14, 2007. Contact: MIT International, 1, rue Eugène et Armand Peugeot CP 725, 92856 Rueil Malmaison Cedex, Paris Expo-Porte de Versailles, Paris, FRANCE, Tel: 33 (0)1 76 73 4147, Fax: 33 (0)1 76 73 4844, E-mail: [mitinternational@groupe liaisons.fr](mailto:mitinternational@groupe liaisons.fr), Website: [www.mitinternational.fr](http://www.mitinternational.fr)

5th Xiamen Gift & Home Decoration Show (XMGHS) , October 13-16, 2007. Xiamen International Conference & Exhibition Center, CHINA. For further information contact: Jessie Chen , Tel: 86 592 5959186 , Fax: 86 592

5959188 , Email: [xmgiftshow@yahoo.com](mailto:xmgiftshow@yahoo.com), [info@xmghs.com](mailto:info@xmghs.com) , Website: [www.xmghs.com](http://www.xmghs.com)

Home Technology Expo, October 25-28, 2007. Chennai Trade Centre, Chennai INDIA. Contact: Kamil M., Project head, Zak Trade Fairs & Exhibitions Pvt. Ltd., Tel: 91 44 2825 7722 / 33 / 44 / 0008 / 0009 / 2822 4571 , Fax: 91 44 2820 2728,

Dear Sirs,

Americas Linkage Conference November 14-16, 2007. This conference has been developed for all companies located in the Americas who do or are trying to initiate in the international business. I would like to address a possibility of a mutual partnership between our chambers in promoting and making this event a successful one. For further information please contact Bernardo Braga, Manager, International Business Development , Greater Miami Chamber of Commerce, at Tel: (305) 577 5468 or E-mail at [bbraga@miamichamber.com](mailto:bbraga@miamichamber.com), Website: [www.miamichamber.com](http://www.miamichamber.com)

Managing Risk, Maximizing Reward: Winning at High Stakes Development Conference, November 7-10, 2007: For details call The Royal Institution of Chartered Surveyors Tel: 212-847-7400 or email Lyndsey Tait at E-mail: [ltait@rics.org](mailto:ltait@rics.org). Complete information and registration form are on the following link: [http://www.rics.org/NR/rdonlyres/22F9AA17-4D71-4490-83F3-B31B1891AC3E/0/39415\\_MontegoFlyer\\_Web.pdf](http://www.rics.org/NR/rdonlyres/22F9AA17-4D71-4490-83F3-B31B1891AC3E/0/39415_MontegoFlyer_Web.pdf) .  
5th Vietnam Int'l Trade Fair December 04 - 08. 2007, Ho Chi Minh City International Exhibition & Convention Center (HIECC), Ho Chi Minh City – Vietnam. For Bookings and Further Details pls contact Nafees Ahmed, Project Manager, ORANGE FAIRS & EVENTS, PO.BOX 111164, Dubai – UAE, Tel: +9714 2987730, 2987241, 2988144, Fax: +9714 2987886 , Mobile # 00971 50 3069214, E-mail - [nafees@orangeairs.com](mailto:nafees@orangeairs.com); [orangex@emirates.net.ae](mailto:orangex@emirates.net.ae), Web Site - [www.orangeairs.com](http://www.orangeairs.com)

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## EXHIBITIONS IN AFRICA

15th EXPO UGANDA, October 4-9, 2007, Kampala – UGANDA. Int'l Trade Exhibition on all kinds of general & industrial products

MALAWI EXPO, October 12-15, 2007, Blantyre – MALAWI. Int'l Trade Exhibition on all kinds of general & industrial products

ETHIOPIA INT'L TRADE EXPO, October 27-30, 2007. Addis Ababa – ETHIOPIA. Int'l Trade Exhibition on all kinds of general & industrial products

ETHIOPIA AGRI FOOD EXPO, October 27– 30, 2007, Addis Ababa– ETHIOPIA. Int'l Trade Exhibition for the entire Agricultural, Food & Packaging Industry

ETHIOPIA AUTO & PARTS EXPO, October 27-30, 2007. Addis Ababa– ETHIOPIA. Int'l Trade Exhibition for the entire Automotive & Spare Parts Industry

ETHIOPIA FASHION EXPO, October 27- 30, 2007, Addis Ababa – ETHIOPIA. Int'l Trade Exhibition for Fashion, Garments, Textiles, Cosmetics related Products

For further information Contact: Inaam Salman, Exhibition Director, Innovation Exhibitions, P. O. Box 49985, Dubai, UNITED ARAB EMIRATES, Tel:- + 9714 - 2828664, Fax:- + 9714 - 2828638 / 2865660

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## NOTICES

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### TRANSTEC VACANCY

Transtec, one of Europe's leading multidisciplinary development consulting firms, requires a CARIFORUM national with expertise in Public - private relations and partnerships, Economic and financial appraisal of investment and development projects. For further information contact: Vincent Okele, Senior Adviser, Business Development, Transtec S.A., Avenue du Tyras 75, 1120 Brussels, Belgium. Tel.: +32 2 2664971 Fax: +32 2 2664965, Email: [vokele@transtec.be](mailto:vokele@transtec.be) - Website: [www.transtec.be](http://www.transtec.be)

## **OAS SCHOLARSHIPS**

The Organization of American States (OAS) will award some 200 academic scholarships throughout the region, paving the way for students in the member states to pursue new opportunities for training and higher education. The hemispheric body recently announced the official start of its selection process for candidates pursuing scholarships for undergraduate, Master's or Doctoral degrees, as well as for doctoral or postgraduate research.

The OAS Scholarship Program is intended to support the study and training of outstanding individuals from the countries of the Americas, in order to fortify the disciplines and institutions most important to building a strong future for the region. Applicants are encouraged to review the eligibility requirements and procedures posted at the OAS website: [www.educoas.org/portal](http://www.educoas.org/portal).

## **NEW CEO FOR THE BARBADOS CHAMBER OF COMMERCE**

The Barbados Chamber of Commerce and Industry (BCCI) and the Barbados Private Sector Association (BPSA) announce the appointment of their new joint CEO, Mr. Magnus Whitehead. Mr. Whitehead, brings to the organisations several years experience in business management, and has worked across several industry sectors, most recently as General Manager of a mobile telecommunications provider within the region. As CEO, he will work closely with members of the business community and constituent members of both the BCCI and the BPSA to strengthen the organisations' capacity to input into the ongoing trade negotiations, the Social Partnership and provide advocacy on behalf of the private sector.

## **PUBLICATIONS**

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### **PILOT STUDY ON IMPACT OF FREE MOVEMENT OF LABOUR IN THE CSME**

The Pilot Study to Assess the Likely Impact of the Free Movement of labor in the CSME on the OECS Labor Market contends that, not only is awareness of the Caribbean Single Market and Economy (CSME) in the Organisation of Eastern Caribbean States (OECS) strong, but there was a positive attitude towards the CSME and movement of labour within the OECS. The OECS has issued approximately 82% of work permits to non-OECS CARICOM nationals, with Antigua and Barbuda issuing the majority of those permits. Of the work permits issued by the OECS, Guyanese nationals were the principal recipients. They would have received 39% of the issued permits, followed by Jamaican nationals at 29% and nationals of Trinidad and Tobago at 6%.

The study and the recommendations emanating from the Meeting are scheduled to be distributed to key Regional agencies including the Council for Human and Social Development (COHSOD), the OECS Secretariat and the CARICOM CSME Unit. To download the study visit Website:

[http://www.crnw.org/documents/studies/OECS/Impact\\_of\\_free\\_movement\\_of\\_labour\\_in\\_OECS.pdf](http://www.crnw.org/documents/studies/OECS/Impact_of_free_movement_of_labour_in_OECS.pdf)

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## **WORLD TARIFF PROFILES**

Access to tariff data had been cumbersome and limited to trade specialists. This has changed with the publication by the WTO, UNCTAD and ITC of "World Tariff Profiles," which provides detailed data on bound and applied tariffs of the 150 WTO Members. To download complete publication in pdf format:

[http://www.wto.org/english/tratop\\_e/tariffs\\_e/tariff\\_profiles\\_2006\\_e/tariff\\_profiles\\_2006\\_e.pdf](http://www.wto.org/english/tratop_e/tariffs_e/tariff_profiles_2006_e/tariff_profiles_2006_e.pdf)