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JANUARY, 2007

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FROM THE EDITOR

NEW EDITION

Welcome to the first edition of our newsletter for 2007. Help us to serve you better by updating or completing your subscriber profile. To update your profile [click here](#). New subscribers [click here](#). Views and comments on any of our articles can also be sent to: E-mail: tradewatch@carib-export.com.

CARIBBEAN EXPORT DIGEST

CONSULTATION WITH STAKEHOLDERS

Key stakeholders of the **Caribbean Export Development Agency (Caribbean Export)** such as Business Support Organisations (BSOs) government officials, representatives of donor agencies and exporters of goods and services, will have the opportunity to participate in the Agency's business planning consultation process in early February.

According to Taiana Mora-Ramis, Executive Director of **Caribbean Export**, "the Agency is developing a 5 year Business Plan as it charts a path for future sustainability and growth to better serve the region in the development and promotion of export and investment." She further noted that "the series of roundtable discussions planned for the Dominican Republic, Jamaica, Trinidad and Tobago, Dominica and Barbados and consultations with other Member States, will allow stakeholders and partners to provide valuable input and feedback on the relevance and effectiveness of the Agency's current products and services and its new portfolio offerings."

The consultation process with stakeholders will culminate in March in Barbados, when the main business proposals of the draft Business Plan will be presented for validation, before its submission to the Agency's Board of Directors for approval.

This project is funded by European Commission under the 9th European Development Fund (EDF) of the Caribbean Regional Trade and Private Sector Development Programme (CRTPSDP).

5TH CALL FOR PROPOSAL

The Caribbean Export Development Agency (Caribbean Export) has launched a new call for proposals for activities to increase the competitiveness of firms and institutions in any CARIFORUM country or at a regional level with financial assistance from the 9th EDF Caribbean Trade and Private Sector Development Programme of the European Communities.

The full guidelines for applicants are available on the Website: www.carib-export.com and at Caribbean Export's offices in Barbados (Mutual Building, 1st Floor, Hastings Main Road, Christ Church) and Dominican Republic (C/ Carlos de Lora No. 9, Los Restauradores, Santo Domingo). The deadline for submission of proposals is **February 28th, 2007 at 16:00 (4:00 p.m)**. Applications must be received in hard copy in a sealed envelope by registered mail, by courier or may be hand delivered.

Questions may be sent to Sam Kruiner at E-mail: grant@carib-export.com, Fax: (246)436-9999, indicating clearly the reference of the call for proposals.

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CGCS 2007 OFFICIALLY LAUNCHED

The Government of Curacao has given a ringing endorsement to the **Caribbean Gift and Craft Show (CGCS) 2007**, which takes place from September 27-30 at the World Trade Center, Curacao. This endorsement was given by the Lieutenant Governor of Curacao, Mrs. Lisa Richards-Dindial at the official launch of the show in Curacao on January 15th before an audience of high ranking government officials, the Executive Director of the **Caribbean Export Development Agency (Caribbean Export)**, officials of the Curacao Chamber of Commerce and the Curacao Coordinating Committee for the show.

The Lieutenant Governor expressed the hope that that Curacao would help the show to achieve its objectives by "adding new products to the selection and serving as a new market with close connections to complementary regional and international markets." She was also of the view that "the exchange of ideas, craftsmanship, experience and materials will most certainly lead to more innovative products" being displayed.

The CGCS is the premier showcase of authentic gift, craft, fashion art and decorative accessories made by Caribbean artisans using a range of indigenous materials to produce novel and ingenious products. The display of new products, an emphasis on innovation and awareness of trends in international and regional markets have been the focus of the show in recent year as it seeks to attract increasing numbers of trade buyers from regional and international markets.

Not surprisingly, the Commissioner of Economic Affairs and Labour, Mr. Ivan Strick, in his remarks to the gathering, touched upon the importance of show's marketing and promotional activities. He stated that CGCS would "be promoted in all target markets, namely Europe, North America, South America and the Caribbean region," while noting that the show takes place during Tourism Week in Curacao when the country's culture, cuisine and heritage experiences would be celebrated.

Ms Taiana Mora Ramis, Executive Director of **Caribbean Export** was upbeat and enthusiastic about the show's prospects and warm in thanking the "Government of Curacao for their vision, their support and this partnership we officially start today." She was also confident that the collaboration between **Caribbean Export** and the Curacao Coordinating Committee would "produce a highly successful show which will set a new parameter for future shows to come."

The Caribbean Gift and Craft Show now in its fourteenth year of existence, generally attracts over 200 exhibitors from across the English, French, Dutch and Spanish speaking Caribbean. The show is primarily targeted at trade buyers from the region and international markets. This year the show moves for the first time to Curacao a country well known for its cuisine, warmth and vitality, and unique architecture. Willemstad its capital has been designated by UNESCO as a World Heritage Site.

Prospective exhibitors and trade buyers are encouraged to visit the show's Website: www.caribbeangiftandcraft.com for more information on the show or to contact the Show Manager, Veona Maloney at E-mail: vmaloney@carib-export.com for additional information.

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CARICOM/CUBA AGREEMENT EXPLAINED

Organisations, companies and officials in the private and public sectors, students and researchers are reminded of 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, and 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.

"**The CARICOM/Cuba Trade and Economic Co-operation Agreement Explained**" a new title in the **Trade Wins** series is available free of charge from the **Caribbean Export Development Agency**. To request your copy of this publication please contact Cora Lowe, Research and Communications Officer at Tel: (246) 436-0578, Fax: (246) 436-9999, or E-mail: clowe@carib-export.com.

TradeWins is an occasional series designed to inform the private sector of key issues in trade research, policy and negotiation. Readers can expect a new title in the series "**Creative Industries in the Caribbean**" to be available shortly. To secure your copy contact Cora Lowe as noted above.

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CSME NEWS

CARIFORUM AND EU SIGN 40.5M EURO FINANCING AGREEMENT

The CARICOM Single Market and Economy's (CSME) objective of regional integration and repositioning into the world economy has been given a boost through a 40.5M Euro grant from the Caribbean Regional Indicative Programme of the 9th European Development Fund (EDF) funded by the European Commission. CARICOM is also contributing 900,000 Euro to this programme.

For full details on the programme components to be funded visit www.caricom.org.

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TRADE POLICY DEVELOPMENTS

CARIBCAN EXTENDED

Caribbean enterprises will be able to benefit from duty-free access to the Canadian market for at least another five years. A press release from the Trade Section of the Canadian High Commission stated that on December 15, 2006 the World Trade Organisation (WTO) granted the renewal to the WTO waiver for the Commonwealth Caribbean Countries Tariff (CARIBCAN).

CARIBCAN is an economic and trade development assistance programme for the Caribbean territories, which was established as a result of a commitment by Canada at the Commonwealth Heads of Government meeting in October, 1985.

CHANGES TO HARMONIZED SYSTEM

Importers and exporters with large product lines are advised to be aware of the third major revision to the Harmonized Commodity Description and Coding System - commonly known as the Harmonized System (HS), which came into effect from January 2007. These 354 set of amendments reflect extensive worldwide changes in technology, trade patterns, and social and environmental developments, and have resulted in some product

classifications changing within the same tariff heading, or changing to an entirely new heading.

The Harmonized System is used by over 200 countries and Customs services around the world, and is used in regulating approximately 98% of all goods traded globally. It was introduced in World Trade in 1998. To order the 2007HS system visit the World Customs Organization (WCO) website at: <http://www.wcoomd.org/>.

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8th BUSINESS FORUM OF THE GREATER CARIBBEAN

The VIII Business Forum of the Greater Caribbean, will take place from March 7 - 10 at the Atlapa Convention Center in Panama City, Republic of Panama. This event is organized by the ACS Secretariat, the Government of the Republic of Panama and the Chamber of Commerce and Industry of the Republic of Panama.

The Forum seeks to bring together the Trade Promotion Organisations (TPOs) of the 25 Members and the 4 Associate Member of the Association of Caribbean States (ACS). The primary objective of this meeting is to share experiences and best practices regarding export promotion strategies in the Greater Caribbean, and to promote effective collaboration among the different organizations.

For further information on the show visit www.8foroempresarialgrancaribe.com.pa or www.expocomer.com .

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MARKET NEWS

TRINIDAD AND TOBAGO IMPLEMENTS NEW PASSPORT

Trinidad and Tobago will be implementing an Integrated Border Management System and a new machine readable passport in January 2007. The introduction of the machine readable passport upgrades the Trinidad and Tobago passport to the internationally accepted standard established by the International Civil Aviation Organisation (ICAO). In accordance with these standards all existing passports will be replaced with machine readable passports by December 31 2009.

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JAMAICA IMPLEMENTS FORM C87

The Jamaica Customs Department is accepting a single administrative document for several import entries from customs brokers starting January, 2007. The C87, which is compatible with other shipping and trade systems, is expected to facilitate electronic communication. The form is to be used throughout the English-speaking Caribbean and is expected to assist in the integration of the CARICOM Single Market.

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BRAZIL TO GRANT FREE MARKET ACCESS TO LDC EXPORTS

In early 2007, the Brazilian government will start granting duty - and quota - free market access to exports from 32 of the world's poorest countries, according to officials from Brasilia. This would make Brazil the first developing country to accord unimpeded access to goods from the 32 least developed countries (LDC) Members of the WTO.

Some Brazilian business groups are anxious about the effects of fully liberalising all imports from LDCs. According to the analysis in the newspaper Valor Economico, companies from textiles, electronics, chemical, and machine equipment sectors are the most worried. Industry representatives have asked for some 1300 products to be designated as sensitive, while the government wants to accept no more than 900.

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PRODUCT NEWS

COMMONWEALTH ARTS AND CRAFTS AWARDS COMPETITION

Caribbean Artisans here is your opportunity to shine internationally! The Commonwealth Foundation of the Commonwealth Secretariat has announced its bi-annual Commonwealth Arts and Crafts Awards competition. The competition is open to professional artists and crafts people aged between 20 and 45 from Commonwealth countries. Artisans are asked to submit online photographs of their work by May 1, 2007. Submissions would be partly judged online by regional based panels.

10 awards will be given in the form of a grant valued up to 8000.00 sterling pounds to travel and study in another Commonwealth country. For the application form and detailed information please visit the foundations website:

<http://www.commonwealthfoundation.com/culturediversity/craftawards/>

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BUSINESS OPPORTUNITIES

BUSINESS OPPORTUNITIES

ISO9001:2000, HACCP, ISO22:000, ISO14001, various hygiene branche codes, product certification: EurepGAP, BRC, BRC/IOP and more available. Contact: ISACERT Caribbean, Dr. S. Redmondstreet 245, SURINAME, Tel: +597-532155, fax: +597-498296, E-mail: info@isacert.biz; Website: www.isacert.com

DRY TONKA beans are sought. Contact: Gerard Vives, Le Comptoir Des Poivres, Star Bright Pacific, 10 Avenue Saint Promasse, 04300 Forcalquier, FRANCE, Fax +33 (0)426 030 230, E-mail: gerardvives@libertysurf.fr, Website: www.lecomptoirdespoivres.com/www.gerardvives.com

CONSULTANTS in the field of SME and Micro-enterprise development, Trade Promotion and Tourism covering technical services and to the project and product lifetime cycle are sought. Contact: Myriam Escallon, SME Interventions Ltd., London, U.K., Email: mmescallon@gmail.com

ACCA and CAT classes, on-line and face-to-face are available. Contact: Dr. Robertine Chaderton, Tel: (869) 466-8117 or (246) 428-5664; Fax: (869) 466- 1599; E-mail: accountingtuition@ne-cas.com; rachad@sisterisles.kn; pchad@caribsurf.com ; Website: <http://www.ne-cas.com>

SOLE AGENT required to sell stainless steel or aluminum cookware and kitchen sinks. Contact: P.n.lee, Central Aluminium Mfy. Sdn. Bhd., Batu 12, Jalan Hutan Melintang, 36400 Hutan Melintang, Perak, MALAYSIA., Tel: 605-6411046

OLIVE OIL, Honey, Food products, Fruit (canned, dry, fresh), Vegetables, Beans, Coffee, Tea, Malt, Seeds, Saffron, Pistachios, Herbs, nuts, Tomato Paste, Jams, Sugars, Wheat Flour, Starch, Milk (Powder Canned), Beverages (alcoholic and non alcoholic) , Vinegar, Meat and Fish, Dairy Product, Eggs, Clothing, Footwear, Pharmaceutical, Medical Equipment, Detergents, Cosmetic, Chemicals and allied products. Computers, Laptops, Air conditioners, Generators, Mobile Phone sets, TV sets, Agricultural Equipments, Tractors, etc. are sought. Contact: Mr. Richard Odinga, Director, Reflection 1994 Ltd, Carre 168, Cotonou, REPUBLIC OF BENIN, Tel: +229 95 96 07 39, Fax: +229 21 32 35 49, E-mail: reflection1994@yahoo.com

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TRADE AND INVESTMENT EVENTS

TRADE AND INVESTMENT EVENTS January-February

REGIONAL

Salon National de la Boulangerie, (bakery, patisserie, ices and catering trade Exhibition), February 1-14, 2007, PARIS. Website: www.europain.com

Barbados Music Seminar 2007, February 02-03, 2007, Amaryllis Hotel, BARBADOS. Website: www.barbadosmusicseminar2007.com

Conference on Doing Business with Cuba, February 06, 2007, Hilton, TRINIDAD AND TOBAGO. Tel: (868) 623-5507 Ext 25, E-mail: ssolomon@bdc.co.tt, Website: <http://www.bdc.co.tt>

Hardware Expo 2007, February 17-18, 2007, Puerto Rico Convention Centre, PUERTO RICO. Website: <http://www.hardwareshowpr.com/>

FEDEX International Shipping Seminar, February 21, 2007, Savannah Hotel BARBADOS. Contact: Hazean Beckles, Tel: (246) 435-4840, (246) 234-8811

AgroAlimentaria 2007, February 21-24, 2007, Dominican Fiesta Hotel, Santo Domingo, DOMINICAN REPUBLIC. E-mail: Yety Guzman at yety.guzman@cei-rd.gov.do, Website: <http://www.agroalimentaria.com.do>

Agrofest 2007, February 23 - 25, 2007, Queen's Park, Bridgetown, BARBADOS
Email: agrofest@caribsurf.com

8th Business Forum of the Greater Caribbean and Expocomer, March 7 - 10, 2007, Atlapa Convention Centre, Panama City, REPUBLIC OF PANAMA,. Website: Business Forum: www.8foroempresarialgrancaribe.com.pa ,
Expocomer: www.expocomer.com

INTERNATIONAL

Salon National de la Boulangerie, (bakery, patisserie, ices and catering trade Exhibition), February 1-14, 2007, PARIS. Website: www.europain.com

15th Chittagong International Trade Fair (CITF) 2007, February 1-28, 2007 Railway Pologround premises in Chittagong, Bangladesh. E-mail: ccci@globalctg.net and ccci@spnetctg.com: Website: www.chittagongchamber.com

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PUBLICATIONS

FINANCE FOR SMALL AND MEDIUM-SIZED ENTERPRISES IN THE CARIBBEAN'

This publication explores the difficulties small and medium-sized enterprises (SMEs) have in accessing long-term

financing, and how these obstacles could be overcome. For further information please visit the website:
http://www.thecommonwealth.org/news/34580/158728/new_publication_finance_for_small_and_medium_siz.htm.
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THE CULTURAL INDUSTRIES IN CARICOM: TRADE AND DEVELOPMENT CHALLENGES

The study assesses the economic contribution of the cultural/creative industries in CARICOM, to identify the factors constraining the global competitiveness of the sector, and to analyze the relevant trade and investment issues with a view to formulating a strategic action plan for the development of the sector. For a copy of the visit the Website:
http://www.crn.org/documents/press_releases_2007/pr0701.htm
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NOTICES

CARICOM SECRETARIAT STAFF VACANCIES

The Caribbean Community Secretariat is seeking applications for the positions below:

1. Deputy Programme Manager, Foreign Policy and Community Relations
2. Deputy Programme Manager, External Economic and Trade Relations
3. Deputy Programme Manager, Energy
4. Senior Project Officer, Statistics
5. Project Officer, Budget
6. Administrative Assistant, Public Information Unit

These positions are currently being displayed on the Secretariat's web site at www.caricom.org. Applications should be addressed to: The Adviser, Human Resource Management, Caribbean Community Secretariat, Turkeyen, Greater Georgetown, Guyana or E-mail: applnhrm@caricom.org.