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FROM THE EDITOR

UPDATE YOUR PROFILE

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CARIBBEAN EXPORT DIGEST

CGCS 2007 BUSINESS OPPORTUNITIES AND CARIBBEAN CREATIVITY

Endorsed by the Government of Curaçao, the Caribbean Gift and Craft Show (CGCS) 2007 featuring Caribbean Fashion Rhythms will be held for the first time in Curaçao, September 27-30, at the World Trade Center. The CGCS which is managed by the **Caribbean Export Development Agency (Caribbean Export)** is a showcase of authentic gift, craft, fashion, art and decorative accessories made by Caribbean artisans using a range of indigenous materials.

At the official launch of CGCS 2007 in Curaçao, earlier this year, the Lieutenant Governor of Curaçao Mrs. Lisa Richards-Dindial expressed the hope that Curaçao 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."

The Caribbean Gift and Craft Show, typically attracts over 200 exhibitors from across the English, French, Dutch and Spanish speaking Caribbean. This year, top-class artisans from the 14 CARICOM Member States will be joined by their counterparts from the Dominican Republic, Guadeloupe, Martinique, British Virgin Islands, St. Maarten, Bonaire, Colombia and their hosts Curaçao to man the 210 booths in an exuberant celebration of Caribbean creativity and cultural diversity.

CGCS 2007 is billed as the most powerful opportunity in the region, for the major players in the industry to network, develop new relationships and cement established ones. To attract the targeted 400 trade buyers from both regional and international markets, **Caribbean Export** and the Curaçao Coordinating Committee have extended the promotion of the show to art galleries, museum shops, interior designers and decorators, gift shops, boutiques, and hospitality sector buyers throughout the Caribbean, North and South America and to Europe.

According to the CGCS 2007 Show Manager, Veona Maloney of **Caribbean Export** "trade buyers looking for new merchandise are sure to find new products at CGCS 2007 as the majority of exhibitors will be vying for the show's prestigious "Best New Product Award." Last year these awards were presented to Luna Jewellery for Best New Product - Handicraft, and Rykii de Jude Inc for Best New Product - Fashion.

The show, currently in its fourteenth year, has enhanced the product and market development skills of artisans through its various preparatory and business seminars and workshops. This year, participants will be exposed to an overview of the styles and trends of the Canadian market as Caribbean Export partners with the Trade Facilitation Office Canada to present a Business Seminar on opportunities in the Canadian market for Caribbean handicraft producers.

A number of new features such as Art Auctions, Match-Making Meetings and Caribbean Soup Day have been added to the show's official programme. These new attractions when combined with Caribbean Fashion Rhythms - "Bon Bini Runway" - an exuberant display of original fashion design, Best of Show Awards, Cocktail Reception, Opening Ceremony and the special hotel and flight packages available to all CGCS participants, make this a show not to be missed in the lovely island of Curaçao, whose capital Willemstad is a World Heritage Site. For additional information on CGCS 2007 contact Veona Maloney, CGCS Show Manager at vmaloney@carib-export.com or visit www.caribbeangiftandcraft.com

CARIBBEAN PAVILION AT FANCY FOOD SHOW

Over 100 Caribbean speciality products will be on display when the Caribbean Pavilion makes its 14th appearance at The National Association for the Specialty Food Trade (NASFT) Summer Fancy Food Show at Jacob K. Javits Center in New York on July 8-10, 2007.

According to Sam Kruiner, **Caribbean Export Development Agency's (Caribbean Export's)** Coordinator of the Caribbean Pavilion, "The exhibitors of the Caribbean Pavilion are Calypso Bakeries of Barbados, Grace Foods International, Honey Bun and Central Food Packers of Jamaica and Caribbean Specialty Foods, KC Confectionary Limited, Matouk International USA, RHS Marketing and Tropic Foods of Trinidad and Tobago and De La Grenade Industries from Grenada."

TRADE INFORMATION PORTAL

The **Caribbean Export Development Agency (Caribbean Export)** has embarked on a project to further develop a trade information web portal targeted at the small and mediums sized enterprises (SMEs) in the region. The primary objective of the portal is to increase the availability of value added on-line information services to augment the information services of Business Support Organisations (BSOs) in CARIFORUM. The Trade Facilitation Office Canada (TFOC) is partnering with the Agency on the project.

A survey of the trade information data produced by regional BSOs, including offline trade information, and the technology and systems existing in regional BSOs is an integral part of the project.

BSOs in the region are being encouraged to participate in the project and contribute to the development of enhanced on-line trade information services by completing and returning the attached questionnaire to Ms Cora Lowe at e-mail clowe@carib-export.com by Friday July 20th.
[Click Here to Download the Questionnaire](#)

BSOS TRAINED

The **Caribbean Export Development Agency (Caribbean Export)** recently unfurled a series of training workshops designed to strengthen the institutional capacity of regional Business Support Organisations (BSOs) to offer enhanced services to the region's Small and Medium Enterprises (SMEs).

Approximately sixty participants attended the seminar on proposal writing which was held in Barbados. Seminar participants in Barbados were advised by Dr. Beverly Morgan, head of the Competitiveness Company, Jamaica, not to neglect the importance of being able to write a good solid proposal. According to Dr. Morgan, "A good solid proposal gets you to win the bid and gets you to implement the project".

In Trinidad and Tobago, participants were taught the role of advocacy and lobbying, the tools of the trade and how to develop a public policy research plan. The seminar facilitators were Ms Suzanne Joachim of Joachim Associates and Mr. Donald Wood, Member of the Canadian Institute of Certified Management Consultants.

In addition to Proposal Writing and Advocacy workshops, Strategic Planning and E-commerce training were delivered in June, in some 8 countries. The workshops were coordinated by **Caribbean Export** under the 9th Economic Development Fund (EDF) Caribbean Regional Trade and Private Sector Programme (CRTPSDP) of the European Commission.

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CARIBBEAN HOT PEPPER # 1

Caribbean hot sauce producers from Jamaica to Suriname are excited about the bright market prospects for hot pepper products and are firm in their commitment to work together to take advantage of opportunities in foodservice, specialty and ethnic markets.

More than fifty (50) representatives from the hot pepper sector in twelve (12) countries across the region converged at the Jamaica Pegasus Hotel last week to discuss issues pertaining to the sector's competitiveness and innovation, and to explore the linkages between the processors and producers. An exceptional slate of regional and international experts at this "Diversification of Hot Pepper Industry through Cross-Sector Linkages and Capacity Development" Workshop, provided participants with tried and tested market entry strategies, pitfalls, lessons learned and "tricks of the trade". Issues of professionalism and trust, standards and packaging, sheer persistence and innovation were the order of the day. Leading regional companies included Busha Browne and Island Grill (Jamaica), Erica's (St. Vincent & the Grenadines), De La Grenade (Grenada) and Baron Foods (St. Lucia).

According to Mike Jones of Griffith Laboratories, Trinidad and Tobago, "global cuisines, particularly those of North Africa, Caribbean, Asia and the Middle East, will continue to drive new foods and flavour trends using pepper". Product innovations also go beyond the food industry to the health and wellness sector where pepper products are now being applied in prostate cancer, asthma and cardiovascular system research. Pepper is the number one spice in terms of per capita consumption in the world and is indigenous to Central & South America & the West Indies. In 2004, total USA imports of sauces and mixed condiments was US\$ 1.1 billion, CARICOM exports of pepper sauce to the USA was US\$11.9 mn in that same year."

Fitz D Hoyte, Principal, Rapsodee Gourmet Island Foods Inc, Barbados stated that "The workshop presented an opportunity for me to better understand the industry, its challenges and its opportunities and afforded us the opportunity to offer new options, applications and possible markets".

Ms Taiana Mora-Ramis, Executive Director of the **Caribbean Export Development Agency (Caribbean Export)** agreed that "the workshop was productive and presented participants with the opportunity to network and look at clustering initiatives in the sector." She also disclosed that "An organizing committee was formed to look at the way forward as well as assessing what market opportunities they are all missing by not focusing on a regional approach to the sector's development." IICA Representative Ena Harvey, and Melvin Edwards, IICA's Regional AgriBusiness Specialist will also work to ensure that this committee receives all possible assistance to enable the Caribbean to capture a slice of this hot, hot market.

The workshop was coordinated by the **Caribbean Export** under the 9th Economic Development Fund (EDF) Caribbean Regional Trade and Private Sector Development Program CRTPSDP) of the European Commission in association with the Inter-American Institute for Cooperation on Agriculture (IICA) and the Caribbean Development Bank (CDB).

TRADE POLICY DEVELOPMENTS

CBI EXTENDED

The Caribbean Basin Initiative (CBI) which is due to come to an end next year will be extended. United States President George W. Bush gave this assurance as he met with the CARICOM heads at the Conference on the Caribbean which ended on June 22nd. In a Joint Statement the Heads of State and Government of the United States of America and of the Caribbean Community Nations:

- committed to recognize the establishment of the CARICOM Single Market and Economy as a critical element of the growth and development strategy of the Caribbean Community.
- committed to the harmonization of customs procedures consistent with global standards and the advancement of technical trade cooperation.
- reiterated support for Caribbean efforts to expand the services sector, and encourage a focus on the international financial services sector to facilitate a competitive means of economic diversification while

remaining committed to the maintenance of appropriate regulatory and supervisory practices, consistent with the highest international standards.

For further information please visit: www.caricom.org

MARKET NEWS

CANADA TO RESUME DR FTA TALKS

The Government of Canada plans to resume talks aimed at signing a free trade agreement with the Dominican Republic. This was announced by Canadian International Trade Minister David Emerson recently. In addition, Mr. Emerson announced that Canada intends to initiate free trade discussions with the Caribbean community (CARICOM) and conclude negotiations with Central America (CA4).

According to Mr Emerson, "Two-way merchandise trade between Canada and the DR is increasing and totaled nearly \$277 million in 2006. Canadian direct investment in the Dominican Republic was valued at \$1.8 billion in 2006. Canada's commercial services exports to the Dominican Republic totalled approximately \$24 million in 2004 (the latest year for which official data is available)."

The successful conclusion of the agreement is expected to expand opportunities for Canadian exporters and investors in agriculture, mining, communications, financial services and tourism.

See <http://w01.international.gc.ca/minpub/Publication.aspx?...>

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KOREA-LAC INITIATIVE

The Inter-American Development Bank is coordinating a Korea-LAC Trade, Investment and Technology Innovation Facilitation Initiative. The aim of this initiative is to foster trade, investment and the sharing of technological know-how between the Republic of Korea and the countries of Latin America and the Caribbean (LAC).

Under the initiative, the IDB and Korea are planning to organize a trade, investment and technological innovation forum and business match-making to take place in September 17-18 in Seoul, Korea.

For further information please contact: Ms Candice Clarence , Tel: (868) 622 6761 or (868) 628 9859, Fax: (868) 6222 7810, E-mail: candiceclarence@tstt.net.tt.

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BUSINESS OPPORTUNITIES

BUSINESS OPPORTUNITIES

COSMETICS, foodstuff, beverages, shampoo, conditioner, soap, organic and non-organic grain, wines, coffee, spirits, breakfast cereals, olive oil, whole wheat (unbleached/bleached), rye, rice, pasta, grains, spices, beans, minerals water are required. Contact: Rose Jack, Manager, 228 MISSEBO, BENIN REPUBLIC, Tel: 0022995213787, Fax: 0022995213787, E-mail: flinfo@yahoo.com/standardbj@yahoo.com

TENDERS are open for the supply of the following items: water treatment plants and chemicals; fertiliser, medical equipment, agro chemicals and feeds, condoms/T-shirts, educational infrastructure, fishing equipment, knapsack sprayer, treated mosquito nets. Contact: Kwami Hamza, CEO, Hamsac Investment Limited, Plot 15 Nkrumah Avenue, Accra, GHANA, E-mail: hamzakwams03@yahoo.com.

SAFETY PRODUCT available. Contact: Cyllan Charles, Caribbean Wayfinder, #4 El Socorro Extension Road, San

Juan, TRINIDAD AND TOBAGO. Tel: (868) 791-1565/388-0191, E-mail: cyllan@caribbeanwayfinder.com, info@caribbeanwayfinder.com , Website: www.caribbeanwayfinder.com

PIPES, Fitting & Flanges and Valve required. Contact: Anton Reoilgas, Dubai-U.A.E., E-mail: reoilgas1@gmail.com

JERK SPICES (Jamaican) are required. Contact: Paul Thompson, SACAR Development Consultancy (cc), 16 Zareba Street, 1 Zareba Court Richmond Hill, Port Elizabeth 6001, SOUTH AFRICA, Mobile: (971) 50-8853647, Tel/Fax (971) 4-3217151, E-mail: sacar.d.c@gmail.com.

MEDICINES are available. Contact: Lucrecia Puente, Administrator, Turey No. 115, Cacique, Santo Domingo, REPUBLICA DOMINICANA, Tel: (809)707-6434, Fax: (809) 508-3741, E-mail: lucrecia.puentes@gmail.com

BOPP, PP, PET, ALUM, LLDPE Bags and Film, Stand Up Pouches, Coffee/Aluminum Bags, Paper Adhesive Labels, Vacuum Bags, Shrink Neck Bands/Seals, are available. Contact: Greg Burke, Island Packaging, Island Packaging, Email: gburke@islandpackaging.net

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

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UPCOMING EVENTS

UPCOMING EVENTS JULY - SEPTEMBER, 2007

JULY 5-7- BARBADOS EXPO 2007

The Barbados Investment and Development Corporation (BIDC), in collaboration with the Barbados Consulate and the Country Team in New York, will be hosting the Barbados Expo 2007 at the LaGuardia Crowne Plaza Hotel, New York on July 5-7, 2007. This expo will be held in conjunction with the National Association of Barbados Organizations (NABO) Conference 2007 which will be running concurrently from July 4-8, 2007 at the same location.

Barbados Expo 2007, themed 'Barbados Connects - Experience the Flavour', will comprise of 38 booths. While manufactured products will be featured, there will be a significant focus on exportable services. Displays will be in the format of table-top presentations on tables sized 6'X3' and/or pop-up units. Rental of space consisting of a single table top will be US \$500, while a double table-top display will be US \$900.

The exposition will present the opportunity for participants to expose their products to the New York diaspora and wider community and to meet with a number of ethnic and main stream industry players. Barbados Connects will also provide opportunity for the establishment of linkages with Barbados service providers, professionals and their counterparts in North America.

The BIDC is please to extend an invitation for you to participate in Barbados Expo 2007. In light of the limited space available, priority will be given to those companies that are already in the market and need to further consolidate their presence, as well as companies with potential to do business in the US.

The BIDC will be considering requests for financial assistance, under the STA programme in accordance with the guidelines of the Fund.

For additional information on the event contact Cora Clarke, E-mail: cclarke@bidc.com, Beverley Alleyne E-mail: balleyne@bidc.com or Micheal Piggott, E-mail: mpiggott@bidc.com, or Tel: (246) 427-5350, Fax: (246) 426-7802.

JULY 17-18 - REGIONAL CONFERENCE ON ENHANCING TRADE COMPETITIVENESS OF SMES THROUGH STANDARDIZATION AND CONFORMITY ASSESSMENT

Small and Medium Sized Enterprises (SMEs) are globally perceived as the economic drivers of any nation and as such must be able to provide high quality products and services to access regional and international markets. The use of regional technical standards positively affects product and service quality and consequently improves profit margins leading to financial sustainability.

To this end, a Regional Conference entitled 'Enhancing Trade Competitiveness through Standardisation and Conformity Assessment' will be hosted by CROSQ in conjunction with the Trinidad and Tobago Bureau of Standards (TTBS) on July 17-18, 2007 at the Trinidad and Tobago Bureau of Standards (TTBS) Auditorium in Macoya, Trinidad. The conference caters for a maximum of 120 persons from a cross-section of the Small and Medium-sized Enterprise (SME) Sector within the CARICOM region, as well as stakeholders in the public and private sector who are involved in the standardization process and provide an enabling environment to support SME export competitiveness. This will include persons from the cottage industry, as well as representatives from the food, agriculture, services and tourism sectors.

The aim of this regional conference is to promote the development and application of regional technical standards with the objective of enhancing the trade potential of SMEs. It is designed to provide a forum for national and regional SMEs to discuss trade issues and potential technical barriers to trade.

Presentations will be made to address the above issues by key personnel from the Ministry of Trade and Industry (Trinidad), an international speaker with substantial experience in the areas of standardization and conformity assessment, and various regional speakers involved in trade and other related issues.

The conference is an initiative of an SME project which is being funded by the Inter-American Development Bank (IDB) and executed by CROSQ, in collaboration with the Bureaux of Standards in Jamaica, Barbados, Guyana and Trinidad. Co-sponsorship has already been secured through the Caribbean Regional Sustainable Tourism Development Programme of the Caribbean Tourism Organisation (CTO), the funds of which will be used to facilitate the attendance of SME participants within the tourism and hospitality sector in each CARIFORUM country.

Interested persons may obtain the agenda and registration form from: Kenneth Mullin, Executive Secretary, CROSQ, Tel: (246) 437-8146, Fax: (246) 437-4569, E-mail: crosq.caricom@crosq.org, Website: www.crosq.org

JULY 23-27 - WEEK OF AGRICULTURE AND RURAL LIFE IN THE AMERICAS

Week of Agriculture and Rural Life in the Americas, July 23-27, 2007, Antigua Guatemala. Email: patricia.leon@iica.int

JULY 24 - BUSINESS ADVISORY FORUM - STRUCTURING YOUR SMALL AND MEDIUM SIZED BUSINESS

Business Advisory Forum - Structuring your Small and Medium Sized Business, July 24, 2007, TRINIDAD AND TOBAGO. Contact: Alicia Charles, Business Development Company Limited, E-mail: acharles@bdc.co.tt, Tel: (868) 623-5507, Fax: (868) 615-8126/627-6880

SEPTEMBER 10-16 - THE HOME EXPO

The Home Expo, Salon de l'Habitat, September 10-16, 2007, MARTINIQUE. Contact: Producer: GL Conseil, Tel: (596) 596 77 11 55, E-mail: glconseil@wanadoo.fr

SEPTEMBER 15-16 - THE SPORT AND LEISURE SHOW

The Sport and Leisure Show, September 15-16, 2007 MARTINIQUE. Contact: Mme Guillaume, Tel: (596) 596 61 09 24, E-mail: open-soft@wanadoo.fr

SEPTEMBER 26 - 30 - EXPO CIBAO 2007

Expo Cibao is celebrating its twentieth anniversary this year. Throughout the years Expo Cibao has welcomed a large number of companies and business sectors and is now regarded as a trade show for diversity of products in tune with national and international supply. "A House for Everyone" is the slogan guiding the 2007 version of the fair.

Expo Cibao 2007 is organised by the Chamber of Commerce and Production of Santiago and will feature new products created with the aim of providing new tools to allow participants to project their objectives with the instruments which are most suited to their ideologies. The Expo will be held at "La Barranquita", Santiago, DOMINICAN REPUBLIC, on September 26th - 30th, 2007. For further information on the Expo contact: Cámara de Comercio y Producción de Santiago, Inc., Av.Las Carreras #7, Edificio Empresarial, Tel: (809) 582-2856, Fax: (809) 241-4546, E-mail: ferias@camarasantiago.com, Website: <http://www.camarasantiago.com>

SEPTEMBER 27-30 - THE CARIBBEAN GIFT AND CRAFT SHOW

The Caribbean Gift and Craft Show (CGCS) website has been updated to keep you informed of the show's progress. Now available are:

- Exhibitor's Manual
- Buyer's Manual
- Special fares from Liat and Air Jamaica

Visit our website: www.caribbeangiftandcraft.com today.

The Caribbean Gift and Craft Show (CGCS) 2007 will be held at the World Trade Centre Curacao from September 27-30, 2007. Contact: Caribbean Export Development Agency, Tel: (246) 436-0578, Fax: (246) 436-9999, E-mail: cgcs@carib-export.com, Website: www.caribbeangiftandcraft.com, Or www.carib-export.com

OTHER EVENTS

53rd Summer International Fancy Food Show 2007, July 8 - 10, 2007 at the Jacob K Javits Center, New York. Website: www.specialtyfood.com

New York International Gift Fair August 11-16, 2007 Jacob K. Javits Convention Center, Passenger Ship Terminal Piers and the Metropolitan Pavilion. Contact: Buyer/Attendee Customer Service, E-mail: registration@glmshows.com, 800 272-SHOW, or Operations Directory Department Public Relations, E-mail: directorydepartment@glmshows.com. Website: <http://www.nyigf.com>

Surf Expo / DMG World Media, September 14th -16th , FLORIDA. Contact: Vicki Vasil, Exhibitor Marketing Manager, E-mail: vvasil@surfexpo.com, Website: www.surfexpo.com
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PUBLICATIONS

A STEP-BY-STEP GUIDE TO REQUIREMENTS FOR FOOD SAFETY MANAGEMENT SYSTEMS

This ITC handbook and diagnostic CD-ROM is designed to make it easier for small, food-exporting firms to understand and implement food safety management systems to facilitate access to international markets. Visit <http://www.intracen.org/docman/PRSR10413.pdf>

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NO ISLAND IS AN ISLAND: THE IMPACT OF GLOBALIZATION ON THE COMMONWEALTH CARIBBEAN

This edited volume assesses the policy options and business opportunities for small island states thrust from post-colonial protection into a fast changing, externally driven and intensely competitive global marketplace where most have few natural advantages, and where some may be ill equipped to survive.

<http://www.chathamhouse.org.uk/index.php?id=40&bid=121>

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NOTICES

ECONOMIC OFFICER

The Delegation of the European Commission in Barbados and the Eastern Caribbean is seeking to recruit immediately a temporary Economic Officer for a duration of 6 months. The person would be responsible to assist the Head of the Economic Section in the preparation and implementation of projects and programmes related to economic reforms, budgetary support, institutional strengthening and economic diversification.

Interested persons should submit detailed Curriculum Vitae, complete with two (2) references by July 3, 2007 to: The Head of Delegation, Delegation of the European Commission in Barbados and the Eastern Caribbean, P. O. BOX 654C, BRIDGETOWN BB 11000, or E-mail: delegation-barbados@ec.europa.eu, copy to cecile.tassin@ec.europa.eu

PROCUREMENT SPECIALIST

Applications are invited from interested persons for the post of Procurement Specialist, CARICOM Single market and Economy, with assigned duty station in Barbados. The position is being recruited under the Caribbean Integration Support Programme which is being funded under the 9th European Development Fund (EDF) and is 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, E-mail: applnhrm@caricom.org.

[Click here](#) to update your registration with Trade Watch.