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April, 2008

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CARIBBEAN EXPORT DIGEST

FDI WORKSHOP

The **Caribbean Export Development Agency (Caribbean Export)** in partnership with the Trade Facilitation Office Canada (TFO Canada) will be hosting a workshop on Foreign Direct Investment (FDI) Attraction in the Caribbean from May 27 - 29, 2008, at the UN Building Conference Room in Barbados.

The workshop is designed for the personnel of Investment Promotion Agencies (IPAs) from CARIFORUM Member States, but participation is also expected from the Cayman Islands, Cuba, Curacao and the Turks and Caicos Islands. It will provide training on the structural approach to FDI promotion as well as specific marketing techniques to help IPAs become more competitive in attracting foreign investors. Specifically, participants will return to their agencies with a better understanding of how to:

- Design sector or market specific FDI attraction programmes
- Develop and present a case for investment into their country
- Identify, screen and target investment prospects

- Service interested investors, both in-market and in the country

The introductory and inter-active workshop will take a Caribbean Region approach. The subjects to be covered include: image building, analyzing strengths and weaknesses, competitive positioning, fine tuning of investment marketing (including the development of regional value propositions and business cases), investment research, prospecting, deal closing techniques and the sharing of best practices among agencies.

Ms. Paul Desbiens former Director of Investment Partnerships and Mr. George Woods former Senior Officers at the Invest in Canada Bureau, will be the facilitators at this workshop. They will share with participants their experience with the Canadian FDI partnership, provide insights on the most recent FDI trends around the world and highlight the result of their findings with regard to the Caribbean Region.

For additional information contact: Sam Kruiner at E-mail: skruiner@carib-export.com or via Fax at +1 (246) 436-9999.

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CAIPA MEETING

The Caribbean Association of Investment Promotion Agencies (CAIPA) will meet on Monday, May 26, 2008, in Barbados, the first such gathering since its launch in Jamaica last November.

CAIPA is an umbrella organisation established to facilitate the collaboration of regional IPAs in order to attract greater foreign direct investment to the region. The association is headquartered at the **Caribbean Export Development Agency (Caribbean Export)**.

This meeting precedes a three day workshop also scheduled for Barbados on 'Foreign Direct Attraction in the Caribbean' to be attended by participants from CARIFORUM Member States and the wider Caribbean.

For additional information on CAIPA visit the Investment Promotion Section of www.carib-export.com.

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BIZCLIM PROJECT - FIRST STUDY TOUR

A four person delegation from the Caribbean, representing the Caribbean Association of Industry and Commerce (CAIC), **Caribbean Export Development Agency (Caribbean Export)** and the Caribbean Regional Negotiating Machinery (CRNM), made a study tour to five European countries (Spain (Madrid), Belgium (Brussels), Netherlands (Amsterdam), The Hague, Rotterdam), Sweden (Stockholm) and UK (London), to explore business and investment opportunities for the following services sectors:

- Construction, Engineering and Architectural services
- Management Consulting
- ICT
- Cultural Industries (including, film and books)
- Health & Wellness and Medical

According to Mr. Philip Williams, Executive Director, **Caribbean Export**, there are specific opportunities in most of the selected focus sectors, but in specific countries/cities, specialist will be required for on the ground support in order for Caribbean firms to realize these opportunities. "Several officials indicated a clear preference for dealing

with the Caribbean as a region, rather than as individual member states."

As a follow up to this event, there will be a larger trade mission to Europe in September involving regional services providers, followed by an EU/CARIFORUM Business Forum in November in Trinidad and Tobago.

For further information on the BIZCLIM project contact: Mr. Philip A.W. Williams, **Caribbean Export**, Tel: + 1 (246) 436-0578, E-mail: pwilliams@carib-export.com

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NEXT STEPS - HEALTH AND WELLNESS

The development of a comprehensive Database of Caribbean Service Providers is one of the priority actions by the **Caribbean Export Development Agency (Caribbean Export)**, the Trade Facilitation Office Canada (TFO Canada) and participants of the recently held 'Exporting to Canada Seminar/Health and Wellness Tourism Strategy Meeting'.

It is also proposed that a mission of Canadian businesses active in the health and wellness tourism sector should visit two or three countries in the region during October, to meet with regional services providers and for potential business partners to possibly forge collaborative partnerships for the strategic development of the sector, noted Veona Maloney, **Caribbean Export's** Manager, Core Services.

More than eighty (80) representatives from the Health and Wellness Sector in thirteen (13) of the fifteen member states of CARIFORUM attended the March 31 - April 2 meeting, supported by development experts from Canada, Cuba, Malaysia and the United Kingdom. Both groups presented highly informative reports on the status of the health and wellness tourism in their respective countries, and also engaged in intensive discussions in the three workgroups on Public Sector, Medical Professionals and Marketing and Branding.

The final report on this highly successful meeting is now available on the website www.carib-export.com, as well as the full series of presentations and other documentation.

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FINAL PRODUCT DEVELOPMENT WORKSHOP

The final of the four product development workshop for the participants in the Caribbean Giftware Sector Support Project organised by the **Caribbean Export Development Agency (Caribbean Export)** and the Trade Facilitation Office Canada (TFO Canada) is scheduled for the PomMarine Hotel in Barbados on May 8 & 9, 2008.

Eight companies (Luna Design and Navazoe) from Barbados, (Caribbean Creative and DEXIA Kalinago Project) Dominica, (Boite a Bijoux) Haiti and (Nanny of the Maroons Traditional Craft and Big Daddy Craft and Leather) Jamaica under the direction of TFO Canada's Design Consultant Patty Johnson, will further discuss and finalise the collection for 'OnSite Caribbean' and its strong branding and promotion strategy. Ms. Johnson and the companies are also expected to review the feedback and comments given to the collection at its successful inaugural launch at the Interior Design show in Toronto, Canada, last February.

The 'Onsite Caribbean' Collection will be officially launched to an audience of regional and international trade buyers including participants of the Trade Mission of Canadian Buyers, at the 15th Caribbean Gift and Craft Show at the Sherbourne Conference Centre in Barbados, from October 2-5, 2008.

For further information on the Workshop and the Caribbean Gift and Craft Show contact **Caribbean Export's** Manager of Core Services, Veona Maloney at E-mail: vmaloney@carib-export.com.

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FANCY FOOD CARIBBEAN PAVILION

A wide assortment of exotic foods from the region will be on display in the 'Caribbean Pavilion' at the 54th edition of the Summer International Fancy Food and Confection Show in New York from June 29 - July 1, 2008, as the region seeks to capture a share of the US\$55 billion speciality food market.

Companies from Barbados, Guyana, Jamaica and Trinidad and Tobago will be showcasing their cakes, jams and jellies, sauces, spices and chutneys to international buyers who are always on the look out for new products.

Sam Kruiner, **Caribbean Export Development Agency's** Coordinator of the Pavilion noted "exhibiting as a regional group provides maximum exposure and promotional benefits to the companies and justifies the regional presence at the show over the past 14 years."

Mr Kruiner can be contacted at, Tel: 1 (246) 436-0578, Fax: 1 (246) 436-9999, E-mail: skruiner@carib-export.com.

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TRADE POLICY DEVELOPMENTS

EU LOSES ON BANANAS AGAIN, THIS TIME TO ECUADOR

A second World Trade Organisation (WTO) panel has ruled that the European Union's (EU) reformed banana import regime remains out of compliance with international trade rules, potentially opening the door to trade sanctions from Ecuador, the world's largest banana exporter.

Dating back to 1996, in what has become the WTO's longest running dispute, Ecuador, along with other Latin American countries and the US, have repeatedly challenged the EU's banana import regimes which grant preferential market access to banana imports from former colonies in Africa, the Caribbean and the Pacific (ACP). This most recent dispute, which follows a similar US dispute concerns the EU's introduction in 2006, of a tariff of 176 euros (US\$258) per tonne along with a 775,000 tonne duty-free quota for ACP bananas. European Commission agriculture spokesperson Michael Mann said that Brussels disagreed with the panel's findings and that the EU would consider an appeal.

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MARKET NEWS

DEXIA AWARDED EU GRANT

The Dominica Export Import Agency (DEXIA) has been awarded an EU Grant of one (1) million euros to enhance the competitiveness of private sector entities in Dominica through an innovative programme of business support services. The main objective of the programme is to enhance the competitiveness of the private sector operators in the agricultural, manufacturing and service sectors to respond to market opportunities locally, regionally and internationally.

This private sector development programme which will be administered through a Business Gateway mechanism will be managed by DEXIA in collaboration with WHITCO Development Institute, the Dominica Bureau of Standards and the Dominica Hucksters Association as partners.

This programme will assist new business start-ups as well as existing Micro, Small and Medium sized (MSMEs)

enterprises and will provide improved access to start-up enterprises, business planning, information on trade opportunities and other expert support. Priority areas for assistance include: product development and management, productivity enhancement, business mentoring, market access and other related issues to enhance competitiveness, penetrate markets and increased revenues.

There will be three main components of the programme:

- Productivity and Competitiveness Enhancement Programme
- Market Access Programme
- Training of Service Providers and Entrepreneurs

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JAMAICA'S PROFESSIONAL SERVICES

A Report commissioned by the Commonwealth Secretariat recommending better ways of improving the export of Jamaican professional services to other countries was launched on March 27, 2008, at a consultative workshop in Kingston. The report also outlines a strategy that will improve the country's export readiness, as well as the local capacity and policy environment.

The strategy highlights the opportunities that Jamaica has, including a highly dynamic and entrepreneurial private sector, good infrastructure, strong links with the diaspora and proximity to the large markets of the United States, Canada and Latin America. It also identifies priority markets and sets out key action points - for the government, trade associations and the private sector - that are a prerequisite for increasing the exports of Jamaica's professional services.

At the workshop, key mechanisms for implementation were also considered, including integration into Jamaica's Vision 2030. Participants also discussed regional trade and investment policy, and also supported the formation of a Coalition of Services Industries.

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BUSINESS OPPORTUNITIES

BUSINESS OPPORTUNITIES

FULBRIGHT SCIENCE AND TECHNOLOGY SCHOLARSHIP

The Fulbright Science and Technology Scholarship application process is open. The Fulbright Science and Technology Award is designed to be among the most prestigious international scholarships in science and technology. The International Fulbright Science and Technology award is for Phd. study at top U.S. universities in science, technology and engineering.

Applications should be submitted by June 2, 2008 through: <https://apply.embark.com/student/fulbright/international> and must include:

- The online application
- A clearly written research objective
- A professional resume
- Three letters of reference
- Official (or scanned and attached to the online application) academic transcripts from each post-secondary

- institution attended
- GRE General and subject test results (immediately or by June 24, 2008)

Applicants must have completed an undergraduate degree by August 1, 2009. Applicants must present a GRE quantitative score of 700 or better (out of 800). A GRE subject score is also required from applicants who plan to study biology, biochemistry, cell and molecular biology, chemistry, computer science, mathematics, and physics.

For more information, contact: Juanita Lynch, Information Resource Associate, Tel: (246) 227-4102, Email: lynchjh@state.gov

JOINT-VENTURE PARTNERSHIPS with Caribbean producers, manufacturers and investors are sought. Contact: Hasko Juraj, Regional Manager, SARIO, Slovak Investment and Trade Development Agency, Kuzmányho 5, 974 01 Banská Bystrica, Tel.: + 421 48 415 23 05, Fax: + 421 48 415 23 06, Mobil: +421 910 828 251, E-mail: juraj.hasko@sario.sk, Website: www.sario.sk

EMPLOYMENT is sought within the Caribbean drinks industry. Contact: Jean-Jacques Beltoise, 6 rue de la Prune, 47300 Villeneuve-sur-Lot, France, Tel.: +33 553 403 322
E-mail: jj.beltoise@wanadoo.fr

TELESCOPIC RODS namely L.U shape shower curtain rod, curtain rod, Mini rod, towel rod, tool rod etc. are available. Contact: Kerry Liu/MS(Foreign trade depart.Vice manager), FuZhou HongMao Copper&Aluminum Manufacturing Co.,Ltd, Add:Land NO.5 Kuaianyanshen Science&Tech Park Mawei Development Area Fuzhou China., Tel:8+86-591-87307877, Fax:+86-591-87307879, Website:<http://www.cnhmtl.com>, E-mail:kerryxiamen@gmail.com, Online:MSN:xiamenkerryliu@hotmail.com, Skype:kerrykerry1203

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 MAY - JULY

MAY

9-12 - BMEX 2008

The Barbados Manufacturers Association will be presenting the Barbados Manufacturers' Exhibition (BMEX) 2008 from Friday, May 9, 2008 to Monday, May 12, 2008 at the Sherbourne Conference Centre, Two Mile Hill, Barbados.

The buyers' component of BMEX was designed to introduce food, fashion, furniture and related Barbadian products to corporate buyers of the wholesale and retail trade within the Caribbean region and purchasing operatives in the tourism sector in Barbados and the wider Caribbean. The Barbados Manufacturers Association is willing to underwrite the return airfare and one night accommodation for one representative (buyer) per company to attend this event.

For further information please contact me at (246) 426-4474 or by email at bajanbrands@bma.bb, or visit the website: <http://www.bma.org.bb>.

21-24 - 9TH CTO CARIBBEAN CONFERENCE ON SUSTAINABLE TOURISM DEVELOPMENT (STC-9)

The theme of the conference is "Communities, Environments and Economies". The conference will be held at the Westin casuarinas Resort & Spa in Grand Cayman, the Cayman Islands. For further information Contact: Johnson JohnRose, CTO, Tel: 246-427-5242, Or Theresa Oakes, KCT, Tel: 526-594-4100, E-mail: T.Oakes@KTCpr.com

JUNE

1-6 - EXPOCARIBE INTERNATIONAL TRADE FAIR, SANTIAGO DE CUBA

Interested persons should contact: Cubatur Travel Agency, Ing. Arlene Álvarez Rey, E-mail: eventos1@cbtevent.cbt.tur.cu, Tel: (537) 206-98.8 / 09, Fax: (537) 206-9807

AGRI-PRODUCERS AND AGRO-PROCESSORS

The Regional Agriculture Investment Forum will be staged on June 9-10 in Guyana. Investors will be there looking for opportunities to invest in the Region. The CARICOM Secretariat will work with you to refine sound, bankable proposals to attract those investors.

If you have an existing business and are looking for an investor to help it grow, send your proposals to: saml@caricom.org at the CARICOM Secretariat or contact your Ministry of Agriculture by April 18

Envelopes should be clearly marked AGRI-BUSINESS INVESTMENT PROPOSAL

SIR SHRIDATH RAMPHAL CENTRE PROFESSIONAL TRAINING PROGRAMMES

The Sir Shridath Ramphal Centre for International Trade Law, Policy and Services, UWI, Barbados announces the following professional training programmes.

- June 09 - July 04 - maximizing the Potential of the CARIFORUM-EU EPA
- July 07 - 11 - Innovation and Intellectual Property Rights
- July 14 - 25 - Capitalizing the Creative Economy in the CARIFORUM- EU EPA

For further information contact: The Sir Shridath Ramphal Centre for International Trade Law, Policy and Services, UWI Cave Hill, Tel: (246) 417-4805-6; E-mail: src@cavehill.uwi.edu; Website: www.shridathramphalcentre.org

28 - SURINAME FOLKLORE FASHION SHOW 2008

The Suriname Folklore Fashion Show 2008 is a competition of costumes influenced by folklore dresses, based on the transfer and transformation of traditional cultures in Suriname.. For further information contact: Sandra clenem, Ministerie van Onderwijs & Volksontwikkwling at Tel: 477231, E-mail: clenem@yahoo.com.

JULY

13-16 - CANTO'S 24TH ANNUAL CONFERENCE & TRADE EXHIBITION & 17-18 - 2ND ANNUAL HUMAN RESOURCE TRAINING & BEST PRACTICES CONFERENCE

The Conference and Expo will be held at the Atlantis, Paradise Island, Nassau Bahamas . For further details contact: Regenie Fräser, Secretary General CANTO, 67 Picton Street, Newtown - Port of Spain, Trinidad & Tobago - W.I., Tel: 1 868 622 7448/3770/4781, Mobile: 1 868 735 0440, Fax: 1 868 622 3751, E-mail: rfraser@canto.org, Website: www.canto.org

OTHER EVENTS

FOOD, FUEL AND FORESTS: A SEMINAR ON CLIMATE CHANGE, AGRICULTURE AND TRADE.

The seminar will be held on May 12, 2008 in Bogor, Indonesia by the International Food & Agricultural Trade Policy Council (IPC). Recognizing that economic, environmental, and social sustainability are becoming increasingly difficult objectives to balance in the agricultural and forestry sectors, IPC will convene key Indonesian agriculture and trade government officials, academics, and private sector representatives with other international experts to discuss solutions to these conflicts. The dialogue will center around the themes of climate change, biofuels, agriculture, and trade. For further information, contact Christine St. Pierre, tel: +1 202 328 5117; email: stpierre@agritrade.org; internet: www.agritrade.org.

SUMMER TRAINING COURSE: 15TH INTENSIVE SEMINAR ON THE EU, BRUGES, JULY 2008

The Development Office of the College of Europe is launching its "15th Intensive Seminar on the European Union" which takes place in Bruges during the month of July. The seminar offers a choice between three different programmes:

- the Classic three-week programme : 30 June-18 July 2008
- the Advanced two-week programme: 7-18 July 2008
- the Compact one-week programme: 7-11 July 2008

For further information and to register online for the different programmes, please visit the Intensive Seminar website: <http://is2008.coleurope.eu> or contact: Eveline Buyck, Development Office, College of Europe, Dijver 11, 8000 Brugge - Belgium, Tel: (+32 (0)50 477 314/ Ê +32 (0)50 477 300, BE 0409 518 855, E-mail: ebuyck@coleurop.be

WORLD TRADE INSTITUTE COURSE PROGRAMME: SUMMER ACADEMY 2008

The World Trade Institute (WTI) is offering education and training on international trade regulation. The Master of International Law and Economics (MILE) is an intensive one-year programme, which starts again in October 2008. Applications are accepted until 31 March 2008. For more detailed information contact Director of Studies, Pierre Sauvé (pierre.sauve@wti.org) or Deputy Director of Studies, Corinne Karlaganis (corinne.karlaganis@wti.org) or Stefanie Allemann, Summer Academy Fellow, World Trade Institute, Hallerstrasse 6, 3012 Bern, Switzerland, Phone: +41 31 631 3628, Fax: +41 31 631 3630, Email: stefanie.allemann@wti.org

MATTECH 2008

Everyone involved in manufacturing is invited to experience the vast array of technologies and services available at MATTECH. The Expo will be held from August 20-21, 2008, Miami Beach Convention Center, Miami Beach, Florida, USA. This International Material Handling, Manufacturing & Packaging Technology, Logistics and Supply Chain Expo will provide participants with the latest technology and productivity innovations.

Register for free at <http://www.mattech.us> or contact Ian Howard at E-mail: contact@infointermat.com for further information.

EXPO ON TOURISM & TRAVEL

The Expo will create direct interaction between exhibitors and visitors and provides opportunities that will produce new commercial relations, establish contacts and generate business at an international level. The Expo will be held on Sept. 6 & 7, 2008 in New York City. For more information on space rental contact: Ana Russell, President, Expo Turismo International Corp. (ETIC), 405 East 152nd Street, Bronx, NY 10455, Tel. (347) 271-3136, Fax. (347) 271-3137, Mobile: (646) 407-0051, ana@expoturinter.net

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