



## **Study on Business Opportunities for Dominican Republic Firms in CARICOM**

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## DISCLAIMER

The opinions expressed in this document are the consultants' views and do not necessarily represent Caribbean Export's official position. The general and product/service specific recommendations on business opportunities have been construed exclusively on an analytical desk study of trade flows based on statistics provided through databases of several renown trade-related international organizations, as well as on qualitative aspects defined in this study.

The analysis undertaken does not include primary research according to the terms of reference and therefore, the consultants strongly advise Dominican firms interested in exporting and/or increasing market share in CARICOM countries to complement the results highlighted in this study with an on-site market evaluation leading to a more in-depth assessment of the specific product/service conditions such as characteristics, packaging, labelling, distribution channels, competing similar products, additional import requirements, commercial practices and consumer preferences in the targeted market(s), among others.

In view of the above, Caribbean Export and/or the consultants are not to be held responsible for the improper use and/or results derived from individual interpretation and ensuing actions from the data and recommendations contained herein.

## ACRONYMS AND ABBREVIATIONS

ABCSI:	Antigua & Barbuda Coalition of Service Industries
ACP:	Africa, Caribbean and Pacific Group of Countries
BCSI:	Barbados Coalition of Service Industries
BCSP:	Belize Coalition of Service Providers
BSO:	Business organizations
CDB:	Caribbean Development Bank
CARICOM:	Caribbean Community and Common Market
CARIFORUM:	Caribbean ACP Forum
CEDA:	Caribbean Export Development Agency
CNSC:	Caribbean Network of Service Coalitions
CTO:	Caribbean Tourism Organization
DCSI:	Dominica Coalition of Service Industries
DR:	Dominican Republic
DR-CARICOM FTA:	Dominican Republic-CARICOM Free Trade Agreement
EC:	European Commission
ECCB:	Eastern Caribbean Central Bank
ECLAC:	Economic Commission for Latin America and the Caribbean
EPA:	Cariforum-EU Economic Partnership Agreement
EU:	European Union
EDF:	European Development Fund
FATCA:	Foreign Act Transworld Tax Compliance
FCOR:	Frances' Caribbean Outermost Regions
GCSI:	Guyana Coalition of Service Industries
IDB:	Interamerican Development Bank
IMF:	International Monetary Fund
ITC:	International Trade Center
JCSI:	Jamaica Coalition of Service Industries
LDCs:	Least Developed Countries
MDCs:	Most Developed Countries
MFN:	Most Favoured Nation
OCTs:	EU Overseas Countries and Territories
OEC:	Observatory of Economic Complexity
OECS:	Organization of Eastern Caribbean States
RPSDP:	Regional Private Sector Development Programme
SKCSI:	St Kitts Coalition of Service Industries
SLCSI:	St Lucia Coalition of Service Industries
SVGCSI:	St Vincent and Grenadines Coalition of Service Industries
TTCSI:	Trinidad & Tobago Coalition of Service Industries
TTMA:	Trinidad & Tobago Manufacturers Association
UNCTAD:	United Nations Conference on Trade & Development
USA:	United States of America
WB:	World Bank

WEF: World Economic Forum  
WITS: World Integrated Trade Statistics  
WTO: World Trade Organization

## EXECUTIVE SUMMARY

The study on *Business Opportunities for DR Firms in CARICOM* was commissioned by Caribbean Export Development Agency (CEDA) in the framework of the Regional Private Sector Development Programme's (RPSDP) implementation under the 11th European Development Fund (EDF), entrusted to CEDA by the CARIFORUM Directorate and the European Union.

This study is intended to match a similar study identifying Business Opportunities for CARICOM Firms in the Dominican Republic, completed in 2015.

Among the main objectives of the RPSDP is the promotion of trade and export development among CARIFORUM States. In addition, under the Component *"Promoting stronger trade and investment cooperation between CARICOM and the Dominican Republic"*, CEDA will support activities which can boost stronger trade cooperation among CARICOM and DR firms.

The scope of this study was to undertake a market intelligence desk analysis focused on goods and services trade flows with a view to identifying and mapping products and services business opportunities, as well as potential distributors and/or business partners and specific market-entry constraints limiting the increase of DR's market share in CARICOM countries.

Specific activities of the intervention include the following: i) a detailed analytical overview of existing trade between the DR and CARICOM; ii) an inventory of currently traded products and services between the DR and CARICOM, including product descriptions and classifications (HS Codes); iii) a detailed desk research on potential market opportunities in the CARICOM region; iv) identification of import requirements for DR firms entering the CARICOM market including tariff and non-tariff barriers based on product opportunities identified; v) collection of basic information on key business contacts (distributors, buyers and producers, business support organizations, government institutions, private sector organizations, among others) necessary for DR firms entering the CARICOM region; vi) assessment of the implementation of the CARICOM-DR Free Trade Agreement; identification of Success Stories and problems in the implementation of market access provision of the FTA; vii) assessment of the Economic Partnership Agreement (EPA) as a catalyst for increasing trade and investment flows within CARIFORUM.

To date, while third countries from North America, Europe and LATAM are exporting to CARICOM countries, and CARICOM imports of goods and services in 2015 amount to US\$30 billion and US\$ 9.7 billions respectively, DR firms have not been able to maximize trade opportunities for products and services arising from both the CARICOM-DR Free Trade

Agreement (FTA) and the CARIFORUM-EU Economic Partnership Agreement (EPA), nor use the latter as leverage for enhancing trade flows within the region.

In 2015, DR exports to CARICOM countries amounted to US\$1,160,816 while CARICOM goods and services imports from the world were in the order of US\$ 9.3 billion and US\$ 9.7 billion, respectively. In the last five (5) years the import trend shows a continued but slow growth while import for some specific products increased, confirming the gap of market potential available for DR firms and the overall attractiveness of the market for DR firms.

While there is confirmed import demand, the DR's market share in CARICOM countries during 2012-2016 ranges in average from 0.4 to 1%, thus reflecting a need to seriously address external and internal constraints being faced by firms to increase their presence in those markets. Among the issues to be tackled is an in-depth analysis of the firms real export potential, including production capacity in terms of used vs. installed production capacity and the flexibility to increase production and make short term investments as needed to enhance production capacity and productivity.

A number of non-tariff barriers and challenges have been reported in interviews targeting public and business leaders and representatives, representing crucial constraints faced by DR firms (goods and services) to enter the diverse CARICOM markets, among which: time consuming and costly visa procedures, cultural differences including language, little knowledge of market regulations and conditions (primary market intelligence and research), poor interinstitutional relations at both public and private sector institutions and business associations, qualification of human resources, small size of the markets and firms, application of the DR-CARICOM FTA is almost at the same restrictive level as 20 years ago (1998) when it was signed.

### **Market-Entry Constraints**

For **Goods**, the main barriers identified are as follows:

#### **External (In CARICOM):**

- Discretionary application of the FTA, and in particular, of tariffs (some tariffs applied to EU countries are more favourable than those applied to the DR).
- Visa costs are high and the time for processing the application and obtaining the visa is long affecting business travels and seizing opportunities.
- CARICOM Invoice requested in addition to commercial invoice; the latter is not accepted unless accompanied by the CARICOM Invoice.
- Licences and permits are required for main products of the DR export offer and there is no reciprocal treatment regarding permits in place.

- Sanitary and phytosanitary requirements frequently applied ad-hoc and/or used with the purpose to curb imports.
- High shipping and air transport costs.
- Long transit period to some destinations affect perishable products.
- Haiti's request to increase its consolidated tariff at the WTO could have serious impact for DR given that Haiti is the DR's most important market
- Building business relations is costly as flight and hotel expenses due to lack of frequent or inexistent direct flights. The most available direct routes from the DR to CARICOM countries include connecting flights through Miami or Panama which increases costs.

#### Internal (DR):

- Payment of inspection by the National Drug Administration has to be made in person.
- Little or none aleatory inspection for Authorised Economic Operator (AEO) certified firms.
- Selective taxes are not reimbursed.
- Export strategies do not take into account differences between national and Free Zones exports.

For **Services**, key limitations comprise the following:

- High Visa costs and extended time for the application and issuing of visa affect the expeditious movement of professionals and taking advantage of opportunities, particularly those which arise on a short notice due to business circumstances.
- Limitations to access opportunities through the requirement of economic needs tests (analysis based on local availability of professionals) in specific fields.
- Professional licenses and certifications which are costly and mandatory by professional colleges and/or associations to be able to work (e.g. medical, accounting, architecture, attorneys, engineering).
- Registration in professional associations (e.g. medical, accounting, advertising, architecture, attorneys, engineering).
- Recognition of Superior Education degrees: Mutual Recognition Agreements (MRAs)
- Co-production Agreements in the film and audiovisual sectors.
- Reservations / prohibition in some countries to access strategic and/or priority sectors (health, energy, telecommunications)
- Requirements for the establishment of commercial offices linked to economic needs tests.

In this context, both the CARICOM-DR FTA signed in 1998 and the CARIFORUM-EU EPA signed ten years later, in 2008, emphasize intra-regional trade and integration as one of their key objectives. The EPA goes further by providing provisions under Article 238 that provide a steppingstone for most favorable treatment given to the EU to be extended among CARIFORUM member countries, but according to DR authorities, this article has not yet entered into force in CARICOM countries.

Opportunities have been identified in diverse areas ranging from *food preparations, plastics (articles for packaging, articles for Table and kitchenware), corrugated and non-corrugated boxes of cardboard or paper, cement, bars and steel rods, wood and iron furniture, to construction-engineering, advertising, BPO (Business Process Outsourcing), beauty salon (cater to DR DIASPORA in CARICOM), cultural and recreation (film, fashion, design, entertainment), education (languages, masters degrees and specialized short courses, internships), environmental including ecotourism, health and wellness (medical tourism), ICT (software and video development, digital marketing, web design, digital content), maintenance and repair (boats, yachts, others), ecotourism, personal security, professional (consultancy: e.g. accounting, legal, management, research), translation and interpretation services.*

A two-way, win-win technology-supported relations-building approach is recommended to seek a solution to critical issues is being proposed in an Action Plan to maximize the existing opportunities for goods and services in the CARICOM markets. Other key points of such a plan are institutional (public and private) capacity building including tailored training and skills upgrading programs, strong articulation of DR's trade-related institutions with CARICOM sister organizations, systematic and planned promotion of goods and services through selected fairs, trade missions, exchanges of musicians, singers, actors at national festivals, trunk shows; development of a manufacturing platform for fashion designers; exploring the opportunities arising from boutiques in high-end CARICOM hotels and cruise sales for fashion, entertainment, handicraft and selected products, among others.

The consultants also recommend to explore opportunities associated with developing Global Value Chains using the tourism and audiovisual sectors as drivers to trigger CARICOM demand in other DR services and goods sectors.

Such is also the case of medical services and multideestination and cruise tourism which trigger forward linkages with the agroprocessing and food sectors in general, fashion, entertainment, construction, apparel manufacturing, paper and plastics subsectors, among others.

Fashion is one such sector that can grow in tandem with tourism. To that end, a manufacturing platform is recommended to support fashion designers' production of larger volumes of designer clothing and/or ready to wear apparel. The experience of chacabanas manufacturers' not having the operational and business model conditions to satisfy large orders placed by stores in some CARICOM countries should be noted in a strategy focusing cruise lines, hotel boutiques and similar stores. It also speaks to the need of the above-mentioned manufacturing platform and strengthening of inter-firm collaborative partnerships.

The study has flagged the goods and services opportunities in CARICOM countries having a high GDP per capita and/or associated with a strong participation of the tourism sector in the economy, particularly high-end tourism, such as Antigua & Barbuda, Bahamas, Barbados, St. Kitts-Nevis, Trinidad & Tobago. Special attention should be placed on the Bahamas, as in addition to its high purchasing power, tourism-based economy and net-importer condition, the

country attracts high-end and convention tourism largely dominated by the United States, followed by Canada, Europe (Uk, France, Germany, Italy), Brazil, Switzerland, Jamaica, Argentina, Mexico, Australia, Spain, Colombia, China.

Advancing mutual recognition (MRAs) and coproduction agreements, the latter linked to the audiovisual sector, namely film, video and related production, is considered crucial to facilitate market entry for professionals as those and many categories such as legal, accounting, consultancy, environmental, and other professional services are subject to registration at and/or certification by the chartered college or business organizations (BSOs).

## II. BRIEF ASSESSMENT OF AGREEMENTS REGULATING TRADE BETWEEN THE DOMINICAN REPUBLIC AND CARICOM

### 2.1. DR-CARICOM Free Trade Agreement (DR-CARICOM FTA)

The DR-CARICOM FTA was signed in 1998 and entered into force for the Dominican Republic in 2001.

In the wake of its 20-year anniversary, this FTA seems to be facing the same issues as in the first decade of its implementation. Authorities consulted on the matter indicated that to date no CARICOM member state has ratified the FTA; its implementation is on a provisional basis by these countries until their respective parliaments ratify it. Haiti is an exception to this as the constitution does not allow for provisional implementation of agreements.

Furthermore, the DR-CARICOM FTA is the agreement currently applicable to trade between the DR and CARICOM countries. Certain shortfalls in this agreement hinder the enhancement of DR trade with CARICOM such as:

- MFN treatment for goods manufactured under the Export Free Zones regime.
- List of Goods subject to MFN treatment and a CET tariff of 40% for 48 tariff lines, many of which are excluded and at the same time are among the DR's most competitive export products such as some agricultural products, orange, grapefruit and lime juices, soaps, shampoos, body lotion, natural waters, candles, Portland cement, some bars of iron or non-alloy steel, among others.
- List of selected agricultural products (fruits and vegetables) subject to special trade arrangements, which include the application of a CET tariff of 40% and specific seasonal/months when imports are allowed coinciding usually with low production in CARICOM countries.

At bilateral and Joint Council meetings the DR has proposed further liberalization of some products in the above lists but has not been feasible so far.

Despite the obstacles to trade that exporters face arising from the application of the FTA, after 15 to 20 years trading in the region, some exporters have been able to establish a presence in



several markets but the statistics in the Table below show that there is still ample opportunity for boosting trade, as DR exports account for less than 1% of these countries total imports.

Between 2014 and 2015 the volume of trade between the DR and CARICOM continued to decline. Exports from the DR to CARICOM declined 26% for the period and imports declined 37% for the period.

While the DR continued to maintain a positive trade balance with CARICOM, this was solely due to the DR's notable trade balance with Haiti. The DR has positive trade flows with most of the CARICOM countries, but it continues to maintain a negative balance with Trinidad & Tobago and the Bahamas, mainly due to imports consisting largely of petroleum and related products.

It is noted that were it not for exports to Haiti (of US\$ 1,4 and 1,1 billion in 2014 and 2015 respectively), the DR would have had a negative trade balance of about US\$ 500 million with CARICOM, exports reaching an average of US\$ 150 million annually for the two years.

**Table 1. DOMINICAN REPUBLIC-CARICOM TRADE BALANCE 2014-2015**  
(US\$ 000)

	2014			2015		
	EXPORT	IMPORT	BALANCE	EXPORT	IMPORT	BALANCE
Trinidad & Tobago	34,059	820,649	-786,590	27,965	309,163	-281,198
Bahamas	11,716	156,431	-144,715	9,782	258,334	-248,552
Guyana	12,287	5,990	6,297	13,711	5,149	8,562
Jamaica	49,508	2,287	47,221	56,110	1,607	54,503
Suriname	17,114	18	17,096	13,314	58	13,256
Haiti	1,423,206	4,578	1,418,628	1,012,159	51,368	960,791
Barbados	8,177	2,280	5,897	7,916	2,370	5,546
Belize	231	195	36	670	260	410
St. Lucia	6,859	67	6,792	5,708	25	5,683
St. Kitts & Nevis	1,424	17	1,407	1,500	1	1,499
Antigua & Barbuda	3,753	3,254	499	4,426	17	4,409
Dominica	3,962	517	3,445	2,711	699	2,012
St. Vincent & Grenadines	2,986	0	2,986	2,399	1	2,398
Grenada	2,410	20	2,390	2,438	62	2,376
Montserrat	0	0	0	7	0	7
<b>Total</b>	<b>1,577,692</b>	<b>996,303</b>	<b>581,389</b>	<b>1,160,816</b>	<b>629,114</b>	<b>531,702</b>
<b>Average Growth Rate</b>				<b>-26%</b>	<b>-37%</b>	<b>-9%</b>

Source: Trademap

### The CARICOM Common External Tariff (CET)

The CARICOM Tariff system is rather complex. The overview below provides an overview and summary of the tariffs so that exporters may make an initial assessment of which products may or may not have a chance based on tariffs alone, all else equal.

## The general approach of the CARICOM CET – COMMON EXTERNAL TARIFF

- The CET system makes a distinction between inputs and final goods.
- Inputs in production processes, including raw material, intermediate and capital goods have low tariffs ranging from 0 to 15%.
- Final goods are further subdivided in non-competing and competing goods, as follows:
  - Non-competing goods are those goods which may or may not be produced in CARICOM but where the existing production capacity is enough to satisfy no more than 75% of the CARICOM market demand
  - Competing goods are those goods that are produced in CARICOM where the existing production capacity is enough to satisfy at least 75% of CARICOM demand
- There are 7 (seven) category of goods that have special treatment, meaning that their tariff is other than would be expected from the classifications described above. These categories are:
  - Selected exports – these products are deemed to be globally competitive. The tariffs may be lower because it is deemed that these goods do not need ‘protection’.
  - Agriculture and agro industry goods. Tariffs may be lower to promote the industry.
  - Agricultural inputs. Tariffs may be lower to promote agriculture.
  - Products for safety. Tariffs may be lower to promote safety.
  - Products which contribute significant revenue to public finances, such as alcoholic beverages. CARICOM might not produce vodka, but the levy on vodka is 40%
  - Products which greatly influence the cost-of-living. Tariffs may be lower to manage the cost-of-living
  - Products which have socio-cultural value. Tariffs may be higher to protect the local culture and values

Inputs	Final Goods	
	Non-Competing Goods	Competing Goods (goods produced in CARICOM )
Raw material, intermediate inputs, capital goods	Existing capacity within CARICOM can supply less than 75% of CARICOM Market demand	Existing capacity within CARICOM can supply more than 75% of CARICOM Market demand
<b>0-15%</b>	<b>20-25%</b>	<b>40%+</b>

### 2.1.1 DR FIRMS SUCCESS STORIES IN THE CARICOM MARKET



Established in 1957 as a plastics and rubber manufacturing plant, PETROQUIMICA Dominicana evolved into DIESCO, a group comprised of four major business divisions: packaging-manufacturing, bottling, projects and assets management, all thriving under an innovative and flexible business model and strategic partnerships.

Strategic alliances have been at the core of DIESCO's product and market diversification, and export success. Twenty years following its establishment, under the umbrella of one of two packaging manufacturing companies – POLYPLAS – and in partnership with REID PLASTIC, the largest world manufacturer of plastics packaging for water, DIESCO introduced big plastic bottles for water in the Dominican market.

The first regional market reached by the now DIESCO Group was Puerto Rico in 1997, where a subsidiary of POLYPLAS was established and a new product – caps for bottles – was launched. PET bottles and bottles for pharmaceutical products was introduced in 1999 and in 2000, DIESCO was born to capitalize the manufacturing objectives of POLYPLAS, TERMOPAC and POLYPLAS International. In 2005 two more products were added to TERMOPAC's portfolio: aluminum and wax paper.

In 2013, DIESCO strengthens its corporate governance with the establishment of an Advisory Board comprised by international experts and Advanced Management Assets and Trustee Services were created in 2014. This was followed by another key strategic alliance with Goldman Sachs Group aimed at supporting the Group's growth and sustainability goals.

Twenty years after its first export initiative in the region, DIESCO exports to fourteen (14) CARICOM countries and one of its champion export products - articles for the packaging of goods, of plastics - ranks second in DR exports to CARICOM. Other key export products are plastics table and kitchenware, bottles, flasks and similar for the packaging of goods.

DIESCO firmly believes that its successful export performance in CARICOM countries is a result of:

1. Believing in what they do
2. Allocating financial resources to the export marketing strategy
3. Investing in human resources
4. On-site market assessment of opportunities and constraints
5. Product adaptation to market and consumer preferences

6. Assessment of no or low sales turnout and improvement plan to overcome identified barriers and/or competitiveness issues (e.g. product features, quality, packaging)
7. Getting involved in building direct contacts and relations with potential buyers
8. Perseverance



**Fábrica de Refrigeradores Comerciales – FARCO** – was established in 1978, catering to commercial/institutional refrigeration needs in the local market.

ISO certified and a member of the FOGEL network, FARCO-FOGEL has strategic relations with the FOGEL Group in the United States, Central America and FOGEL Caribbean in Puerto Rico.

A flexible, high-technology and fully automated design system, together with a technical lab for testing equipment are at the center of FARCO's manufacturing process and allows to meet customers' specific requirements related to its main products: glass and solid door reach-in refrigerators and freezers, bar refrigeration equipment, stainless steel food preparation Tables and deli cases, beer coolers.

The path to success in the CARICOM market has taken Farco almost two decades of planning, perseverance and overcoming obstacles along the way such as proving to customers the quality of an industrial product manufactured in a neighboring developing country similar to their own.

At present, FARCO has a dominant share in the DR market and exports to some eight (8) destinations in the region, four of which are CARICOM markets accounting for 10% of its total exports: Antigua & Barbuda, Haiti, Jamaica and Trinidad & Tobago. Other market destinations in the Caribbean are: Puerto Rico, St. Thomas, St. Maarten and Aruba.

At the core of FARCO's successful export track record are:

- Ongoing investment in technology
- Persevering in marketing promotion visits and direct/personal contacts to meet and build relations with potential customers and understand regulatory and commercial requirements of selected markets
- Strategic alliances pursuing innovation and enhanced market-entry
- Adaptation of products to market-specific conditions and requirements
- Assuring product quality and reliability

It is important to highlight the role played by certain factors in both success stories depicted above, namely investment in the export marketing strategy including but not limited to visits and on-site assessment of markets, building business and personal relations, product adaptation to consumer/market demand, strategic alliances for the promotion of growth, sustainability, innovation and technology transfer; persevering in export leads and business contacts follow-up.

## 2.2 Cariforum-EU EPA – Economic partnership Agreement

### 2.2.1 Background

The EU-Caribbean Economic Partnership Agreement (EPA) with CARIFORUM, signed in 2008, has been likened to a trade agreement that goes beyond free trade and which embodies ‘aid-for-trade’. Its main objectives are:

- Opening up trade in services and investment;
- Making it easier to do business in the Caribbean. Governments have made commitments in many areas directly affecting trade;
- Providing financial support to assist Caribbean governments implement the accord and help firms businesses to use the EPA to export more and attract more investments

Besides fostering trade between the EU and the CARIFORUM countries, the EPA also seeks to foster trade within the region, specifically:

- Between CARICOM and the DR
- Between CARIFORUM and the FCOR and the European OCTs

In this section we will look at the impact of the EPA, specifically trade between CARICOM and the DR.

### 2.2.2 EPA Five Year Review: 2008-2013

The Five Year Review of the EPA published in 2013 concluded that the numerical impact of the EPA on CARICOM- DR trade was negative.

The **main reason** cited for this **negative impact is the lack of progress on the implementation of regional preferences similar to the trade preferences provided to the EU by CARIFORUM for some of their exports**. Behind this lack of progress the following motives have been mentioned:

- In 2008, as the same time the EPA was signed, the worldwide financial crisis also hit the Caribbean countries, averting their attention to issues like safeguarding their tourism sectors, which had a more immediate and direct impact on their economies, and putting a drain on public finances which might otherwise have been used to move the issue of regional integration and preferences further.
- After a spike in 2008, oil prices declined sharply, affecting particularly Trinidad & Tobago given the importance of this commodity in its economy.

According to the Review, **the negative impact could also be the result of the fact that the preferential agreement with Europe increased the relative attractiveness of trade with Europe vis-à-vis the Caribbean itself.**

In publications, the consultants find that, with regard to **the EPA, much more emphasis has been placed on CARIFORUM-EU trade than on intra-Caribbean trade.** This is not surprising for a number of reasons. The EU market is larger than the Caribbean market, the Caribbean market is highly fragmented, some markets are very small indeed and last but not least, traditional exports of CARICOM countries and the DR are similar. They include some agricultural crops, and in the case of Trinidad & Tobago and Jamaica some manufacturing products, which are also available in the DR. Nonetheless, in 2014-2015, the DR maintains a positive trade balance in goods with most CARICOM countries.

In addition, **more tools have been implemented to foster the CARIFORUM-EU trade flow than to foster intra-Caribbean trade.** A good example of this is the digital EU Trade ExportHelpDesk that provides detailed tools for exporting from the Caribbean to the EU. Caribbean Export, mainly funded by the EU, has worked on fostering intra-CARIFORUM trade, among others by activities between the DR and Haiti and supporting the participation of DR firms in the Trade and Investment Convention (TIC) in Trinidad & Tobago, Design Caribbean (design event of handmade and innovative products), *Agroalimentaria* and *Dominicana Moda* in DR, joint participation at Havana International Fair (FIHAV) and similar events in the Caribbean.

Finally, **Caribbean Export, the agency entrusted with introducing the tools is allegedly seen as more focused on increasing the total exports of CARIFORUM,** while intra-CARIFORUM trade does not necessarily add to CARIFORUM's total exports quite in the same way as EU-CARICOM trade does.

**The implementation of the EPA is an outstanding issue for the DR's current and future export initiatives.** At present, it is being implemented provisionally by some CARICOM countries as it has not yet been ratified by nine (9) of the fifteen CARICOM countries<sup>1</sup>; the DR congress ratified it in 2008.

Furthermore, in 2013 only the following countries were applying EPA tariff reductions: Bahamas, Barbados (administratively), Belize, Dominican Republic, Grenada, Guyana, Jamaica (administratively), St Vincent & the Grenadines, Suriname, Trinidad and Tobago

<sup>1</sup> Monitoring the Implementation and Results of the CARIFORUM-EU EPA Agreement, EUROPEAID, 2014. Countries that have ratified: DR- 29 Oct. 2008; Antigua & Barbuda: 19 Dec. 2008; Dominica: 30 Oct. 2009; Belize: 31 May 2011; Guyana: 14 June 2012; St. Lucia: 25 September 2012; St Vincent & Grenadines: 22 November 2012.



Article 238 of the EPA establishes in paragraph 2 that *“Any more favourable treatment and advantage that may be granted under this Agreement by any Signatory CARIFORUM State to the EC Party shall also be enjoyed by each Signatory CARIFORUM State”*.

By making provision for extending more favourable treatment in goods, services and other disciplines, the application of this article is crucial for enhancing regional trade flows and further liberalization, including the extension of the services commitments undertaken by the DR and CARICOM vis-à-vis the EU, among themselves. Trade in services would then be regulated by the extensive Services Provisions and Schedule, as the DR-CARICOM FTA is a second generation agreement and does not include commitments regarding services.

The services commitments undertaken by CARICOM member states are subject to reservations listed in national regulations and to economic needs tests based on available local providers as a means of limiting the entry of service suppliers.

**Work Visas, essential to the temporary movement of persons** and another major achievement for CARIFORUM in the EPA, are subject to employment contracts, a university degree or a qualification demonstrating knowledge of an equivalent level, professional qualifications as required, six years professional experience in the sector of activity, which is the subject of the contract. In addition, the validity of the visa is for a cumulative period not exceeding six (6) months in any 12-month period or for the duration of the contract – whichever is less.

**Visas for businesspersons** have been flagged, together with legal, professional and economic needs reservations, as significant barriers to the temporary movement of persons and to an optimal advantage of the business opportunities arising in the region and which can be further triggered by the EPA regional preferences provision.

According to authorities and business persons interviewed, article 238 is not being applied by CARICOM with the exception of some countries like Grenada.

The non-application of Article 238 affects negatively its potential to spearhead diversification and unleash intra-regional goods and services exports particularly in non-traditional areas emerging as possible champions or drivers of sustained growth.

It is to be noted that in the EPA Five Year Review<sup>2</sup>, the Report mentions “with respect to trade in services, the review was significantly affected by the limited data available on CARIFORUM-EU Trade. Furthermore, it indicates that although there has been improvement in the collection

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<sup>2</sup> EPA Five Year Review [http://trade.ec.europa.eu/doclib/docs/2016/january/tradoc\\_154165.pdf](http://trade.ec.europa.eu/doclib/docs/2016/january/tradoc_154165.pdf)

of trade in services statistics, gaps remain that prevent an analysis of CARIFORUM-EU trade at the sector or country levels (tourism being a notable exception).

A bilateral, country-by-country approach is suggested to create awareness among authorities and stakeholders regarding the trade and income generating benefits associated with its implementation.

### III. OVERVIEW OF CARICOM TRADE (GOODS AND SERVICES)

The following is a summary of the CARICOM general trade as a whole, in both goods and services.

**Table 3.1 CARICOM TRADE BALANCE IN GOODS**  
(000 US\$)

	2012	2013	2014	2015	2016
Export	18,459,234,570	18,957,098,844	18,969,800,644	16,508,463,885	15,862,397,780
Import	18,600,846,111	18,978,611,019	18,989,386,393	16,656,047,690	16,062,472,839
Trade Balance	-141,611,541	-21,512,175	-19,585,749	-147,583,805	-200,075,059
Total trade in goods	<b>37,060,080,681</b>	<b>37,935,709,863</b>	<b>37,959,187,037</b>	<b>33,164,511,575</b>	<b>31,924,870,619</b>

CARICOM's trade balance for goods in the period 2012-2016 is negative, imports exceeding exports by a very small margin. This deficit in the goods balance is compensated with a positive services trade balance which confirms CARICOM countries service-oriented economies.

However, it should be noted that during 2012-2015, average annual growth of services exports has been dismal, amounting to 1%, and in 2016 it decreased by -0.89%. Albeit this trend, CARICOM import figures averaging US\$16 billion and US\$7.2 billion for goods and services, respectively in 2016, represent a significant opportunity for DR firms in a diversity of products and services listed in Tables below, which are **currently being imported from other regional and extra-regional markets**.

**Table 3.2 CARICOM SERVICES BALANCE (US\$ 000)**

	2012	2013	2014	2015	2016
Export	11,027,219	11,136,973	11,749,275	11,914,077	10,705,805
Import	9,699,709	9,522,141	10,193,153	9,749,440	7,214,714
Trade Balance	1,327,510	1,614,832	1,556,122	2,164,637	3,491,091
<b>Total Trade in Services</b>	<b>20,726,928</b>	<b>20,659,114</b>	<b>21,942,428</b>	<b>21,663,517</b>	<b>17,920,519</b>

Source: Trademap

#### IV. CONNECTIVITY & LOGISTICS

Eight (8) of the Top 10 Caribbean destinations for DR's bulk cargo are CARICOM countries (Bahamas, Jamaica, Suriname, Trinidad & Tobago, Guyana, Barbados, Dominica, St. Vincent and Grenadines) which account for 60 % of the total metric tons exported in 2016 – 2017 (YTD). (See Ports and Airports in Country Profiles)

**Table 4.1 TOP 10 DESTINATIONS IN THE CARIBBEAN FOR DR BULK PRODUCTS (MTS)**

Destination Country	MTs/yr		Grand Total
	2016	2017 YTD	
Venezuela	82,984		<b>82,984</b>
Bahamas	30,989	48,450	<b>79,439</b>
Jamaica	47,115	31,488	<b>78,603</b>
Netherlands Antilles	64,600	9,616	<b>74,217</b>
Suriname	44,238	29,570	<b>73,808</b>
Trinidad & Tobago	60,197	7,759	<b>67,956</b>
Guyana	37,531	24,672	<b>62,203</b>
Grand Turk	22,524	15,772	<b>38,296</b>
Cuba	17,428	6,657	<b>24,085</b>
Cayman Island	23,376		<b>23,376</b>
Bermuda	15,335		<b>15,335</b>
Barbados	8,306	4,003	<b>12,309</b>
Dominica		4,500	<b>4,500</b>
St. Vincent and the Grenadines		2,600	<b>2,600</b>
St. Croix Island, V.I.	7	2	<b>10</b>
<b>Grand Total</b>	<b>454,631</b>	<b>185,089</b>	<b>639,719</b>

Source: MARDOM

Cement makes up nearly 50% of the metric tons of bulk products exported to the Caribbean, followed by gypsum (23%) and aggregates (18%); the other products (fertilizers, animal feed, clinker and steel bars) share ranges between 2 to 4% of the total metric tons exported.

**Table 4.2 BULK PRODUCTS EXPORTED TO THE CARIBBEAN (IN MTS / 2016-2017)**

Product	MT/yr		Grand Total
	2016	2017 YTD	
Cement	191,467	118,543	<b>310,010</b>
Gypsum	130,485	17,471	<b>147,956</b>
Aggregates	88,058	28,827	<b>116,885</b>

Steel bars	726	11,690	<b>12,416</b>
Animal feed	13,011	6,657	<b>19,668</b>
Fertilizers	19,167	11,227	<b>30,393</b>
Clinker	11,563	2,726	<b>14,289</b>
<b>Grand Total</b>	<b>454,478</b>	<b>197,140</b>	<b>651,618</b>

Source: MARDOM

As depicted in Table 4.3 below, six (6) CARICOM member states (Jamaica, Trinidad & Tobago, Bahamas, Barbados, Guyana, Antigua & Barbuda) represent 51 % of total containers shipped to Caribbean islands.

**Table 4.3 CONTAINER SHIPMENTS BY DESTINATION COUNTRY  
GENERAL SHIPMENT IN CONTAINERS 2016-2017**

Destination Country	TEUs/yr		Grand Total
	2016	2017 YTD	
Jamaica	4,601	2,421	<b>7,022</b>
Trinidad & Tobago	2,921	1,448	<b>4,368</b>
Netherlands Antilles	2,776	1,335	<b>4,110</b>
Cuba	3,092	289	<b>3,381</b>
St. Croix Island, V.I.	565	373	<b>938</b>
Bahamas	534	404	<b>938</b>
Barbados	619	253	<b>872</b>
Guyana	583	287	<b>870</b>
Venezuela	463	362	<b>825</b>
Antigua & Barbuda	397	335	<b>732</b>
Others	2,319	1,182	<b>3,501</b>
<b>Grand Total</b>	<b>18,868</b>	<b>8,688</b>	<b>27,556</b>

Source: MARDOM

The top market destinations for general shipments in containers are, in order of importance by volume: Jamaica, Trinidad & Tobago, Netherlands Antilles, Cuba, St. Croix, Bahamas and Barbados. To be noted that out of the Top 10 destinations, the first 2 places are occupied by CARICOM countries and six (6) CARICOM states are in the ranking of Top 10.

**Table 4.4 TOP 10 EXPORT PRODUCTS SHIPPED IN CONTAINERS**

General Cargo			
Product	TEUs/yr		Grand Total
	2016	2017 YTD	
Plastics	5,730	2,447	<b>8,177</b>
Food	2,093	1,024	<b>3,117</b>
Beverages	2,525	643	<b>3,168</b>
Chemical products	1,398	628	<b>2,026</b>
Fruits & vegetables	1,399	608	<b>2,007</b>

Construction materials	524	570	1,094
Steel	1,294	511	1,805
Cardboard / paper	907	456	1,363
Foodstuff	312	247	559
General cargo	2,688	1,554	4,242
<b>Grand total</b>	<b>18,868</b>	<b>8,688</b>	<b>27,558</b>

Source: MARDOM

Exports shipped in containers are led by plastics, followed by food, beverages, chemical products, fruits and vegetables, steel, cardboard and paper products, construction materials and cardboard/paper products.

## V. BUSINESS OPPORTUNITIES FOR DR FIRMS - EXPORT POTENTIAL IN CARICOM MARKETS

### 5.1 Methodology

#### A. GOODS

For the analysis of the export potential for Dominican products in the fifteen (15) CARICOM countries, the consultants used the following criteria:

Comparison of country's world and DR trade balance to assess imports trend, growth rate and demand.

Comparison of country's world imports and current imports from DR, resulting in potential products and corresponding value in 000US\$.

A three-fold scenario based on 10-20-30% of country's total imports from other countries.

Selection of products according to a threshold of US\$ 200,000 import value potential.

Current market opportunities in the country and strengths/weaknesses of the DR exporters/manufacturing production, as well as threats in the country.

Opportunities based on non-branded commodities, insufficiently or not produced in CARICOM. For commodities the tariffs are low, varying from 0 to 20% because most commodities are not produced in the country or the CARICOM. However, it should be noted that for the DR, the rules in vigor are those related to the schedules on MFN treatment for goods and agricultural products in the DR-CARICOM FTA. According to these schedules, a CET of 40% is applied to more than 50 key DR products.

Opportunities based on inputs for Caribbean-Export priority sectors' export strategies:

- Agroprocessing
- Health and wellness, including medical tourism and ecotourism
- Business Process Outsourcing (BPO)
- Professional Services
- Creative Industries (e.g. fashion, design, music)

The following overall strategies are proposed:

- **To mitigate the challenge of tariffs (CET)**, consultation of the ‘suspensions list’<sup>3</sup> published periodically by COTED, the Council for Trade and Economic Development of CARICOM. The competing products list has the highest tariff of 40%. This is the tariff that applies to two Lists of products under the DR-CARICOM FTA. When shortages occur for CARICOM-produced goods, the country in which the shortage occurs may ask for a suspension of the tariffs but these notifications have not been forthcoming.
- **To mitigate the challenges related to ‘small market size’, distance and shipment, the exporter may choose to attempt to sell his product in all of the OECS or CARICOM, using one or more countries as a hub**, even if the product does not present the biggest opportunity in some of the islands. Once the exporter has made the investment to develop business in CARICOM, he/she may as well maximize the opportunity in all of CARICOM. Furthermore, there may be more shipping options, also for smaller volumes, between the islands than directly from the DR.
- **To generate leads the following may be options:**
  - for opportunities related to agriculture, the agriculture guide<sup>4</sup>
  - for government procurement, government institutions’ websites and the consulates of these islands in the DR or DR consulates in CARICOM
  - for opportunities related to tourism, the hotel association in the country
  - for opportunities for small exporters and importers, the internet is a good option, provided the conversation is held in English

Most consumer goods have tariffs of 20%, while raw materials and inputs for intermediate goods have tariffs between 0 and 15%. Many of these goods are imported but do not compete with CARICOM produced goods. The 40% CET tariff applies to competing goods; this may be noted in the DR-CARICOM FTA exclusion lists<sup>5</sup>. DR products would have to compete with products from the USA, India and China, which are the main trading partners. The competition would be in terms of quality, price (and volume discounts), shipping rates, shipping frequency and options, among others.

<sup>3</sup> <http://caricom.org/media-center/communications/press-releases/tariff-suspensions-approved-by-coted/>

<sup>4</sup> Agriculture Guide

<sup>5</sup> List of Goods Subject to MFN Tariff and List and Schedules of Selected Agricultural Products Subject to Special Trade Arrangements.

## B. SERVICES

The consultants' approach to identify business opportunities in services is summarized below:

- Assessment of services commitments in the CARIFORUM-EU EPA, by country and subsector
- Analysis of world services imports by each country to determine largest imports by subsector and main suppliers (competitors for the DR).
- Opportunities assessment in each CARICOM country compared to general strengths of the DR firms and their export portfolio with a view to increase DR's market share of presently
- Exported goods in the most viable product categories, particularly for those that show a low market share.
- Identification of imported products which the DR is not currently exporting to the specific country but is exporting to other market destinations.
- Opportunities based on consumption. The tariff for non-competing consumption goods imported into the country is around 20%. These goods are mostly goods that are not produced within CARICOM in high volumes.<sup>6</sup> Therefore, most of the goods are imported from a variety of countries, including the DR.
- Opportunities based on CARICOM main services sectors and the DR's major industries, serving the first as drivers that can trigger value global chains (VGC) development. Tourism, which accounts for 40-80% of CARICOM countries' economy, is an example.
- Opportunities based on inputs for other sectors such as construction and repairs, installation and maintenance.
- Across-the-board services such as Consultancy (management, legal, accounting, research & development, and Education and capacity building for a diversity of subsectors (superior training (masters, specialized courses, internships) among which tourism personnel.
- Opportunities based on Caribbean and global trends. The Caribbean Development Bank, Compete Caribbean, IDB, World Bank and other cooperation agencies support specific initiatives, including
  - Renewable and efficient energy (solar, wind, waste-to-energy, etc.)
  - Waste management, including recycling
  - Climate change and hurricane preparedness
  - Exports from the creative and service industry
  - Improved transportation (air and ocean)
  - Food security
  - Private Sector Development, including access to finance.

<sup>6</sup> For these goods CARICOM producers can satisfy less than 75% of total CARICOM market demand

- Depending on the donor, DR firms can tender independently or in collaboration with firms in the region.
- Opportunities based on special circumstances (infrastructure, agricultural and commercial destruction caused by hurricanes, earthquakes, political strifes among others)

## 5.2 Summary of Opportunities for DR Goods Currently NOT Actually Exported to CARICOM (By Country)

The Tables below summarize opportunities for DR goods which are not being exported at present to some CARICOM markets and which **CARICOM Most Developed Countries (MDCs) and Less Developed Countries (LDCs) import from other origins, particularly the United States. Import value information and a three-fold scenario regarding import target market share is included in each Country Profile.**

The products were identified using the methodology explained in 4.1 above and import value thresholds of US\$ 1 million and US\$ 500,000, respectively. Opportunities for DR products include among others: preparations for food and sauces, fruit juices, pineapple juice, garlic, medicaments (including antibiotics), bread and pastry products, sugar and sugar confectionery; chocolate and other preparations, uncooked pasta, margarine, sweet biscuits, non-alcoholic beverages, waters (mineral and aerated with added sugar), beauty preparations, hair preparations, shampoos and conditioners, soaps and detergents, household articles of plastics, plastic tubes (CVP), plastic caps, lids and bags, household, Table and kitchenware articles of plastics, boxes of corrugated and non-corrugated paper or paperboard, toilet paper, wooden and iron furniture, cement, glazed ceramic flags and tiles, steel rods and bars.

The pattern of opportunities is consistent with many of the products included in the Lists Subject to MFN Tariff (40%) and to specific agricultural products subject to seasonal/production-related arrangements. This is therefore a very important issue to address in any strategy pursued by the DR public-private sectors; it has been included by the consultants in the Action Plan.



**Table 5.2.1 SUMMARY OF BUSINESS OPPORTUNITIES FOR DR GOOD NOT CURRENTLY EXPORTED TO CARICOM**

Subheading	Product Description	MDCs Market					
		Bahamas	Barbados	Guyana	Jamaica	Suriname	T&T
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	X	X	X		X	X
300390	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic	X	X				
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	X	X	X		X	X
'722830	Bars and rods of alloy steel other than stainless, not further worked than hot-rolled, hot-drawn		X		X	X	X
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	X	X	X	X	X	X
'340290	Surface-active preparations, washing preparations, incl. auxiliary washing preparations	X	X	X	X	X	X
'481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard		X	X	X		
'940360	Wooden furniture (excluding for offices, kitchens and bedrooms, and seats)	X			X	X	X
'170490	Sugar confectionery not containing cocoa, incl. white chocolate (excluding chewing gum)	X	X	X	X	X	X
'732690	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire)	X	X	X	X	X	X
'940320	Metal furniture (excluding for offices, seats and medical, surgical, dental or veterinary)	X	X		X	X	X
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	X	X	X	X	X	X
'200911	Frozen orange juice, unfermented, whether or not containing added sugar or other sweetening	X	X		X		X
'170310	Cane molasses resulting from the extraction or refining of sugar		X		X		
'330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments)		X		X		X
'300420	Medicaments containing antibiotics, put up in measured doses	X	X		X		X
'180690	Chocolate and other preparations containing cocoa, in containers or immediate packings			X	X	X	X
'481810	Toilet paper in rolls of a width of <= 36 cm	X	X	X	X		
'330590	Preparations for use on the hair (excluding shampoos, preparations for permanent waving)	X	X	X	X		X

		MDCs Market					
Subheading	Product Description	Bahamas	Barbados	Guyana	Jamaica	Suriname	T&T
'151710	Margarine (excluding liquid)			X	X		X
'180631	Chocolate and other preparations containing cocoa, in blocks, slabs or bars of ≤ 2 kg, filled	X	X		X		X
'610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	X	X		X	X	X
'200949	Pineapple juice, unfermented, Brix value > 20 at 20°C, whether or not containing added sugar				X		
'390750	Alkyd resins, in primary forms			X	X		
392490	Household articles and toilet articles, of plastics (excl. Tableware, kitchenware, baths, shower-baths)	X	X	X	X		X
94034000	Wooden furniture for kitchens (excl. seats)	X					X
940490	Articles of bedding and similar furnishing, fitted with springs or stuffed or internally filled	X	X		X		X
19053100	Sweet biscuits	X	X	X		X	X
200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented	X	X	X	X		X
340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	X	X	X	X		X
190219	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	X	X	X	X		X
080390	Bananas, including plantains, fresh or dried; other : bananas, fresh	X					
210320	Tomato ketchup and other tomato sauces: tomato ketchup	X	X	X			
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum): other	X	X	X	X	X	X
080550	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia, Citrus	X					
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	X	X	X	X	X	X
040700	Birds' eggs, in shell, fresh, preserved or cooked: hatching eggs, not for breeder flock		X				
940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats): other: other wooden	X	X	X	X		X
340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded	X	X	X	X		X
690890	Glazed ceramic flags and paving, hearth or wall tiles (excl. of siliceous fossil meals or similar ...	X	X	X	X		X
392350	Stoppers, lids, caps and other closures, of plastics: lids and caps		X	X			

		MDCs Market					
Subheading	Product Description	Bahamas	Barbados	Guyana	Jamaica	Suriname	T&T
070320	Garlic, fresh or chilled		X	X	X	X	X
230990	Prepared complete poultry feed	X	X	X	X	X	X
330510	Shampoos	X		X	X		X
160100	Chicken sausages, canned	X		X	X	X	X
481910	Cartons, boxes and cases, of corrugated paper or paperboard	X	X	X	X	X	X
940429	Mattresses, fitted with springs or stuffed or internally filled with any material	X	X	X	X		
'151319	Coconut oil and its fractions, whether or not refined, but not chemically modified				X		
'170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter					X	X
'151190	Palm oil and its fractions, whether or not refined (excluding chemically modified and crude)		X	X	X	X	X
'691010	Ceramic sinks, washbasins, washbasin pedestals, baths, bidets, water closet pans	X	X	X	X		X

Goods not currently exported by the Dominican Republic to the LDCs that could have potential in the following table;

**Table 5.2.2 SUMMARY OF BUSINESS OPPORTUNITIES FOR DR GOODS NOT CURRENTLY EXPORTED TO CARICOM LDDC'S**

		LDCs Market						
Subheading	Product Description	Antigua & Barbuda	Belize	Dominica	Grenada	St. Kitts & Nevis	St. Lucia	St. Vincent & Grenad
230990	Preparations of a kind used in animal feeding (excl. dog or cat food put up for retail sale)	X	X	X		X	X	
240290	Cigars, cheroots, cigarillos and cigarettes consisting wholly of tobacco substitutes	X						
220290	Beverages containing cocoa in containers not paying levy	X	X	X	X	X	X	X
690710	Unglazed ceramic tiles, cubes and similar articles, for mosaics, whether or not square or rectangular	X						
160100	Sausages and similar products, of meat, offal or blood; food preparations	X	X	X	X	X	X	X

Subheading	Product Description	LDCs Market						
		Antigua & Barbuda	Belize	Dominica	Grenada	St. Kitts & Nevis	St. Lucia	St. Vincent & Grenad
252329	Portland cement (excl. white, whether or not artificially coloured): Building cement (grey)	X	X	X	X	X	X	X
721420	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	X	X		X	X	X	X
310520	Mineral or chemical fertilisers containing the three fertilising elements nitrogen, phosphorus		X	X			X	X
481910	Cartons, boxes and cases, of corrugated paper or paperboard		X	X			X	
392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	X	X		X	X	X	X
340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	X	X	X	X		X	X
701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass		X	X		X	X	X
392329	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	X	X	X	X	X	X	X
610990	T-shirts, singlets and other vests of textile materials, knitted or crocheted		X			X		
151710	Margarine (excl. liquid)	X	X	X	X	X	X	X
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	X	X	X	X	X	X	X
690890	Glazed ceramic flags and paving, hearth or wall tiles (excl. of siliceous fossil meals or similar)	X	X		X		X	
190531	Sweet biscuits	X	X	X		X	X	X
940320	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)	X	X		X	X	X	X
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	X	X	X	X	X	X	X
392310	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics		X				X	X
392321	Sacks and bags, incl. cones, of polymers of ethylene		X		X			

Subheading	Product Description	LDCs Market						
		Antigua & Barbuda	Belize	Dominica	Grenada	St. Kitts & Nevis	St. Lucia	St. Vincent & Grenad
'240220	Cigarettes, containing tobacco	X	X	X	X	X	X	X
'220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	X	X	X	X	X	X	X
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections)	X	X		X	X	X	
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	X	X	X	X	X	X	

### 5.3 Summary of Opportunities for DR Services in CARICOM

<ul style="list-style-type: none"> <li>○ Architecture</li> <li>○ BPO (Business Process Outsourcing)</li> <li>○ Cultural and Recreational (film, fashion, music, entertainers)</li> <li>○ Consultancy (management and others)</li> <li>○ Ecotourism</li> <li>○ Educational (languages, bachelor, masters and specialization courses, internships)</li> <li>○ Engineering</li> <li>○ Environmental (renewable energy, waste and management)</li> </ul>	<ul style="list-style-type: none"> <li>○ Health &amp; wellness (spas, beauty centers)</li> <li>○ ICT (software, videogames, digital marketing, websites. digital content)</li> <li>○ Maintenance and repair</li> <li>○ Medical tourism</li> <li>○ Professional services (legal, accounting, medical)</li> <li>○ Personal Security</li> <li>○ Translation and interpretation services</li> <li>○ Yatching /Marinas – repair and maintenance</li> </ul>
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## VI. OVERALL SWOT ANALYSIS FOR DR PRODUCTS & SERVICES IN CARICOM MARKETS

STRENGTHS	WEAKNESSES
<ul style="list-style-type: none"> <li>○ Dominican goods present in almost all the CARICOM countries.</li> <li>○ DR has important agricultural and industrial/manufacturing sectors.</li> <li>○ Dominican Republic export offer with potential both to increase actual share in markets of currently exported products and of products and services currently not exported.</li> <li>○ Government authorities interested in promoting Dominican exports in the Caribbean region (Table Exporting to the Caribbean).</li> <li>○ DR well prepared as service provider in sectors like capacity building for hotel and restaurant management and staff, professional services with regard to e.g. engineering, architecture, management consultancy, legal and other advisory services such as energy and waste management; entertainment, arts, crafts, fashion items for tourists; yachting/sailing/motor boats repair, maintenance.</li> <li>○ Dominican agricultural and agroprocessed foods exported to highly demanding markets like USA and Europe.</li> <li>○ DR has good shipping connections.</li> </ul>	<ul style="list-style-type: none"> <li>○ Few services exporters not aware of opportunities in CARICOM markets.</li> <li>○ Low market share in most of the markets.</li> <li>○ Except for some countries, exports to most of CARICOM markets are not consistent in terms of value and permanence.</li> <li>○ Few DR companies with websites or active participation in social media.</li> <li>○ Lack of experience in Caribbean business culture which limits Dominican exporters to have the proper approach to potential customers/importers.</li> <li>○ Lack of cooperation between small and medium enterprises (mostly family businesses) to become more competitive through cost reduction/economies of scale, consolidation of cargo leading to fast response to demand in relation to extra-regional markets.</li> <li>○ Trade statistics such as updated and disaggregated official export/import statistics, exporters directory, are not readily available which results in difficulty to have a clear picture of the export sector.</li> </ul>

<ul style="list-style-type: none"> <li>○ DR able to meet the volume of goods required by CARICOM markets.</li> <li>○ MIREX and CEI-RD signed an agreement to appoint “Trade Representatives” in all embassies to act as trade and investment promotion agents, who may contribute to collect trade information in target markets.</li> </ul>	<ul style="list-style-type: none"> <li>○ Language constraints; many DR SMEs management and staff do not speak English.</li> </ul>
OPPORTUNITIES	THREATS
<ul style="list-style-type: none"> <li>○ DR-CARICOM Free Trade and Economic Partnership EPA Agreements in force.</li> <li>○ High GDP per capita in many of the CARICOM countries.</li> <li>○ Low tariffs for some commodities and construction materials not produced in the countries.</li> <li>○ Tourism is the main economic activity in CARICOM, generating a high demand for a variety of goods and services.</li> <li>○ Goods as such as plastics Table and kitchenware, articles for packaging, lids, caps and stoppers, bottles; food preparations, steel bars, cement are well positioned in the markets and have significant potential to trigger demand-driven increase in market share.</li> <li>○ Several private organizations are able to provide trade-related assistance.</li> <li>○ Good opportunities in non-conventional service sectors (see 5.1B above).</li> </ul>	<ul style="list-style-type: none"> <li>○ Policies aimed at protecting sensitive sectors like agriculture, agribusiness and manufacturing in CARICOM.</li> <li>○ Strong participation of USA as trading partner for most CARICOM countries.</li> <li>○ High shipping costs.</li> <li>○ Difficulties and discretionary implementation of the DR-CARICOM FTA and EPA result in serious tariff restrictions for key DR products.</li> <li>○ More than 65% of CARICOM countries’ imports originate outside the region (except for two countries, intra-regional trade is below 15% in average); the DR has to compete with non-regional suppliers, particularly the USA.</li> <li>○ Very small and fragmented markets with small scale sales.</li> <li>○ Export promotion efforts are costly and slow in rendering benefits.</li> </ul>

<ul style="list-style-type: none"> <li>○ Except for tourism and some agriculture and fishing goods, most of CARICOM countries have low manufacturing and industrial production.</li> <li>○ BANDEX – DR Bank for Export Development – to provide credit, insurance and financial -related services and support to export firms.</li> </ul>	<ul style="list-style-type: none"> <li>○ Haiti, the DR's major importer in the CARICOM region, is seeking to increase some 900 consolidated tariffs at the WTO. Should this become official, import costs could increase substantially.</li> <li>○ Discretionary measures applied by Haitian authorities to Dominican imports.</li> <li>○ Changes in government administrations and officials every four years affect the implementation of export and competitiveness plans and programs in place.</li> </ul>
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## VII. CONCLUSIONS

Main findings arising from the analytical overview of trade flows between the DR and CARICOM underline a number of potential market opportunities for DR products and services, as well as challenges that should be addressed.

1. In 2016, CARICOM imports of products and services make up around 65% of the trade balance which amounts to US\$ 29 billion (US\$ 9.2 billion corresponds to imports of products and US\$9.7 billion to imports of services). Given that most CARICOM states are net food importers, and the latest import figure above, the DR has a confirmed opportunity to increase its market share in selected markets/products/services, by displacing competitors which are currently the region's key suppliers.
2. The DR's exports during 2016 reached US\$1,3 billion while its participation in CARICOM countries' imports ranges from 0.4 to 1.2% for the period 2012-2016, not qualifying among CARICOM countries' Top 10 Suppliers, except for trade with Trinidad & Tobago where it ranks 10th.
3. Although these countries have small populations, with the exception of Haiti and Jamaica with populations of 10 and 2.8 million persons respectively, many CARICOM countries have a high GDP per capita rate averaging US\$ 10,000 for the region, while five (5) countries (Antigua & Barbuda, Bahamas, Barbados, St. Kitts and Trinidad and Tobago) show a GDP per capita above US\$ 15,000.



4. CARICOM countries have a highly services-oriented economy, ranging services participation in national GDP from 52% (Guyana) to 83% (St. Lucia), with an average of 70% for the region. In addition, the services commitments in the CARIFORUM-EU EPA provide DR services exporters with a wide range of opportunities in diverse and emerging areas such as professional services (legal, accounting management consultancy, environmental), health and ecotourism, BPO, audiovisual (films-video,), fashion (apparel), among others.

5. Lack of knowledge regarding tariffs and product/service specific market regulations (including sanitary and phytosanitary measures and/or special permits or certifications) in each country is still a challenge for many firms, particularly SMEs.

6. The signing of mutual recognition of accreditation and certification by bodies and business associations is essential for the provision of services.

7. Advancing on the implementation of the EPA, and particularly enforcing the application of the provisions in Art. 238 regarding regional preferences is considered to be crucial if the EPA is to serve as a catalyst for intra-regional trade.

8. Visa requirements, costs and long time to schedule an appointment were pointed out by exporters as another crucial deterrent to enhanced trade in goods and services between the DR and CARICOM.

## RECOMMENDATIONS

1. The DR public and private sectors should take maximum advantage of the opportunities available in the CARICOM market, namely of imports presently being supplied by third countries and which are produced by the DR, through an Action Plan to advance the pending trade agenda with CARICOM. Its implementation should build on the current momentum and interest in reactivating DR-Jamaica/CARICOM relations expressed by Jamaica Prime Minister Andrew Holness and President Danilo Medina at the Sixth High Level Caribbean Forum organized by the International Monetary Fund (IMF) in Jamaica in November 2017<sup>7</sup> and the Trinidad and Tobago Manufacturers Association (TTMA) trade mission to the DR in September 2017.<sup>8</sup>

2. The identified business opportunities give the DR the possibility to **structure a win-win strategic approach** encompassing the **strengthening of DR-CARICOM public and private interinstitutional relations at the highest levels**, as well as putting in place **an integral export assistance support program** (annual or 3-5 years subject to yearly revisions) that can result in product and services diversification, firms' expansion, new jobs and increased foreign exchange

<sup>7</sup> Sixth High Level Caribbean Forum, organized by IMF and the Government of Jamaica; Conference entitled “*Unleashing Growth and Strengthening Resilience in the Caribbean*”, Kingston Jamaica, November 16, 2017.

<sup>8</sup> Trinidad and Tobago Manufacturers Association (TTMA) led a trade mission to the DR on September 12-15, 2017 in collaboration with the DR Embassy in Trinidad & Tobago.

revenues. The enforcement of the application of Art. 238 of the EPA to trade in services, given the absence of services provisions and trade in goods pending agenda in the DR-CARICOM FTA, should be a priority in a diplomatic-commercial strategy towards CARICOM.

3. Several of the services sectors and subsectors such as medical and cruise tourism and audiovisual can be used by DR as drivers to trigger growth through value chains/ forward linkages in other sectors namely agroprocessing, specific manufacturing sectors (highlighted in the business opportunities), entertainment, music, fashion, audiovisual (films, videos, illumination and sound, translation/interpretation, subtitling), among others.

4. Further liberalization of products identified as key business opportunities in both the OECS and other CARICOM countries which are still included in the List Subject to MFN Treatment and Agricultural Products Subject to Special Trade Arrangements ((40% CET tariff applied).

5. Special attention should be payed to developing and strengthening commercial and personal relations conducive to building trust with potential business partners based on win-win strategic alliances.

6. in defining their export strategy, firms need to bear in mind cultural aspects and other market segmentation features such as consumer preferences, buying power, target group(s) and the designation of reliable distributors.

7. Prioritization of products/services and a primary market intelligence research (emphasizing markets where this study has identified opportunities).

The following aspects should be taken in consideration:

- a. Special attention should be placed on the Bahamas, as in addition to its high purchasing power, tourism-based economy and net-importer condition, the country attracts high-end and convention tourism largely dominated by the United States, followed by Canada, Europe, Argentina, Brasil.
- b. Quality certification by a national and/or international body as a means to foster trust concerning certain manufactured products.

8. Development of an on-line export assistance tool that can uddate and enhance regularly the trade and regulatory information provided in this study (similar to the EU's Export HelpDesk in support of exporters to that market).

9. Provision of assistance for the development of a manufacturing platform in support of the DR's fashion designers.

10. Implementation of collaborative initiatives between DR & CARICOM government institutions, including sharing of laboratories for standards and sanitary and phytosanitary purposes.

## **PROPOSED ACTION PLAN**

Export is a complex process that requires planning, efforts and consistency to achieve, maintain and increase market entry and market share. The study has identified a wide range of opportunities for DR goods and services both currently exported and not being exported, as well as new markets in CARICOM's MDC's and LDC's based on these countries' import trend for the period 2012-2016 and current imports in 2016.

Considering the asymmetries in the CARICOM markets in terms of size and product/service demand, the consultants propose a plan aimed at supporting a comprehensive offensive to boost Dominican exports in CARICOM markets taking in consideration the results of this study captured in the following key components:

### **1. Institutional Strengthening** (government institutions and business associations)

- a) Needs assessment to identify priority areas to be strengthened aimed at improving the business climate and export-information and trade-related assistance service to firms.
- b) Articulation of government institutions intervening in trade and export-related regulatory activities and/or members of the Table for the Promotion of Exports to the Caribbean, inter alia: Ministry of Industry, Commerce and SMEs (MICM), Foreign Trade Directorate (DICOEX), Customs (DGA), Ministry of Agriculture, Ministry of Foreign Affairs, Caribbean Export.

Among the issues to be addressed by these institutions are the following::

- a. support to ensure correct application by CARICOM authorities of tariffs, import procedures and requirements;
- b. market intelligence, assistance to exporters, trade-promotion activities in selected markets and sectors;
- c. embassies and consulates' support to market intelligence research (market regulations, business and government contacts);
- d. market intelligence, trade-related information, assistance for product/service competitiveness, promotional activities

### **2. Inter-Institutional Strengthening DR-CARICOM** (objective: to enhance DR and CARICOM government institutions' relations and cooperation initiatives such as support at different international fora, lobby to address pending EPA implementation issues, participation in CARIFORUM meetings and CARICOM trade-related shows and conferences, among others.

### **3. Market Entry Support**

#### **3.1 Export Readiness/Potential Evaluation** (export readiness of actual and potential products/services exporters)

- a) Market Intelligence for selected products/services
- b) Adaption to market (e.g. regulations, certifications, consumer preferences for selected products/services).

For products requiring some adaptation, two-fold approach is proposed: export-ready product/services already tested in the markets and “new” products/services that could need adaptation and testing)

### **4. Capacity Building (Education/Training/Skills Upgrading)**

An Exporters’ needs assessment to be conducted leading to a demand-driven training program.

### **5. Regulatory Framework (Business Climate & Trade Facilitation)**

### **6. Collaborative Inter-Firm Strategic Alliances**

- a. Inter-Firm Cooperation (at DR and DR-CARICOM levels);
- b. Strategic alliances between DR and CARICOM firms: joint-ventures, franchising, economy of scale consortia.

### **7. Visibility and Promotion**

## **SUCCESS FACTORS**

The implementation of the Action Plan and particularly, achieving its results, depends on success factors, some of which are captured below:

1. Formal engagement and commitment of all actors (public-private).
2. Prioritization of both markets and products/services to be exported to CARICOM.
3. Selection of promotion activities, communication tools and media sources that best fit the products/services in specific markets.
4. Frequent technical meetings between government institutions and private sector representatives to follow-up the Action Plan goals and devise timely modifications as needed.
5. Monitoring and Evaluation System in place to assess impact of activities on firms’ export performance.
6. Available government and international cooperation funding.
7. Cost-sharing modality for some activities.

## ACTION PLAN RELATED RECOMMENDATIONS

1. **DR government:** keep the private sector updated on main tariff rate changes and other relevant regulatory issues affecting goods and service trade in CARICOM countries.
2. **Caribbean Export: commission a CARIFORUM intra-regional export (IEX) tool for products and services,** to share relevant information regarding tariff changes at national level, standards, quotas, taxes, tenders requirements, and other trade-related information, **in English, Spanish and French, including online consultations and/or a quick answer system.** A full time personnel should be dedicated to updating information and answering queries.
3. **DR government and private sector:** Design and implement a joint public-private marketing and communications strategy that best contributes to position selected products/services in the target market.
4. **DR government and private sector:** Develop and implement the Country Brand aimed at certifying and promoting the quality of Dominican goods and services in CARICOM and international markets.

**PROPOSED ACTION PLAN MAXIMIZING BUSINESS OPPORTUNITIES  
IN CARICOM FOR DR FIRMS**

<b>CROSS-CUTTING ISSUES</b>	<b>Gender</b> (efforts will be made to include women owners/firm executives/technical staff)	<b>Sustainability</b> <ul style="list-style-type: none"> <li>- Financial</li> <li>- Environmental</li> <li>- Cultural</li> </ul>	<b>Technology</b> <ul style="list-style-type: none"> <li>• Build upon Republica Digital</li> <li>• Digital Agenda</li> </ul>
<b>Priority Sectors:</b> To be determined by public-private sector e.g. Agroprocessing / Plastics /Tourism – medical & cruise / Audiovisual /Fashion-Apparel			
<b>STRATEGIC ELEMENTS</b>	<b>Activity</b>	<b>Expected Results</b>	<b>Indicator</b>
<b>1. Institutional Strengthening (organization formalization and technical assistance)</b>	<p>Services:</p> <p>1.1 Mapping and needs assessment of selected subsectors</p> <p>1.2 Collection and registration of subsectoral data in national accounts</p> <p>Goods &amp; Services:</p> <p>5.1 Articulation of national government trade-related agencies' support to export development and promotion</p> <p>5.2 Undertake a capacity building needs assessment</p> <p>5.3 Determine priority sectors to be supported based on opportunities identified in the study.</p> <p>5.4 Training /Skills Upgrading program to improve and/or overcome strengths, weaknesses or threats resulting from the needs assessment.</p> <p>5.5 Develop a Manufacturing platform to boost global value chains/linkages and support business projects for the</p>	<p>Subsectors firms registered and databases created, updated and readily available</p> <p>Quarterly and yearly subsector statistics published online.</p> <p>Statistics and needs assessment used for decision-making and program interventions</p> <p>Improved interinstitutional and interfirm relations</p> <p>Table for Exporting to the Caribbean 's activities are streamlined with the Action Plan.</p> <p>Greater impact of policies and programs for competitiveness</p>	<p>Databases of subsectors</p> <p>Online subsectoral statistics</p> <p>Programs structured based upon available data</p> <p>Enhanced outreach to firms at national level</p> <p>Specific collaborative initiatives and production arrangements undertaken to enhance competitiveness and cater to larger orders</p> <p>Diagnostics &amp; recommendations reports</p>

	Fashion, Cruise and Medical Tourism and Audiovisual Sectors/Subsectors		
<b>2. Intersinstitutional Strengthening DR-CARICOM</b>	<p>2.1 Lobby strategy (country by country approach) to build inter-governmental relations and solve pending EPA implementation issues such as Visa Waiver or Express Mechanism, provide support at int'l fora.</p> <p>2.2 Participation in CARIFORUM and CARICOM meetings (officials should correspond to the technical or political level of meetings; rotation of officials should be avoided to ensure continuity).</p>	<p>Advances in the implementation of the EPA regional preferences.</p> <p>Submission of Visa Waiver or Express Mechanism request.</p> <p>Support provided to CARICOM countries in intl fora.</p> <p>Cooperation initiatives (customs, <b>multidestination tourism</b>, disaster reply) undertaken with specific CARICOM countries.</p> <p>Ease of licensing, permits and other trade restrictive measures in CARICOM achieved.</p>	<p>Lobby strategy defined and implemented</p> <p># of pending issues completed.</p> <p># of meetings attended</p> <p># expected results in meetings obtained</p> <p>Visa Waiver or Express Mechanism approved.</p> <p>Economic impact of obtained results .</p>
<b>3. Market Entry Support</b> (ultimate goal is to set in place an Integral Export Promotion Strategy- IEPS)	<p>3.1 Diagnosis of Firms' Export Readiness &amp; Capacity to increase exports to selected markets.</p> <p>3.2 Program to Improve Export Capacity based on the results of the Export Readiness Diagnosis (such as product adaptation, certifications, packaging, labelling, promotional materials, mutual recognition agreements, among others).</p> <p>3.3 Development of a Manufacturing Platform in support of the fashion designers exports.</p> <p>3.4 Market Intelligence</p>	<p>Identification of priority products and services that are ready or have potential for export, and assessment of their needs to improve export performance</p> <p>Goods and services adapted to specific markets dejiyt gfdrdfb yttf.tgmands</p> <p>Increase in goods and services diversification</p>	<p>Priority sectors agreed upon by public &amp; private sectors.</p> <p>Program to Improve Export Capacity of firms in priority sectors defined, agreed, funded and implemented.</p> <p># goods &amp; services /total planned exports entered destination market.</p>

	profiles or studies for firms in priority sectors.	Increased knowledge of market regulations and preferences through direct visits and building personal /business/sales networking  Market research /entry assistance to exporters is provided on a regular basis.	# of leads resulted in contracts signed /total leads followed  # firms have export plans in place and achieve planned export sales
<b>4. Capacity Building (External &amp; Internal Environment)</b>	<p>4.1 Continued Education – Skills Upgrading based on sector and subsectoral needs assessment</p> <p>Awaenness building of internal and external challenges</p> <p>4.3 Roadmap to address challenges and increase research and innovation</p> <p>Develop advocacy, advisory and technical assistance services in BSOs</p>	<p># of BSOs management and staff aware and addressing challenges</p> <p>A mnore diversified export offer (value-added products).</p> <p>Increase of ICT (e.g. e-commerce) use in firms</p>	<p>A Training Program in place addressing identified needs.</p> <p># of courses firms' management &amp; staff attended/ total courses.</p> <p>Firm performance areas improvement based on courses.</p> <p># of products per year/total estimated products in the Roadmap</p> <p># firms report increase in productivity and sales due to ICT use</p> <p># of advocacy initiatives undertaken by BSOs and impact of same</p>
<b>5. Regulatory Framework (Business Climate &amp; Trade Facilitation)</b>	<p>Subsector-specific regulatory review aimed at improving existing or proposing new policies aimed at enhancing competitiveness and trade facilitation.</p> <p>5.2 Discussion and approval of subsector-general policies and</p>	<p>Implementation of new policies and regulations aimed at the further developing specific subsectors.</p> <p>Specific professional service providers duly certified and registered in</p>	<p># new policies, programmes and regulations approved/ total policies submitted</p> <p>Impact of policies on trade facilitation</p>



	<p>regulations to improve business climate</p> <p>Negotiation and signature of Mutual Recognition &amp; Coproduction Agreements</p> <p>Trade facilitation needs survey to advance pending issues in the DR-CARICOM FTA</p>	CARICOM professional bodies and/or public agencies.	<p># of signed and implemented Mutual Recognition and Coproduction Agreements</p> <p># Professionals recognized and certified provide services in CARICOM</p>
<p><b>6. Collaborative Inter-Firm Strategic Alliances (Asociatividad)</b></p>	<p><b>6.1 Inter-Firm Cooperation Program</b> at DR and DR-CARICOM levels. (fundamentals of cooperation; identification of business areas for collaboration such as joint purchasing of raw materials, joint supply of large orders, use of laboratories or similar for traceability, pesticides and others).</p> <p><b>6.2 Promotion of Global Value Chains (GVC)</b> through drivers such as <b>medical tourism, cruise tourism, audiovisual (film), fashion</b></p>	<p>More opportunities seized involving large orders intra-and extra-regionally (fashion – apparel, chachananas, agroprocessed products, musicians, big consultancy contracts requiring large staff and higher firm income, among others).</p> <p>Cost reductions for certain firm processes and expenses.</p> <p>Forward linkages with other sectors leading to increases in those sectors exports, job creation and overall contribution to GDP.</p>	<p># large orders per year compared to base year or period</p> <p>Large orders value/firms' total exports value</p> <p>% annual cost reduction in identified processes/expense</p> <p>Exports value of sectors in the GVC/total exports value</p> <p># jobs (annually) after GVC Initiative/# jobs before GVC</p> <p>% job increase/previous year</p> <p>Impact on wages (before and after GVC)</p>

<b>7. Visibility &amp; Promotion</b>	<p>7.1 Communications strategy to promote the DR's Export Offer in selected CARICOM countries/events.</p>	<p>DR's products and services export offer made known in selected CARICOM countries via diverse media tools and specific trade events.</p>	<p>Importers and distributors; service firms aware of DR products and services offer.</p> <p>Increase in export value products and services/compared to year before, as result of the communications strategy.</p>
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## COUNTRY PROFILES

## I. ANTIGUA & BARBUDA COUNTRY PROFILE



### 1.1. KEY SOCIO-ECONOMIC INDICATORS

The Table below provides an overview of the key socio-economic indicators for Antigua & Barbuda.

**Table 1.1 ANTIGUA & BARBUDA KEY SOCIO-ECONOMIC INDICATORS**

Indicator	Value
Population (1000s)	100
GDP per capita	14,353
Human Development Index	62 high
Currency to US\$	EC\$ 2.70, pegged
USA as Trading Partner	36%
Services	79%
Agriculture	2%
Manufacturing	3%
Distance to DR (in km)	900 East
WB Doing Business Rank 2018	107

Maritime routes 2017 to Antigua & Barbuda can be checked at: [www.cnc.org/rutasalcaribe](http://www.cnc.org/rutasalcaribe)

### 1.2. TRADE OVERVIEW AND TRENDS

#### 1.2.1. Trade Balance in Goods

The figures below provide a trade overview of the country with the world. Antigua has a negative trade balance in goods, as is the case with many small islands in the Caribbean. The islands are mainly services oriented.

**Table 1.3. ANTIGUA AND BARBUDA TRADE BLANCE  
(US\$ 000)**

	2012	2013	2014	2015	2016
Exports	29,006	32,923	23,082	26,046	61,043
Imports	532,258	507,892	551,751	465,127	490,525
Total Trade	561,264	540,815	574,833	491,173	551,568
Trade Balance	-503,252	-474,969	-528,669	-439,081	-429,482
Export Participation (%)	5.17	6.09	4.02	5.30	11.07

Source: Trademap

The largest imported items from Antigua & Barbuda are fuels, vehicles and machinery. Beverages, spirits and vinegar take the 5<sup>th</sup> place.

### 1.2.1.1 Main Imports

**Table 1.4. ANTIGUA AND BARBUDA MAIN PRODUCT IMPORTS**  
(US\$ 000)

PRODUCT DESCRIPTION	2012	2013	2014	2015	2016
<b>Total Imports</b>	<b>532.258</b>	<b>507.892</b>	<b>551.751</b>	<b>465.127</b>	<b>490.525</b>
Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral	196.976	169.977	166.115	78.122	75.953
Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	18.266	21.552	34.378	37.672	49.433
Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	19.578	21.475	27.458	25.789	35.483
Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television	21.278	18.888	29.675	23.811	28.895
Beverages, spirits and vinegar	23.892	22.959	23.411	25.267	23.205
Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings	9.044	8.825	12.955	13.259	17.609
Meat and edible meat offal	19.918	19.059	19.906	18.768	13.833
Articles of iron or steel	9.741	10.910	16.314	11.771	13.752
Wood and articles of wood; wood charcoal	9.971	9.612	10.916	13.057	13.071

Source: Trademap

### 1.2.1.2 Main Goods Suppliers

Table 1.5 below shows that the USA is by far the main exporter to the country, with a 44% share of imports. The DR is not in the list of the 10 largest trading partners.

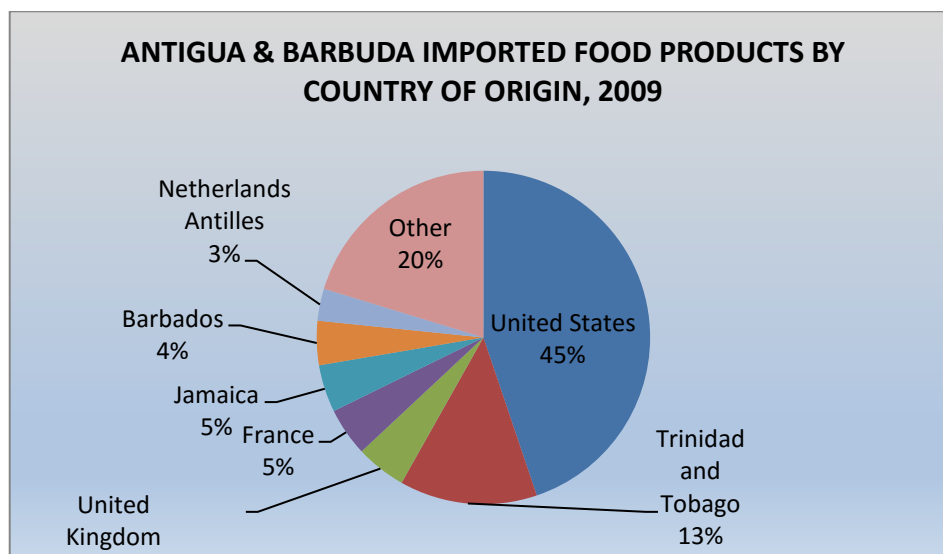
**Table 1.5. ANTIGUA AND BARBUDA TOP TEN SUPPLIERS**  
(Value in 000 US\$)

Supplier	Participation
United States of America	44%
Japan	5%
China	4%
United Kingdom	4%
Trinidad and Tobago	3%
Canada	1%
Brazil	1%
Thailand	1%
Jamaica	1%
Spain	1%

Source: Trademap

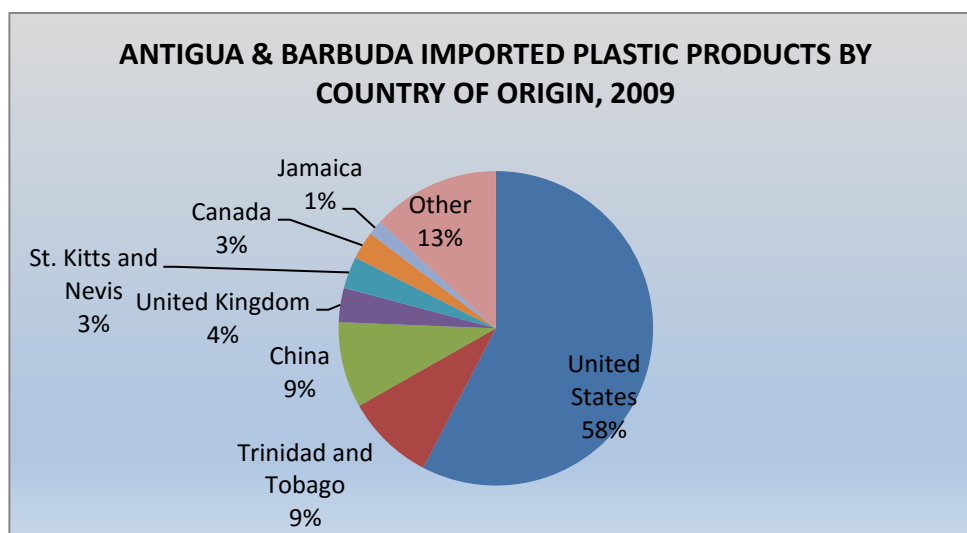
For food products, the USA is the largest supplier, followed by Trinidad & Tobago. Noted is that CARICOM countries make up at least 22% of exports of food products to Antigua & Barbuda.

**GRAPH 1.1**



The country imports most of its plastic products from the USA. The second largest supplier is Trinidad & Tobago. The DR has no relevant share.

**GRAPH 1.2**



### 1.3 SERVICES

It should be noted that according to studies by renowned international organizations such as the International Monetary Fund (IMF), United Nations Conference on Trade and Development (UNCTAD), International Trade Center (ITC), World Bank, services statistics are not readily available. The WTO and similar statistical databases have aggregate information only for the following services subsectors: commercial, transport, travel, other business services, insurance and pension, construction and government services. Non-traditional sectors such as ICT, creative industries (audiovisual, fashion, handicraft, entertainment), health and eco tourism are not specifically accounted for in the Balance of Payments categories and statistics.

Antigua & Barbuda, like all other CARICOM member states, are highly dependent on services, which range from 40 to 70% participation in the economy's GDP. The country has a positive services balance.

#### 1.3.1 Services Imports

**Table 1.6. ANTIGUA AND BARBUDA SERVICES IMPORTS  
(US\$ 000)**

	2012	2013	2014	2015	2016
<b>All Services</b>	<b>204,080</b>	<b>219,519</b>	<b>226,800</b>	<b>227,390</b>	<b>237,679</b>
Transport	70,542	72,241	78,075	72,463	73,912
Travel	48,886	50,354	53,766	56,276	57,402
Other business services	37,479	38,292	36,862	38,531	39,307
Insurance and pension services	31,865	37,922	36,312	37,515	38,265
Construction	5,140	10,280	12,336	12,582	19,566
Government services nes	6,856	7,055	7,427	7,718	7,880
Charges related to intellectual property	1,147	1,182	1,262	1,321	1,347
Telecom and ITC services	2,166	2,194	760	983	

Source: Trademap

Commercial, transport, travel, other business and insurance and pension services are the largest import items.



### 1.3.2 Services Exports

The main services exported by Antigua & Barbuda are: commercial, travel, transport and government services.

**Table 1.7. ANTIGUA AND BARBUDA SERVICES EXPORTS**  
(US\$ 000)

	2012	2013	2014	2015	2016
<b>All Services</b>	<b>482,508</b>	<b>464,986</b>	<b>504,470</b>	<b>524,828</b>	<b>539,978</b>
Travel	319,001	298,606	303,425	306,663	315,683
Transport	106,643	108,029	114,447	117,079	119,772
Government services nes	12,410	12,576	35,008	47,161	49,498
Other business services	21,921	22,566	26,054	27,217	27,777
Insurance and pension services	14,288	14,717	15,714	16,448	16,777
Telecom and ITC services	8,245	8,492	9,821	10,259	10,471
Repair and maintenance services NES					

Source: Trademap

## 1.4 ANTIGUA & BARBUDA TRADE WITH THE DOMINICAN REPUBLIC

### 1.4.1 Trade Balance

The DR maintains a positive trade balance with Antigua.

**Table 1.8: ANTIGUA AND BARBUDA TRADE BALANCE**  
**WITH THE DOMINICAN REPUBLIC**  
(Value in 000 UD\$)

	2012	2013	2014	2015	2016
Exports	1,443	87	2	1	6
Imports	4,467	4,391	4,911	5,414	4,568
Total Trade	5,910	4,478	4,913	5,415	4,574
Trade Balance	-3,024	-4,304	-4,909	-5,413	-4,562
Export Participation (%)	24.42	1.94	0.04	0.02	0.13

Source: Trademap

#### 1.4.1.1 Antigua & Barbuda Imports from the DR

Steel bars and rods represent 47% of Antigua's total imports from the DR which amounted to US\$4,568 millions in 2016. Other relevant imports are by food preparations (7.22%), cigarettes (6.52%), Tableware and kitchenware of plastics (4.16%), structures and parts of structures of aluminium and plates and rods (2.78%), tiles, flagstones and bricks (2.39%) and lubricating oils (2.32%).

**Table 1.9: ANTIGUA AND BARBUDA MAIN IMPORT PRODUCTS, 2016  
(US\$ 000)**

Subheading	Product Description	2016	Participation (%)
<b>Total Imports from DR</b>		<b>4,568</b>	<b>100%</b>
'7214209000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations.	2,128	46.58
'2106909090	Other food preparations	330	7.22
'2402200000	Cigarettes, containing tobacco	298	6.52
'3924101000	Tableware and kitchenware, of plastics: cups, forks, knives, plates, spoons and tumblers	190	4.16
'7610909000	Structures and parts of structures, of aluminium, n.e.s., and plates, rods, profiles, tubes	127	2.78
'6810190000	Tiles, flagstones, bricks and similar articles, of cement, concrete or artificial stone	109	2.39
'2710198300	Lubricating oils	106	2.32
'2208401000	Rum and tafia: rum and tafia in bottles of a strength not exceeding 46% volume	89	1.95
'2009122090	Other orange juice in packages put up for retail sale not paying disposal levy	83	1.82
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	80	1.75
'7314209000	Grill, netting and fencing, welded at the intersection, having a mesh size of $\geq 100$	79	1.73
'3924109000	Tableware and kitchenware, of plastics: other Tableware and kitchenware	77	1.69
'7306900000	Tubes, pipes and hollow profiles "for example, open seam, riveted or similarly closed"	72	1.58
'3924909000	Household articles and toilet articles, of plastics (excl. Tableware, kitchenware, baths, shower-baths	56	1.23

#### 1.4.

### 1.4.1. IMPORT REQUIREMENTS

Below is an indicative overview of some, but not all, import requirements in Antigua, based on their latest WTO review, the website [www.export.gov](http://www.export.gov) (US embassies reports) and the International Trade Center Services Commitments Summary with regard to services opportunities under the EPA. It is noted that the importers, distributors and other specific business and government partners in the country are best aware of the rules as they are involved in the application, enforcement and recent changes in these regulations. These partners should be consulted, especially for specific cases.

#### GOODS<sup>9</sup>

HS Tariff and Product Description	See CET Schedule
Sales Tax	15%; there are exemptions
Revenue Recovery Charge	10%, exemptions apply
Environmental Levy	EC\$ 0.25 per container on glass and plastic containers; EC\$ 1000-4000 on motor vehicles, household appliances including Acs
FTA	See II. Bilateral Regimes Governing DR-CARICOM Trade Relations (above).
EPA	<ul style="list-style-type: none"> <li>○ Bilateral and diagonal cumulation can currently be applied.</li> <li>○ Time limited exclusions from cumulation for rice, sugar and products with high sugar content.</li> <li>○ Non-originating materials may be up to 15% of the ex-works price of the final product.</li> </ul> <p>The Regional Preferences (in this case related to tariffs) established in Art. 238 of the EPA are not being applied by CARICOM countries.</p>
Government Procurement	<p>EC firms are eligible to procure in CARIFORUM supplies and services larger than SDR 155,000 and works larger than SDR 6,500,000</p> <p><a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></p>

<sup>9</sup> Sources: Import requirements: World Bank Doing Business; EPA Rules of Regulation: [https://ec.europa.eu/taxation\\_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp\\_en](https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp_en); WTO Trade Policy Review.

Rules of Origin	<ul style="list-style-type: none"> <li>○ The applicable Rules of Origin can be found in the DR-CARICOM FTA -Free Trade Agreement.</li> <li>○ No rules of origin for non-preferential purposes.</li> <li>○ There are also rules that apply among CARICOM members.</li> </ul>
Valuation	CIF
Items needing import license	Several; some are automatic some are on request; no fees or deposits required. The Plant Protection act
Packaging	Must also include metric measurements
Prohibited items	<ul style="list-style-type: none"> <li>○ The Plant Protection Act prohibits import of soil. Live plants must be imported soilless.</li> <li>○ The Animal Act is in the making.</li> <li>○ Ozone depleting appliance and vehicles with Freon in their ACs are prohibited.</li> <li>○ Pesticides are controlled.</li> </ul>
Standards	<p>Over 40 standards in place.</p> <p>A&amp;B Bureau of Standards applies CARICOM and International Standards. ISO and CODEX Alimentarius are accepted.</p>
Import Documents	<ul style="list-style-type: none"> <li>○ Certificate of Origin.</li> <li>○ Sanitary and/or phytosanitary certificate where applicable.</li> </ul>
Import Documentation	<ul style="list-style-type: none"> <li>○ bill of lading</li> <li>○ commercial invoice</li> <li>○ packing list</li> <li>○ customs import declaration</li> <li>○ Gate pass</li> <li>○ SOLAS Certificate</li> <li>○ Where applicable</li> <li>○ import licence and/or permit</li> <li>○ certificate of origin</li> <li>○ veterinary or health certificate</li> </ul>
Government Procurement	<ul style="list-style-type: none"> <li>○ A&amp;B is not a party to the WTO Plurilateral Agreement on Government Procurement</li> <li>○ Procurement Administration Act passed in but was not in force at February 2014</li> <li>○ Until the new Act enters into force, the Tenders Board under the Ministry of Finance is responsible for government procurement. The Board has sole and exclusive authority to invite, consider, and accept or reject offers.</li> </ul>

	<ul style="list-style-type: none"> <li>○ Antigua and Barbuda does not apply any national or regional preferences in the procurement process.</li> </ul>
<b>SERVICES<sup>10</sup></b>	
Commitments	See Bilateral Regimes Governing DR-CARICOM trade relations.
Government Procurement	<p>EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million</p> <p><a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></p>
Regulatory Requirements	<p>Where businesses can establish a commercial presence, key personnel, not available locally, can obtain visas to work in the local company, subject to an economic needs test.</p> <p>A work permit is mandatory to provide services onsite.</p> <p>Labour market needs tests may be required for some services.</p>

<sup>10</sup> Source: EC–CARIFORUM ECONOMIC PARTNERSHIP AGREEMENT SERVICES AND INVESTMENT COMMITMENTS, International Trade Center 2009

## 1.7 OPPORTUNITIES FOR ANTIGUA & BARBUDA

### 1.7.1. GOODS

**Table 1.14. EXPORT POTENTIAL OF DOMINICAN PRODUCTS TO ANTIGUA & BARBUDA  
(US\$ 000)**

HS Code	Product description	DR Exports 2016	A&B Total Imports 2016	Import Potential for DR Exports
'7214209000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	2,128	2648	520
'2106909090	Other food preparations	330	5719	5,389
'2402200000	Cigarettes, containing tobacco	298	1600	1,302
'3924101000	Tableware and kitchenware, of plastics: cups, forks, knives, plates, spoons and tumblers	190	1028	838
'7610909000	Structures and parts of structures, of aluminium, n.e.s., and plates, rods, profiles, tubes	127	1065	938
'6810190000	Tiles, flagstones, bricks and similar articles, of cement, concrete or artificial stone	109	263	154
'2710198300	Lubricating oils	106	2118	2,012
'2208401000	Rum and tafia: rum and tafia in bottles of a strength not exceeding 46% volume	89	656	567
'2009122090	Other orange juice in packages put up for retail sale not paying disposal levy	83	347	264
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce)	80	1911	1,831
'7314209000	Grill, netting and fencing, welded at the intersection, having a mesh size of $\geq 100$ cm <sup>2</sup> , of	79	387	308
'3924109000	Tableware and kitchenware, of plastics: other Tableware and kitchenware	77	544	467
'7306900000	Tubes, pipes and hollow profiles "for example, open seam, riveted or similarly closed"	72	399	327
'3924909000	Household articles and toilet articles, of plastics (excl. Tableware, kitchenware, baths, shower-baths)	56	454	398
	<b>Total value export potential</b>			<b>15,315</b>

The table below shows three (3) scenarios based on the total export potential value based on Antigua's world imports and actual imports from the DR as shown in the table above, and considering a potential increase in exports of 10%, 20% and 30%.

**Table 1.15 SCENARIOS FOR POTENTIAL DOMINICAN EXPORTS TO ANTIGUA AND BARBUDA (US\$ 000)**

Subheading	Product Description	DR Export Potential 2016	10%	20%	30%
'7214209000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	520	52	104	156
'2106909090	Other food preparations	5.389	539	1.078	1.617
'2402200000	Cigarettes, containing tobacco	1.302	130	260	391
'3924101000	Tableware and kitchenware, of plastics: cups, forks, knives, plates, spoons and tumblers	838	84	168	251
'7610909000	Structures and parts of structures, of aluminium, n.e.s., and plates, rods, profiles, tubes	938	94	188	281
'6810190000	Tiles, flagstones, bricks and similar articles, of cement, concrete or artificial stone	154	15	31	46
'2710198300	Lubricating oils	2.012	201	402	604
'2208401000	Rum and tafia: rum and tafia in bottles of a strength not exceeding 46% volume	567	57	113	170
'2009122090	Other orange juice in packages put up for retail sale not paying disposal levy	264	26	53	79
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	1.831	183	366	549

Source: Trademap

### 1.8.1. Services & Other Goods Opportunities for Antigua & Barbuda

As noted before, services, much of which is tourism, accounts for almost 80% of Antigua & Barbuda's economy. According to the ECCB, in 2016, Antigua and Barbuda had 878.000 million visitors, with a total expenditure of around US\$335 million.

#### 1. Opportunities arising from the Services Commitments in the EU-CARIFORUM EPA.

- The ITC report on EU-CARIFORUM EPA Commitments outlines the opportunities for EU services in the Caribbean.<sup>11</sup> These opportunities are also valid for DR firms.

<sup>11</sup>[http://c-nsc.org/download/trade\\_in\\_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf](http://c-nsc.org/download/trade_in_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf)

**Leads** can be obtained from the Antigua & Barbuda Coalition of Services, the Tourism Association, and websites of government and regional institutes (see Annexes).

## **2. Opportunities based on the country's main industries.**

These include:

- Furniture and fixtures for hotels, restaurants
- Capacity building for hotel and restaurant workers and management
- Parts for restaurant, hotel and car rental equipment
- Professional services with regard to e.g. energy and waste management
- Entertainment, arts, crafts, fashion items for tourists
- Yachting/sailing/motor boats: sales, repair, maintenance, shiphandling
- Supplies (towels, linen, cleaning agents)

## **3. Opportunities based on non-branded commodities, not produced in CARICOM**

For commodities, other than those included in the DR-CARICOM Exclusion Lists, the tariffs are low, varying from 0 to 20% because most commodities are not produced in the country or the CARICOM. Some examples:

- Foods
- Construction materials (cement, iron bars, wood, etc.)

## **4. Opportunities based on inputs for other sectors**

The tariffs for raw materials, intermediate and capital goods are low, varying from 0-10%. These might include inputs for:

- Construction
- Installations, repair and maintenance

## **5. Opportunities based on inputs for Carib-Export export strategies**

The strategies applicable to Antigua & Barbuda include:

- Agroprocessing
- The health and wellness industry, including medical tourism and ecotourism.
- Business process outsourcing (BPO)
- Professional services
- Creative industries (fashion, music, design, etc.)



## 6. Opportunities based on Caribbean and global trends

Caribbean Development Bank, Compete Caribbean, IDB and others support some specific initiatives, including:

- Renewable and efficient energy (solar, wind, waste-to-energy, etc.)
- Waste management, including recycling
- Climate change and hurricane preparedness
- Exports from the creative and service industry
- Improved transportation (air and ocean)
- Food security
- Private Sector Development including access to finance

Depending on the donor, DR firms can tender independently or in collaboration with firms in the region.

## 7. Opportunities based on special circumstances

The island of Barbuda was hard hit by the hurricanes of 2017, presenting opportunities for rebuilding.

## 8. Opportunities based on DR strengths and export focus areas

These include plastics and textiles, among others. As noted before, the DR has no share in these exports into Antigua & Barbuda.

### Highlights:

- With a population of 73,000. Antigua & Barbuda has the **standard shortage of qualified human talent** that many SIDS (small island developing states) have, especially in highly specialized areas
- Given the size of the tourism industry, this sector presents specific opportunities as indicated above.
- Good command of the English language is essential
- Antigua & Barbuda caters to the **yachting industry**. These might present opportunities for related services.

## OTHER USEFUL INFORMATION

**Table 1.2. ANTIGUA & BARBUDA PORTS-AIRPORTS**

Sea Ports	<ul style="list-style-type: none"> <li>• St John's</li> </ul>
Airports	<ul style="list-style-type: none"> <li>• VC Bird International Airport</li> </ul>
Website	<a href="http://www.port.gov.ag">http://www.port.gov.ag</a>

## Distribution Channels

In Antigua & Barbuda, there are two main distribution channels:

1. Importer/agent/distributor which then sells to retail
2. Importer/agent/distributor which is also a retailer. This is generally the case for:
  - a. Large grocery, hardware stores and electronics, appliance and computer stores.
  - b. Very small retailers, which order and sell small quantities of items with a low-ticket price, sometimes advertised via social media.
  - c. Specialty stores, which sell niche products.

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a “business card.”

### BOX 1.1: DISTRIBUTORS – ANTIGUA & BARBUDA

<b>Caribbean Distribution Co., LTD: &amp; Christo's Supermarket</b> <a href="http://www.agostini-mktg.com/index.php/subsidiaries/caribbean-distribution-partners-ltd">http://www.agostini-mktg.com/index.php/subsidiaries/caribbean-distribution-partners-ltd</a>  Phone: 1 268-462-1268 / 1 268-462-0719	Distributor/Wholesaler and supermarket of consumer products. Trinidad based company
<b>Deluxe Drink Depot</b> <a href="http://www.caribbeanonlineyellowpages.com/listings_4/4_category_D_3017.html">http://www.caribbeanonlineyellowpages.com/listings_4/4_category_D_3017.html</a>	Distributor and wholesaler (Drinks)

High Street P.O. Box 74 St John's Saint John, Antigua and Barbuda Phone: <u>(1-268) 462-2987</u> Fax: (1-268) 462-6259	
<b>Indies Trader</b> Coolidge Industrial Park Box W 1282 St John's, Antigua & Barbuda Phone: 562-1111 <u><a href="http://www.indiestrader.com/">www.indiestrader.com/</a></u>	Sea sport products
<b>Horizon Supplies</b> <u><a href="http://www.horizonssuppliesltd.com/">http://www.horizonssuppliesltd.com/</a></u> Max H. Mothersill, Managing Director Tel: 407 619 2812 Email: <u><a href="mailto:maxmothersill.horizons@gmail.com">maxmothersill.horizons@gmail.com</a></u> Office 268 562 1581/1582/5087 Skype 954 234 2564	Food and beverage suppliers to hotel and restaurants
<b>Kennedy Club Ltd.</b> <u><a href="http://www.kennedysclub.com">www.kennedysclub.com</a></u> Lionel Hurst St. Box 364 St John's, Antigua & Barbuda Phone: 1 (268) 481-1300 On Facebook as Ken's Club	Wholesale & retail distributing company in Antigua for beverages, alcohol, liquor, wines & spirit  <b>Party and household needs</b>
<b>Wadadli Enterprises Limited</b> Cassada Gardens Tel: (268) 481-1300. Fax: (268) 481-1325	Small business in the area of distribution and wholesale (Beer and ale)  On Facebook
<b>Inter-Island Sales &amp; Supply</b> Newgate St St John's <u>Antigua and Barbuda</u> Phone: (1-268) 481-1211 On Facebook	Food and beverage
<b>Central Marketing Corporation</b> <u><a href="http://www.cmcantigua.org/">www.cmcantigua.org/</a></u> Email: <u><a href="mailto:administration@cmcantigua.org">administration@cmcantigua.org</a></u>	To stimulate, facilitate and improve the production, marketing and processing of produce in Antigua and Barbuda for the benefit of the producer.

**BOX 1.2. CONSULATES, TOURISM ASSOCIATIONS,  
SERVICE COALITIONS, CHAMBERS OF COMMERCE**

<p><b>Ministry of Foreign Affairs, Immigration and International Trade</b> Ambassador Anthony Liverpool (Director General) Contact – 1 (268) 468 1073 / 1 (268) 468 4622 Email - Anthony Liverpool</p>	<p><b>Ministry of Agriculture, Lands, Fisheries and Barbuda Affairs</b> Mrs. Milinette Ambrose, (Permanent Secretary) Contact – 1 (268) 562 1790 Email - Milinette Ambrose Mrs. Sharon Peters, (Permanent Secretary) Contact -1 (268) 462 1213 Email - Sharon Peters</p>
<p><b>Ministry of Trade, Commerce &amp; Industry, Sports, Culture &amp; National Festivals</b> Ms. Sandra Joseph (Permanent Secretary) Contact -1 (268) 462 4951 Email - Sandra Joseph Mrs. Sarah E. Stuart-Joseph (Permanent Secretary) Contact – 1 (268) 562 1680 Email - Sarah E. Stuart-Joseph</p>	<p><b>Central Marketing Corporation</b> Valley Road, St. John's, Antigua Telephone: 1 268-462-1491 Fax: 1 268-462-4723 www. <a href="http://cmcantigua.org/">http://cmcantigua.org/</a> Email: <a href="mailto:administration@cmcantigua.org">administration@cmcantigua.org</a></p>
<p><b>Antigua &amp; Barbuda Bureau of Standards</b> Mrs. Dianne Lalla-Rodrigues, Director Old Parham Road P.O. Box 1550, St. John's, Antigua (268) 462 2424 (Local) (268) 562-4011 (Overseas) Fax: (268) 562-0094 Email: <a href="mailto:abbs@ab.gov.ag">abbs@ab.gov.ag</a></p>	<p>Antigua and Barbuda Coalition of Services, Inc. P . O . Box W536, St. John's, Antigua PH: 268-481-9219 Email: <a href="mailto:info@abcsi.org">info@abcsi.org</a> or <a href="mailto:antiguabarbudacsi@gmail.com">antiguabarbudacsi@gmail.com</a> <a href="http://www.abcsi.org">http://www.abcsi.org</a></p>
<p><b>Antigua and Barbuda Chamber of Commerce and Industry, Ltd.</b> P.O. Box 774, Corner of North &amp; Popeshead Streets St. John's, Antigua <a href="mailto:chamcom@candw.ag">chamcom@candw.ag</a> Telephone: 1-(268) 462-0743 <a href="http://www.tariff.gov.ag/">http://www.tariff.gov.ag/</a> (Antigua Tariff Search Engine)</p>	<p><b>Antigua &amp; Barbuda Hotels &amp; Tourism Association</b> Island House, Newgate treet St John's <a href="mailto:ahta@candw.ag">ahta@candw.ag</a> (268) 462 0374 / 462 3703 <a href="http://www.antiguahotels.org/v3/">http://www.antiguahotels.org/v3/</a></p>
	<p><b>Antiguan Honorary Consulate General in Dominican Republic</b> Juan Alejandro Ibarra No.124, Ensanche La Fe, Santo Domingo</p>

	sdqkoenig@gmail.com (+1 809) 544-3797
<b>Minister in the Office of the Prime Minister with responsibility for Commerce, Industry, Investment, Enterprise Development and Consumer Affairs</b> <b>Hon. Bradley Felix</b> <i>4th Floor, Heraldine Rock Building</i> <i>Waterfront, Castries</i> Phone: (758) 468-4218/(758) 468-4203 Fax: (758) 453-7347 <a href="mailto:mincommerce@govt.lc">mincommerce@govt.lc</a>	<b>Antigua &amp; Barbuda Bureau of Standards</b> Phone: 758 453 0049 / 456 0546 / 456 0102 Fax: 758 452 3561 E-mail: <a href="mailto:slbs@candw.lc">slbs@candw.lc</a> <a href="http://slbs.org.lc/nonconforming">http://slbs.org.lc/nonconforming</a>

E-Directory Selected CARIFORUM Food Producer Groups, Buyers, Service Providers

Intra-ACP, 2015

[http://agricarib.org/images/docs/E-Directory\\_CARICOM\\_Food\\_Producers\\_Final\\_\(1\).pdf](http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf)

**Table 1-15. ANTIGUA & BARBUDA MAJOR PRODUCTS IMPORTS RELEVANT TO DR**  
**(000 US\$)**

Subheading	Product Description	2012	2013	2014	2015	2016
'2106909090	Other food preparations	-	3,145	-	5,361	5,719
'3004909000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	6,008	5,425	4,772	6,132	4,929
'7326909000	Articles of iron or steel, n.e.s. (excl. cast articles or articles of iron or steel wire): ...	2,257	2,257	3,577	2,945	4,351
'7113191000	Articles of jewellery and parts thereof, of precious metal other than silver, whether or not	6,283	6,097	5,723	4,387	3,630
'2203001000	Beer made from malt: beer	3,327	3,207	3,148	4,069	3,461
'2523291000	Portland cement (excl. white, whether or not artificially coloured): building cement (grey)	2,303	2,607	3,453	3,512	3,432
'9403609000	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats): other furniture	1,774	1,549	3,096	2,612	3,063
'7214209000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	2,099	2,401	3,097	2,495	2,648
'2202109010	Sodas in containers paying levy	-	2,378	-	2,282	2,528

Subheading	Product Description	2012	2013	2014	2015	2016
'4412390000	Other	-	1,569	2,468	2,742	2,488
'0406300000	Processed cheese, not grated or powdered	1,925	2,311	2,599	2,629	2,235
'3926909000	Articles of plastics and articles of other materials of headings 3901 to 3914, n.e.s.	1,526	1,525	1,567	2,385	2,104
'2402200000	Cigarettes, containing tobacco	1,838	1,595	1,505	1,642	1,600
'1905909090	Other baked products	-	1,126	-	1,580	1,555
'3304999000	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments)	943	1,238	1,458	1,559	1,554
'2309903000	Preparations of a kind used in animal feeding (excl. dog or cat food put up for retail sale)	1,297	1,458	1,433	1,406	1,500
'2202101010	Aerated beverages in containers paying levy	-	1,895	-	1,606	1,428
'3402909000	Surface-active preparations, washing preparations, incl. auxiliary washing preparations	1,066	1,006	1,158	1,430	1,401
'6908901000	Glazed ceramic flags and paving, hearth or wall tiles (excl. of siliceous fossil meals or similar)	1,019	1,054	1,171	1,917	1,378
'7228600000	Bars and rods of alloy steel other than stainless, cold-formed or cold-finished	35	49	44	13	1,334
'4818100000	Toilet paper in rolls of a width of <= 36 cm	1,270	1,453	1,200	1,017	1,311
'7308900000	Structures and parts of structures, of iron or steel, n.e.s. (excl. bridges and bridge-sections, ...)	2,319	2,127	4,803	2,016	1,196
'2202109040	Fruit and vegetable drink non aerated not paying levy	-	714	-	877	1,134
'1704900000	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum)	901	945	1,004	1,011	1,113
'1806200000	Chocolate and other food preparations containing cocoa, in blocks, slabs or bars weighing	833	797	1,145	904	1,062
'3924101000	Tableware and kitchenware, of plastics: cups, forks, knives, plates, spoons and tumblers	964	912	957	959	1,028
'1905310000	Sweet biscuits	-	1,148	1,047	1,106	1,005

Source: Trademap

## 2. BAHAMAS COUNTRY PROFILE



### 2.1. KEY SOCIO- ECONOMIC INDICATORS

#### Social and Demographic Indicators

Bahamas comprises a chain of islands with a total area of 13,878 square kilometers and a total population estimated in 2016 of 391,232 persons, which account for a population density of 28.2 people per square kilometer. The birth rate, estimated in 14.4 per 1000 people and infant mortality rate have been descending during the period 2012-2016 while life expectancy and mortality rate have had a moderate growth.

**TABLE 2.1. BAHAMAS KEY SOCIO DEMOGRAPHIC INDICATORS**

INDICATOR	2012	2013	2014	2015	2016
Land area (sq. km)	13 878	13 878	13 878	13 878	13 878
Population, total	372 039	377 240	382 169	386 838	391 232
Population Density	26,8	27,2	27,5	27,9	28,2
Birth rate, crude (per 1,000 people)	14,95	14,76	14,58	14,42	n.a.
Life expectancy at birth, total (years)	74,91	75,07	75,22	75,37	n.a.
Mortality rate, infant (per 1,000 live births)	10,9	10,5	10,2	9,9	n.a.

Source: World Bank Data

#### Economic Indicators

**TABLE 2.2. BAHAMAS KEY ECONOMIC INIDICATORS, 2012-2016**

INDICATOR	2012	2013	2014	2015	2016
GDP in 000 US\$ (current 2010)	8 399 000	8 522 000	8 618 000	8 854 000	9 047 000
GDP growth (annual %)	3,08	0,01	-0,53	-1,65	0,26
GDP per capita (current US\$)	22 576	22 590	22 550	22 888	23 124
Gross national expenditure (% of GDP)	114,81	112,50	118,80	108,58	103,64
Inflation (annual %)	1,98	0,35	1,50	1,87	-0,35
Foreign direct investment, net inflows (000 US\$)	526 171	382 252	251 277	76 075	73 723

Source: World Bank Data

Bahamas GDP has grown at an average annual rate of 1.88% during the period under study. The annual growth during 2016 was below 1% and during 2014 and 2015 the annual growth rate was negative.

The GDP per capita has had a small average annual growth of 0.6% during the period under study and a variable inflation rate that in 2016 was negative.

## 2.2. GENERAL TRADE OVERVIEW AND TRENDS

### 2.2.1. Trade Balance

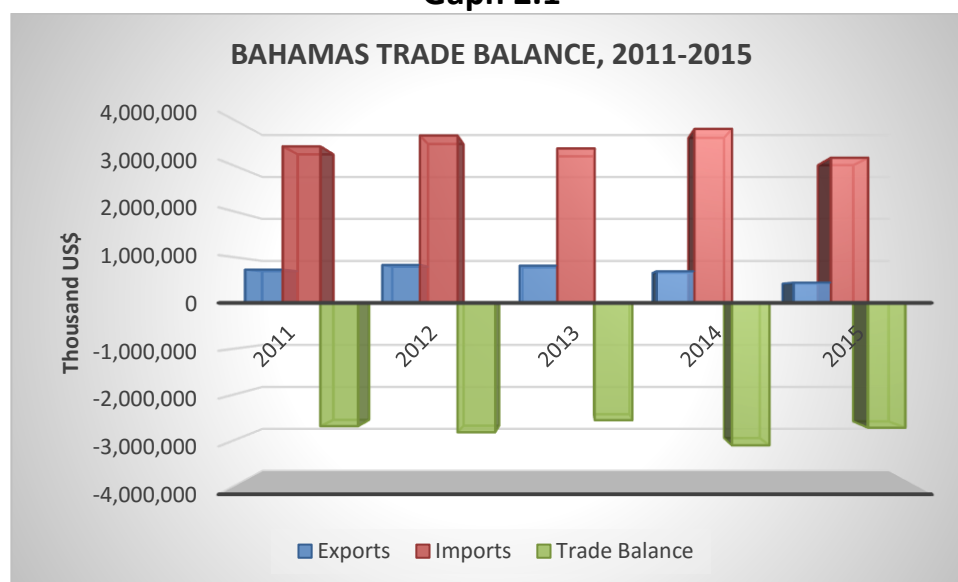
**Table 2.3. BAHAMAS TRADE BALANCE**  
(US\$ 000)

	2011	2012	2013	2014	2015	Annual Growth Rate (%)
Exports	726 943	828 692	811 465	689 194	442 781	-11,66
Imports	3 410 316	3 646 505	3 365 294	3 790 366	3 161 314	-1,88
Total Trade	4 137 259	4 475 197	4 176 759	4 479 560	3 604 095	-3,39
Trade Balance	-2 683 373	-2 817 813	-2 553 829	-3 101 172	-2 718 533	0,33
Export Partic. (%)	<b>17,57</b>	<b>18,52</b>	<b>19,43</b>	<b>15,39</b>	<b>12,29</b>	<b>-8,56</b>

Source: Trademaps

The trade balance of goods in Bahamas is negative with imports over US\$3 thousand while exports have been declining from US\$726 millions in 2011 to US\$442.8 millions during 2015. Exports represent about 16% of total Bahamian trade. Imports represent about 80% of total trade.

**Gaph 2.1**





## 2.2.2. Main Export Products

**Table 2.4. BAHAMAS MAIN EXPORT PRODUCTS**  
(US\$ 000)

Subheading	Product Description	2011	2012	2013	2014	2015
'390311100000	Polymers of styrene, in primary forms: expansible: block and shape moulding beads	133 593	147 797	176 821	166 003	83 712
'271019300000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: bunker oil	213 489	317 390	237 770	165 308	56 774
'030611300000	Frozen rock lobster and other sea crawfish "Palinurus spp.", "Panulirus spp." and "Jasus spp."	64 337	70 922	60 221	60 338	54 817
'293359000000	Heterocyclic compounds with nitrogen hetero-atom[s] only, containing a pyrimidine ring	73 784	75 619	61 621	73 070	48 986
'890391100000	Sailboats and yachts, with or without auxiliary motor, for pleasure or sports: sailboats	0	0	0	0	19 149
'250100200000	Salts, incl. Table salt and denatured salt, and pure sodium chloride, whether or not in aqueous medium	12 022	11 876	20 325	30 186	17 686
'860110000000	Rail locomotives powered from external source of electricity	0	0	0	0	14 000
'820590000000	Sets of two or more tools of the subheading of heading 8205	5 898	4 523	2 954	4 622	10 530
'271012400000	Petroleum oils and oils obtained from bituminous minerals, other than crude	0	0	0	0	9 272
'820559000000	Hand tools, incl. glaziers' diamonds, of base metal, n.e.s.	976	858	2 949	10 931	5 231
'848790000000	Machinery parts, not containing electrical connectors, insulators, coils, contacts or other	4 444	594	15 440	882	4 939
'970110000000	Paintings, e.g. oil paintings, watercolours and pastels	680	108	360	382	4 637
'848790000000	Machinery parts, not containing electrical connectors, insulators, coils, contacts or other	4 444	594	15 440	882	4 939

Source: Trademap

Bahamas exports petroleum by-products as well as fish and crustaceus, hands tools, non-electrical machinery and parts. The United States of America is its main trading partner, having

a significant participation in Bahamian exports that account for more than 83% of total exports. During the period 2011-2015, exports have decreased in a rate of 11,66% in average.

### 2.2.3. Main Export Markets

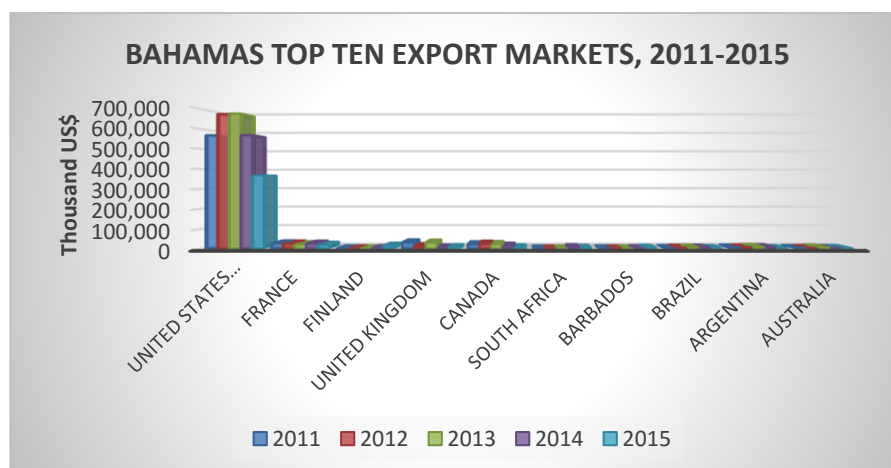
The United States of America is the main Barbadian export market, nevertheless, its participation had decreased at an average annual rate of 10,34% during the period 2011-2015. Exports to the top ten markets represent more than 90% of total exports. The total value of exports to the top ten markets has decreased at a annual rate of 10,40%.

**Table 2.5. BAHAMAS TOP TEN EXPORT MARKETS**  
(US\$ 000)

Export Market	2011	2012	2013	2014	2015	Annual Growth Rate (%)
<b>Total Exports</b>	<b>726 943</b>	<b>828 692</b>	<b>811 465</b>	<b>689 194</b>	<b>442 781</b>	<b>-11,66</b>
United States of America	569 237	675 873	678 644	569 874	367 790	-10,34
France	26 890	26 323	22 275	25 855	19 360	-7,89
Finland	184	74	8	1 340	14 070	195,71
United Kingdom	31 607	12 339	30 537	5 029	6 097	-33,73
Canada	21 836	25 079	22 778	14 312	5 459	-29,29
South Africa	0	1	10	5 759	2 792	553,59
Barbados	116	58	9	763	2 738	120,42
Brazil	1 821	3 443	5 004	3 905	2 157	4,32
Argentina	4 835	5 474	7 770	6 395	1 998	-19,82
Australia	1 962	1 993	5 198	2 042	1 983	0,27
<b>Total Top Ten</b>	<b>658 488</b>	<b>750 657</b>	<b>772 233</b>	<b>635 274</b>	<b>424 444</b>	<b>-10,40</b>
Participation Top Ten	<b>90,58</b>	<b>90,58</b>	<b>95,17</b>	<b>92,18</b>	<b>95,86</b>	<b>1,43</b>

Source: Trademap

**GRAPH 2.2.**



## 2.2.4. Main Import Products

Petroleum oils, baggage, plastic articles, wooden furniture, medicaments, automoviles and food preparations are the main products imported by Bahamas. The United States of America is the main supplier, nevertheless, imports from that country have decreased at an average rate of 3,89% annually during the period 2011-2015.

## 2.2.5. Main Suppliers

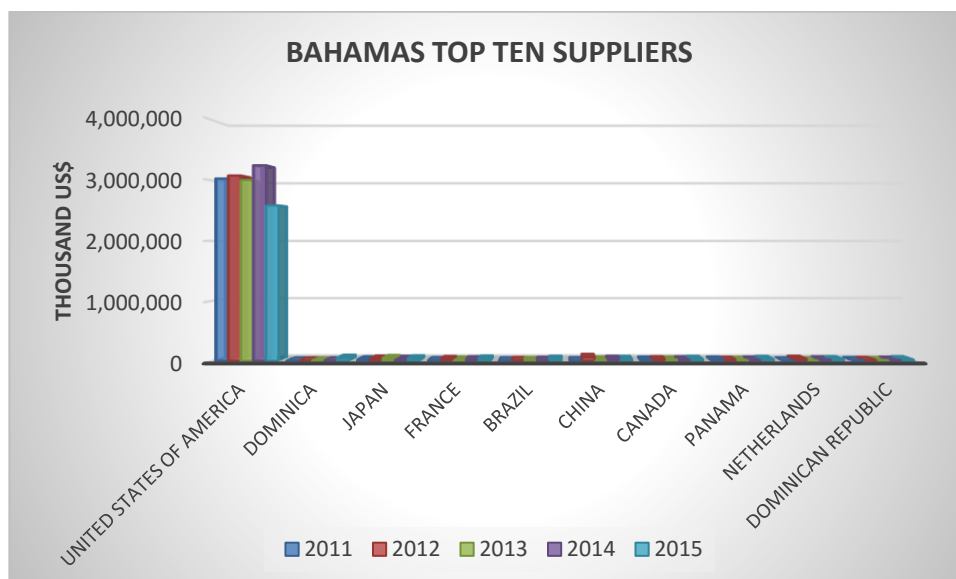
**Table 2.6. BAHAMAS TOP TEN SUPPLIERS**  
(US\$ 000)

Supplier	2011	2012	2013	2014	2015	Annual Growth Rate (%)
<b>Total imports</b>	<b>3 410 316</b>	<b>3 646 505</b>	<b>3 365 294</b>	<b>3 790 366</b>	<b>3 161 314</b>	<b>-1,88</b>
United States of America	3 032 520	3 080 818	3 005 692	3 250 890	2 587 842	-3,89
Dominica	0	0	346	3 255	47 134	1067,16
Japan	19 482	31 296	42 838	28 746	35 808	16,44
France	7 222	22 836	15 849	20 086	32 044	45,14
Brazil	3 718	6 523	7 528	10 939	27 818	65,39
China	6 006	60 287	17 612	27 062	25 901	44,11
Canada	15 404	19 669	18 157	20 139	25 368	13,28
Panama	15 031	11 624	10 921	15 780	25 169	13,75
Netherlands	1 387	27 759	2 413	18 691	22 407	100,48
Dominican Republic	7 074	8 377	7 871	14 140	21 128	31,46
<b>Total Top Ten</b>	<b>3 100 770</b>	<b>3 260 812</b>	<b>3 121 356</b>	<b>3 395 588</b>	<b>2 829 491</b>	<b>-2,26</b>
Participation Top Ten (%)	<b>90,92</b>	<b>89,42</b>	<b>92,75</b>	<b>89,58</b>	<b>89,50</b>	<b>-0,39</b>

Source: Trademaps

The participation of the top ten suppliers have decreased in both value (-2,26%) and participation (-0,39%). Sales of Dominican Republic, the 10th major supplier increased its sales in 31.46% in average during the period analyzed, from US\$7.1million in 2011 to US\$21.1 millions in 2015.

**GRAPH 2.3.**



Graphically shown the importance of USA exports to the Bahamas.

### 2.2.6. Trade with CARICOM

Bahamas trade with CARICOM countries is very low, considering the preferences for Bahamian products they grant to each other. In exports to CARICOM, Bahamas sales are below 1% except during 2015 that this percentage was 1,59%. Total exports to CARICOM increased by 40,38% annually in average, from US\$1.8 millions in 2011 to US\$7.0 millions in 2015.

Exports to CARICOM have been sporadic and inconsistent in value during the period under analysis. Barbados bought US\$2.7 millions in 2015; St. Kitts & Nevis bought US\$2 million and Antigua & Barbuda US\$1.5 millions the same year. Bahamas sales to these three countries were very low during the three previous years. Jamaica, which bought US\$1.3 millions during 2011, reduced its participation in 32,19% during the period to US\$267 thousands.

**Table 2.7. BAHAMAS EXPORTS TO CARICOM COUNTRIES  
(US\$ 000)**

Export Market	2011	2012	2013	2014	2015	Annual Growth Rate (%)
<b>TOTAL EXPORTS</b>	<b>726 943</b>	<b>828 692</b>	<b>811 465</b>	<b>689 194</b>	<b>442 781</b>	-11,66
Barbados	116	58	9	763	2 738	120,42
Saint Kitts and Nevis	16	0	21	3	1 951	232,30
Antigua and Barbuda	41	6	0	3	1 539	147,52
Jamaica	1 263	1 213	818	273	267	-32,19
Guyana	30	25	13	1	180	56,51
Haiti	184	174	241	67	161	-3,28
Saint Lucia	68	6	0	56	116	14,28
Belize	0	0	0	0	26	-
Trinidad and Tobago	75	108	75	134	26	-23,27
Dominica	3	0	35	5	21	62,66
Grenada	12	48	2	1	0	-
Montserrat	0	1	850	0	0	-
Saint Vincent and the Grenadines	0	1	0	1	0	-
Suriname	1	0	0	0	0	-
<b>Total Caricom</b>	<b>1 809</b>	<b>1 640</b>	<b>2 064</b>	<b>1 307</b>	<b>7 025</b>	40,38
Caricom Participation	<b>0,25</b>	<b>0,20</b>	<b>0,25</b>	<b>0,19</b>	<b>1,59</b>	58,90

Source: Trademap

Imports from the CARICOM regions have decreased by 17,71% during the period analyzed. Sales to Bahamas during 2011 accounting for US\$166.0 millions while in 2015 sales fell to US\$76.1 millions. Imports from CARICOM represent about 3% of the total imports.

## 2.2.7. Imports from CARICOM

**Table 2.8. MAIN CARICOM SUPPLIERS TO BAHAMAS  
(US\$ 000)**

Supplier	2011	2012	2013	2014	2015	Annual Growth Rate (%)
<b>Total imports</b>	<b>3 410 316</b>	<b>3 646 505</b>	<b>3 365 294</b>	<b>3 790 366</b>	<b>3 161 314</b>	<b>-1,88</b>
Dominica	0	0	346	3 255	47 134	1067,16
Barbados	3 442	3 707	2 304	96 876	13 758	41,40
Trinidad and Tobago	159 122	142 792	81 856	57 276	10 946	-48,79
Jamaica	1 955	4 693	2 030	2 274	3 434	15,12
Haiti	86	667	67	85	329	39,85
Saint Lucia	73	50	3	0	274	39,19
Grenada	16	44	3	33	196	87,08
Guyana	44	24	39	2	47	1,66
Antigua and Barbuda	1 232	7 111	854	1 967	17	-65,73
Saint Kitts and Nevis	1	0	0	0	2	18,92
Belize	36	159	224	0	0	-100,00
Montserrat	0	3	0	7	0	0,00
St. Vincent & Grenadines	0	0	0	22	0	0,00
<b>Total Caricom</b>	<b>166 007</b>	<b>159 250</b>	<b>87 726</b>	<b>161 797</b>	<b>76 137</b>	<b>-17,71</b>
Caricom Participation (%)	<b>4,87</b>	<b>4,37</b>	<b>2,61</b>	<b>4,27</b>	<b>2,41</b>	<b>-16,13</b>

Source: Trademaps

## 2.2.8. Trade with the Dominican Republic

Bahamas has a negative trade balance with the Dominican Republic. The major exports to Dominican Republic were in 2015 with an amount of US\$1.8 millions while sales of Dominican Republic to Bahamas totaled that year US\$21.1 millions.

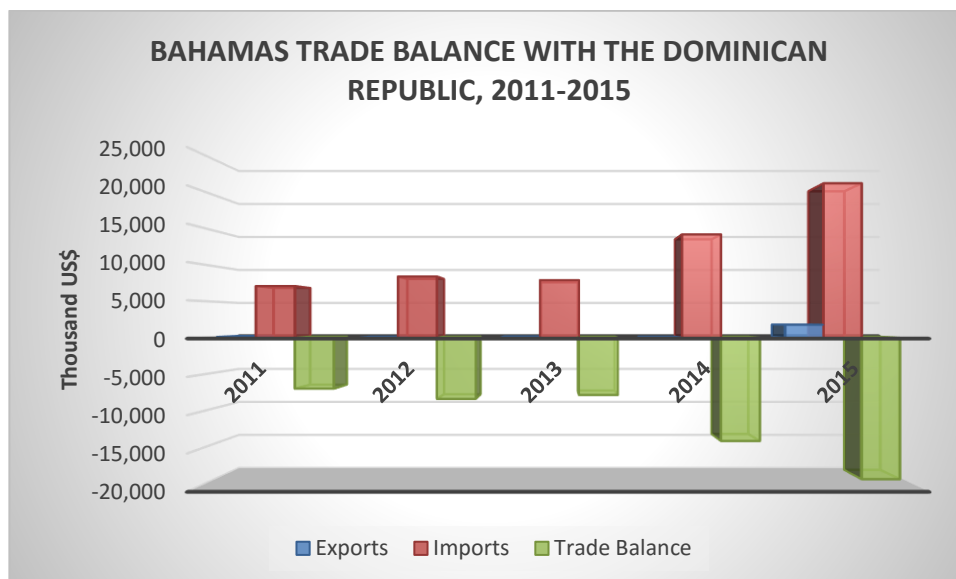
**Table 2.9. BAHAMAS TRADE BALANCE WITH THE DOMINICAN REPUBLIC 2011- 2015  
(US\$ 000)**

	2011	2012	2013	2014	2015
Exports	104	4	35	5	1 770
Imports	7 074	8 377	7 871	14 140	21 128
Total Trade	7 178	8 381	7 906	14 145	22 898
<b>Trade Balance</b>	<b>-6 970</b>	<b>-8 373</b>	<b>-7 836</b>	<b>-14 135</b>	<b>-19 358</b>
Export Participation (%)	<b>1,45</b>	<b>0,05</b>	<b>0,44</b>	<b>0,04</b>	<b>7,73</b>

Source: Trademap

Main imports from Dominican Republic include cigars, cement, plastic products, among others.

**GRAPH 2.4**



The following is a list of major imports from Dominican Republic.

**Table 2.10. BAHAMAS MAJOR IMPORTS FROM DOMINICAN REPUBLIC  
2012-2016 (US\$ 000)**

Subheading	Product description	2011	2012	2013	2014	2015
'890400100000	Tugs and pusher craft: tugs and pusher craft of 150 gross tons or more	0	0	0	0	7 505
'240210900000	Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes: cigars	0	0	0	1382	3 194
'252329000000	Portland cement (excl. white, whether or not artificially coloured)	5 128	4 599	3 687	5 249	2 911
'392490000000	Household articles and toilet articles, of plastics (excl. Tableware, kitchenware, baths, shower-baths)	36	105	341	855	1 613
'020422000000	Fresh or chilled cuts of sheep, with bone in (excl. carcasses and half-carcasses)	142	568	703	455	1 190
'271012400000	Petroleum oils and oils obtained from bituminous minerals, other than crude	0	0	0	0	993
'040510000000	Butter (excl. dehydrated butter and ghee)	321	160	344	1 140	718
'240220000000	Cigarettes, containing tobacco	0	0	0	637	528
'252310000000	Cement clinkers	0	0	0	0	313
'681599000000	Articles of stone or other mineral substances, n.e.s. (excl. containing magnesite, dolomite ...)	0	0	0	0	209
'020421000000	Fresh or chilled sheep carcasses and half-carcasses (excl. lambs)	72	204	88	90	191
'392410900000	Tableware and kitchenware, of plastics: other tableware, kitchenware	29	44	29	33	133

'450410000000	Tiles of any shape, blocks, plates, sheets and strip, solid cylinders, incl. discs, of agglomerated	10	26	43	110	115
'731021000000	Cans of iron or steel, of a capacity of < 50 l, which are to be closed by soldering or crimping	151	210	139	143	104
'680229000000	Monumental or building stone and articles thereof, simply cut or sawn	30	5	16	81	101
'271019600000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: automotive, diesel	0	0	1	0	100

Source: Trademaps

## 2.3. IMPORT REQUIREMENTS

### 2.3.1 GOODS

MEASURE	DESCRIPTION	LEGAL BASIS
Applicable Customs Tariff	Bahamas Customs Schedule 2013 Bahamas is not a member of the CARICOM Common Market.	Tariff Act
Tariff Rates	<ul style="list-style-type: none"> <li>Customs tariff range from 0% to 220%.</li> <li>Average rates average between 30-35%.</li> <li>Specific rates apply on some tariff lines like petroleum, beer and tobacco.</li> <li></li> </ul>	Customs Management Act.
Custom Duty Exemptions	<ul style="list-style-type: none"> <li>Exemption waivers for duties on the importation of equipment and machinery to encourage industrial development and promote investment.</li> <li>Exemption waivers for duties on Material to be used in the renovation/maintenance of Historical Buildings.</li> <li>Exemption waivers for duties on the Commercial Printers</li> <li>Exemption waivers for duties on Raw Material and Supplies to be used in the production of goods.</li> </ul>	
Preferential Tariff	DR-CARICOM FTA and CARIFORUM-EU EPA apply	
Taxes on Imports	<ul style="list-style-type: none"> <li>Processing fee of 1% of C.I.F. value (subject to a minimum fee of \$10, and a maximum fee of \$500).</li> <li>Environmental fee (\$5 – \$200)</li> <li>Value added tax of 7.5% of total landed cost.</li> <li>Customs Broker fees (where applicable).</li> </ul>	



MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Stamp duty of 2% on all imports.</li> </ul>	
Tariff and non-tariff barriers	<ul style="list-style-type: none"> <li>High tariff rates.</li> <li>Some sectors of the economy reserved only to Bahamians investors (retail and wholesale, small construction projects, fishery, some small business activities).</li> <li>License requirement for importing bananas, plants and flowers and fruits and vegetables.</li> <li>Seasonal prohibition on imports of certain products.</li> </ul>	
Import Restrictions	<ul style="list-style-type: none"> <li>Prohibit good imports include the following: <ul style="list-style-type: none"> <li>Meat, provisions, fruits and vegetables, and any articles intended for human food, which are unfit for human consumption.</li> <li>Indecent or obscene prints, paintings, photographs, books, cards, and other engravings.</li> <li>Underwater gun.</li> <li>Any article which bears a design in the imitation of any currency or bank note or coin in current use in The Bahamas or elsewhere.</li> <li>Copies of works in respect of which the owner has given notice to the Comptroller under Section 22 of The Copyright Act.</li> </ul> </li> <li>Restriction on imports of the following: <ul style="list-style-type: none"> <li>Firecrackers and impact flash facilities except those, which in the opinion of the Comptroller are not dangerous.</li> <li>Firearms, fireworks, unless special authorization by the Commissioner of Police.</li> <li>Trailers, being trailer caravans for use as living quarters, offices, workshops, or similar purposes, unless specifically authorized.</li> <li>Mechanical games and devices set in operation wholly and partly by the insertion.</li> </ul> </li> </ul>	

MEASURE	DESCRIPTION	LEGAL BASIS
Excise Taxes	Excise duty is calculated and charged on locally produced products when put up for retail sale. Currently, excise duty is collected on locally produced alcoholic spirits, beer and vitamalt.	
Other Charges and Taxes	<ul style="list-style-type: none"> <li>▪ BS\$75.00 charge to move a container from the dock to a site or premises.</li> <li>▪ BS\$0.25 charge for every container that is landed and exported in and out of Freeport Container Port.</li> </ul>	
Import Documentation	<ul style="list-style-type: none"> <li>▪ Commercial invoice</li> <li>▪ Bill of lading/Airway bill</li> <li>▪ Agricultural permit (if required)</li> <li>▪ Phytosanitary certificate issued in the country of origin (if required)</li> <li>▪ Import permit issued by the Bahamas Department of Agriculture (for most food items)</li> <li>▪ Any other information or document relevant to the shipment, on request of Custom authorities.</li> </ul>	

Source: Bahamas Government agencies

## 2.3.2. SERVICES

### 2.3.2.1. Trade Balance

**Table 2.12. BAHAMAS TRADE BALANCE IN SERVICES  
(US\$ 000)**

	2012	2013	2014	2015
Exports	2 691 380	2 671 240	2 716 410	2 736 810
Imports	1 537 660	1 628 270	1 724 960	1 271 181
Total trade	4 229 040	4 299 510	4 441 370	4 007 991
Trade Balance	1 153 720	1 042 970	991 450	1 465 629
Export Participation (%)	<b>63,64</b>	<b>62,13</b>	<b>61,16</b>	<b>68,28</b>

Source: Trademaps

Bahamas trade balance in services is positive. Export services account for more than 60% of the total trade in services and travel participate with 85% of such total, followed by far by other business services which represent 7% of the total export of services.

**Table 2.13. BAHAMAS SERVICE EXPORTS**  
(US\$ 000)

Code	Service description	2012	2013	2014	2015
S	<b>All Services</b>	<b>2 691 380</b>	<b>2 671 240</b>	<b>2 716 410</b>	<b>2 736 810</b>
4	Travel	2 311 380	2 284 670	2 308 260	2 378 631
10	Other business services	212 840	218 562	240 507	204 380
3	Transport	123 663	127 450	122 313	108 480
12	Government goods and services, n.i.o.p.	43 493	40 560	45 330	45 319

Source: Trademaps

Service imports totaled US\$1,271.2 millions during 2015, representing 26.3% less than the previous year 2014, reduction of US\$20.4 millions in absolute value.

**Table 2.14. BAHAMAS SERVICE IMPORTS**  
(US\$ 000)

Code	Service description	2012	2013	2014	2015
S	<b>All Services</b>	<b>1 537 660</b>	<b>1 628 270</b>	<b>1 724 960</b>	<b>1 271 181</b>
3	Transport	388 255	372 234	407 692	362 096
4	Travel	285 712	262 480	211 540	238 106
12	Government goods and services n.i.o.p.	15 781	12 954	12 275	13 836
6	Insurance and pension services	193 660	157 971	143 509	141 379
8	Charges for the use of intellectual property n.i.e.	16 753	19 200	19 515	17 658
5	Construction	266 221	482 586	645 063	1 37 436
9	Telecommunications, computer e information services	1 000	1 000	1 000	1 000
10	Other business services	370 279	319 841	284 362	359 671

Source: Trademaps

### 2.3.3. Service Regulations

MEASURE	DESCRIPTION	LEGAL BASIS
General Overview	<p>The Bahamas is not a member of the World Trade Organization, and as such, the country has its own regulations on services. Financial services, transport and tourism are important sectors which contribute most to The Bahamas' GDP.</p> <p><a href="http://www.bfsb-bahamas.com/publications/bfsr_08.pdf">http://www.bfsb-bahamas.com/publications/bfsr_08.pdf</a></p>	
Financial services	<ul style="list-style-type: none"> <li>▪ Licensing or registration is a pre-requisite for engaging in the business of banking, trust, securities, investment funds, insurance, credit union, other financial services for profit and defined corporate services.</li> <li>▪ All financial services and products offered on a commercial basis in or from The Bahamas, with the exception of pension funds, are subject to regulation.</li> <li>▪ The Central Bank of The Bahamas is responsible for the licensing, regulation and supervision of banks and trust companies operating in and from within The Bahamas.</li> <li>▪ All licensees are expected to adhere to the Central Bank's licensing and prudential requirements and supervisory programmes, including periodic onsite inspections.</li> <li>▪ The Bahamas is a member of the IMF and the World Bank, which have all recently been closely involved in the implementation of regulatory standards for financial services.</li> <li>▪ New legislation enacted in order to enhance supervision of financial institutions and establishing a system to fight against money laundering and other financial abuses.</li> </ul>	<p>The Bahamas Central Bank Act</p> <p>Business Licence Act</p>
Tourism	<p>Bahama's government encourages the development of hotels throughout the country by means of refund of duties (amended in 1993 to the waiving of duties) and forgiveness of certain taxes.</p> <p>Required the licensing of and regulation of hotels. A 4% room toll was introduced, payable to the central government (since amended to 6%).</p>	<p>Hotels Encouragement Act of 1954</p> <p>Tourism Promotion Act of 1963</p>

## BUSINESS OPPORTUNITIES FOR DOMINICAN FIRMS

Bahamas is among the most relevant Caribbean markets for the Dominican Republic. The potential for increasing actual Dominican exports is shown below:

**TABLE 2.15. EXPORT POTENTIAL FOR DOMINICAN PRODUCTS  
(US\$ 000)**

Subheading	Product Description	Imports from DR 2015	Imports from World 2015	Potential for DR Exports
	<b>Total Imports</b>	<b>21 128</b>	<b>3 161 314</b>	
'020421000000	Fresh or chilled sheep carcasses and half-carcasses (excl. lambs)	191	483	292
'020422000000	Fresh or chilled cuts of sheep, with bone in (excl. carcasses and half-carcasses)	1 190	2 849	1 659
'040510000000	Butter (excl. dehydrated butter and ghee)	718	4 030	3 312
'240210900000	Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes : cigars	3 194	3 794	600
'240220000000	Cigarettes, containing tobacco	528	2 631	2 103
'252310000000	Cement clinkers	313	615	302
'252329000000	Portland cement (excl. white, whether or not artificially coloured)	2 911	12 113	9 202
'271012400000	Petroleum oils and oils obtained from bituminous minerals, other than crude; (motor gasoline unleaded)	993	197 387	196 394
'271019600000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	100	16 083	15 983
'392410900000	Tableware and kitchenware, of plastics: other Tableware, kitchenware	133	3 184	3 051
'392490000000	Household articles and toilet articles, of plastics	1 613	10 297	8 684
'450410000000	Tiles of any shape, blocks, plates, sheets and strip, solid cylinders	115	382	267
'680229000000	Monumental or building stone and articles thereof, simply cut or sawn	101	1 353	1 252
'681599000000	Articles of stone or other mineral substances, n.e.s.	209	1 413	1 204
'731021000000	Cans of iron or steel, of a capacity of < 50 l	104	118	14
'890400100000	Tugs and pusher craft: tugs and pusher craft of 150 gross tons or more	7 505	8 255	750

Source: Trademap

Assumed scenarios based on the estimated export potential in the following table.

**Table EXPORT POTENTIAL SCENARIOS FOR DOMINICAN PRODUCTS IN BAHAMAS  
(US\$ 000)**

Subheading	Product Description	Potential for DR Exports	10%	20%	30%
'020421000000	Fresh or chilled sheep carcasses and half-carcasses (excl. lambs)	292	29	58	88
'020422000000	Fresh or chilled cuts of sheep, with bone in (excl. carcasses and half-carcasses)	1 659	166	332	498
'040510000000	Butter (excl. dehydrated butter and ghee)	3 312	331	662	994
'240210900000	Cigars	600	60	120	180
'240220000000	Cigarettes, containing tobacco	2 103	210	421	631
'252310000000	Cement clinkers	302	30	60	91
'252329000000	Portland cement (excl. white, whether or not artificially coloured)	9 202	920	1 840	2 761
'271012400000	Petroleum oils and oils obtained from bituminous minerals, other than crude; (motor gasoline unleaded)	196 394	19 639	39 279	58 918
'271019600000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: automotive, diesel	15 983	1 598	3 197	4 795
'392410900000	Tableware and kitchenware, of plastics: other tableware, kitchenware	3 051	305	610	915
'392490000000	Household articles and toilet articles, of plastics (excl. tableware, kitchenware, baths, shower-baths)	8 684	868	1 737	2 605
'450410000000	Tiles of any shape, blocks, plates, sheets and strip, solid cylinders	267	27	53	80
'680229000000	Monumental or building stone and articles thereof, simply cut or sawn	1 252	125	250	376
'681599000000	Articles of stone or other mineral substances, n.e.s. (excl. containing magnesite, dolomite)	1 204	120	241	361
'890400100000	Tugs and pusher craft: tugs and pusher craft of 150 gross tons or more	750	75	150	225

Source: Trademap

## 2.5 OPPORTUNITIES AND STRENGTHS

### 2.5.1. Opportunities

- High GDP per capita
- Significant import of goods
- Tourism industry well developed and main economic activity
- Low industrial and agriculture-related production
- CARICOM participation in Bahamas imports is decreasing

### 2.5.2. Strengths

- DR among the top ten suppliers of Bahamas
- DR exports to Bahamas with a positive growth rate
- Capacity enough to increase actual DR exports to Bahamas
- Export quality products
- Export offer available

### 2.5.3. Threats and Weaknesses

#### 2.5.3.1 Threats

- Strong commercial link to the USA
- Deficiency in transport
- Dispersion of distribution among different islands and high transport costs
- High customs tariff rate

#### 2.5.3.2. Weaknesses

- DR exports concentrated in USA and European markets
- Only a few products of relevant DR exports

## OTHER USEFUL INFORMATION

### 2.4.1. Ports and Airports

Ports	<ul style="list-style-type: none"> <li>○ Freeport</li> <li>○ Iguana</li> <li>○ Nassau</li> <li>○ Ocean Cay</li> <li>○ South Riding Poing</li> </ul>
Airports	<ul style="list-style-type: none"> <li>○ Grand Bahamas</li> <li>○ Andros Town</li> <li>○ Lynden Pindling</li> </ul>

### 2.4.2. Distribution Channels

Local importers and/or wholesalers operate distribution channels in Bahamas since foreigners are not allowed to get involved in retail or wholesale activities. Exclusive distributionship apply in some cases. Due to the geographic dispersion among islands, trade between islands is supported by a subsidized sea transportation (mailboats). Also, several airlines offer transportation services between islands.

## BOX 2.1. BAHAMAS IMPORTERS AND DISTRIBUTORS

<b>Island Wholesale Limited</b> Jennifer Ferguson, Purchasing Agent Marathon Road P.O. Box N – 4933 Nassau, Bahamas Phone (242) 393-9011/5 Fax (242) 393 6026 <a href="http://www.iwbahamas.com/">http://www.iwbahamas.com/</a>	Wholesale/Distribution
<b>Bahamas Wholesale Agencies, Ltd.</b> Phone: (242) 394-1759 bwa@bahamaswholesale.com <a href="https://www.bahamaswholesale.com/">https://www.bahamaswholesale.com/</a>	Food and beverage wholesale/distribution
<b>Batco Wholesale Distributors</b> Prince Charles Drive, Seagrape Shopping Plaza Nassau P.O. BoxP.O. Box EE-16820 Phone: 242-364-1160 Fax: 242-324-7205 E-Mail: <a href="https://www.bahamaslocal.com/listing_email/511/Batco_Wholesale_Distributors.html#write_email">https://www.bahamaslocal.com/listing_email/511/Batco_Wholesale_Distributors.html#write_email</a> <a href="https://www.bahamaslocal.com/showlisting/511/Batco_Wholesale_Distributors.html">https://www.bahamaslocal.com/showlisting/511/Batco_Wholesale_Distributors.html</a>	Food products wholesale, paper products supply, snacks and beverage supply, automotive lubricants.
<b>Thompson Trading Co., Ltd.</b> #105 Shirley Street P.O. Box SS-5276 Nassau, The Bahamas Phone: (242) 396-1700 Fax: (242) 396-1743 Email: <a href="mailto:info@thompsontradingco.com">info@thompsontradingco.com</a> <a href="https://www.thompsontradingco.com">https://www.thompsontradingco.com</a>	Food & Beverage Distributor and Wholesaler for a wide range of product lines including snack foods, sports and soft drinks, fruit juices, confectionary, grocery items, household items and health and beauty aids.
<b>ESC Distributors</b> Upstairs Beauty Shack Building Nassau P.O. Box: PO Box EE-15707 Phone: 242-394-0819 Fax: 242-394-7620	Hair and beauty supply



<p>E-Mail:  <a href="https://www.bahamaslocal.com/showlisting/17839/ESC_Distributors.html">https://www.bahamaslocal.com/showlisting/17839/ESC_Distributors.html</a>  <a href="http://www.escdistributors.com">http://www.escdistributors.com</a></p>	
<p><b>Milo Butler Distributors</b>  Peach Street  Nassau  P.O. Box: P.O. Box N-712  Phone: 242-677-6380  Fax: 242-676-5816  E-mail:  <a href="https://www.bahamaslocal.com/listing_email/5628/Milo_Butler_Distributors.html#write_email">https://www.bahamaslocal.com/listing_email/5628/Milo_Butler_Distributors.html#write_email</a>  <a href="https://www.bahamaslocal.com/showlisting/5628/Milo_Butler_Distributors.html">https://www.bahamaslocal.com/showlisting/5628/Milo_Butler_Distributors.html</a></p>	<p>Food products wholesale</p>
<p>TPG Bahamas  Mr. F Ansah, CEO  Telephone: 242 393 7623  Fax: 242 393 7577  <a href="http://www.companiess.com/tpg_bahamas_info2136782.html">http://www.companiess.com/tpg_bahamas_info2136782.html</a></p>	<p>Distributor/Wholesaler.  NonAlcoholic  Beverages, Health  Supplements,Snacks,Home  Care,Juices,Energy  Drinks,Monster  Energy,Yoghurt,Aloe  Drinks,Double  Burner,Propane,Gas,Stoves</p>
<p><b>Andros Distributors</b>  Fresh Creek,  Andros, Bahamas  Phone: 1-242-368-2216  email: customerservice@androsdistributors.com</p>	<p>Distribution of home, grocery  and automobile products</p>

## BOX 2.2. BAHAMAS GOVERNMENT ENTITIES AND BUSINESS ASSOCIATIONS

<p><b>Bahama Customs Department</b> Customss Department Charles J. Turner, Comptroller Elseworth Rolle, Assistant Comptroller Customss Headquarters Thompson Boulevard P.O. Box N-155 Tel: 242.326.4401-6 or 242.326.6550-6 E-mail: E: Customss@bahamas.gov.bs <a href="https://www.bahamas.gov.bs/wps/wcm/connect/aa98d0eeb44a619a29aabed6193cb4/2013+EXCISE+Schedule.pdf?MOD=AJPERES">https://www.bahamas.gov.bs/wps/wcm/connect/aa98d0eeb44a619a29aabed6193cb4/2013+EXCISE+Schedule.pdf?MOD=AJPERES</a> (Excise taxes)</p>	<p><b>Bahamas Bureau of Standards and Quality (BBSQ)</b> Rena L. Ferguson-Bufford, Director Phone: (242) 362-1756 The Source River Centre 1000 Bacardi Road N.P. The Bahamas Tel: +1 242 362 1748 / 49 E-Mail: <a href="mailto:office@bbsq.bs">office@bbsq.bs</a></p>
<p><b>Bahamas Chamber of Commerce and Employer Confederation</b> Mail: P.O. BOX: N-665 #2 Shirley Street and Collins Avenue Nassau, The Bahamas Phone: (242) 322-2145 Fax: (242) 322-4649 Email: <a href="mailto:info@thebahamaschamber.com">info@thebahamaschamber.com</a> <a href="http://www.thebahamaschamber.com">http://www.thebahamaschamber.com</a></p>	<p><b>Grand Bahama Chamber of Commerce</b> Phone: (242) 352-3280 /8329 Email: <a href="mailto:info@gbchamber.org">info@gbchamber.org</a></p>
<p><b>Ministry of Agriculture and Marine Resources</b> Out Island Traders Building East Bay St. <a href="http://www.bahamas.gov.bs/agriculturemarine">http://www.bahamas.gov.bs/agriculturemarine</a></p>	

**Table --- BAHAMAS MAJOR IMPORTS RELEVANT TO DOMINICAN REPUBLIC  
(US\$ 000)**

Subheading	Product description	2 011	2 012	2 013	2 014	2 015
'392030000000	Plates, sheets, foil, film and strip, of non-cellular polymers of styrene, not reinforced	224	15 437	20 916	41 223	42 929
'940360900000	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats): other wooden furniture	11 638	14 316	12 849	17 343	30 573
'711319000000	Articles of jewellery and parts thereof, of precious metal other than silver	4 476	4 471	5 122	12 107	25 147
'732690000000	Articles of iron or steel, n.e.s. (excl. cast articles or articles of iron or steel wire)	41 373	34 755	22 556	21 005	24 533
'300490000000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	47 565	21 906	18 826	21 339	23 374
'020130000000	Fresh or chilled bovine meat, boneless	15 673	17 941	16 787	20 321	22 295
'210690900000	Food preparations, n.e.s.: other food preparations n.e.s.	20 981	19 739	17 575	20 075	17 422
'190590100000	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	7 322	7 863	8 269	9 400	17 341
'190590900000	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	7 212	12 176	12 637	14 256	16 310
'711311000000	Articles of jewellery and parts thereof, of silver, whether or not plated or clad	16 608	15 079	19 192	9 025	15 435
'300390000000	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic	14 619	17 108	17 887	15 598	14 623
'940350900000	Wooden furniture for bedrooms (excl. seats): other wooden bedroom furniture	13 322	11 827	11 608	12 442	13 952
'160100000000	Sausages and similar products, of meat, offal or blood; food preparations based on these products	11 349	12 435	11 954	13 104	12 624
'252329000000	Portland cement (excl. white, whether or not artificially coloured)	12 602	16 790	17 114	13 795	12 113
'940161900000	Upholstered seats, with wooden frames (excl. convertible into beds): other seats with wooden	6 284	5 770	6 844	9 351	10 839
'330499900000	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments)	-	3 347	9 401	11 049	10 509
'392490000000	Household articles and toilet articles, of plastics (excl. tableware, kitchenware, baths, shower-baths)	6 524	8 125	7 390	8 737	10 297
'330300900000	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	15 341	22 047	17 717	14 951	10 027
'761699000000	Articles of aluminium, n.e.s.	7 490	9 000	8 462	12 991	9 465
'071010000000	Potatoes, uncooked or cooked by steaming or by boiling in water, frozen	7 504	8 787	8 702	8 876	8 360

Subheading	Product description	2 011	2 012	2 013	2 014	2 015
'481910000000	Cartons, boxes and cases, of corrugated paper or paperboard	4 368	4 475	5 562	6 008	7 910
'940340000000	Wooden furniture for kitchens (excl. seats)	2 202	3 134	3 161	6 237	7 768
'220290400000	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk): fruit drinks	8 236	8 162	7 569	7 708	7 622
'940490000000	Articles of bedding and similar furnishing, fitted with springs or stuffed or internally filled	2 550	2 481	3 041	4 058	7 315
'640510000000	Footwear with uppers of leather or composition leather (excl. with outer soles of rubber, plastics)	5 883	6 105	7 752	7 234	7 311
'210390100000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	4 105	4 245	4 281	4 122	7 000
'210390900000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	4 922	6 100	6 160	6 248	6 982
'300420000000	Medicaments containing antibiotics, put up in measured doses "incl. those in the form of transdermal	7 641	7 030	7 302	5 856	6 823
'190531000000	Sweet biscuits	5 945	7 056	6 603	6 389	6 562
'721420000000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	21 885	22 046	13 729	6 920	6 456
'620329000000	Men's or boys' ensembles of textile materials (excl. of wool, fine animal hair, cotton or synthetic materials)	1 968	2 909	2 222	2 940	6 050
'020230000000	Frozen, boneless meat of bovine animals	9 364	8 548	8 935	8 448	6 050
'220290900000	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk): other waters containing	5 582	5 621	5 686	6 127	5 951
'220890900000	Ethyl alcohol of an alcoholic strength of < 80% vol, not denatured; spirits and other spirituous.	4 583	4 679	4 914	4 756	5 828
'481810000000	Toilet paper in rolls of a width of <= 36 cm	4 810	4 836	5 243	5 456	5 772
'200990900000	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not	3 345	3 732	4 228	4 490	5 708
'690890000000	Glazed ceramic flags and paving, hearth or wall tiles (excl. of siliceous fossil meals or similar	1 713	2 779	2 438	6 195	5 407
'901890900000	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.: other	3 055	2 589	3 806	5 949	5 305
'170199100000	Cane or beet sugar and chemically pure sucrose, in solid form	5 790	6 935	6 272	6 088	5 202
'320810200000	Paints and varnishes, incl. enamels and lacquers, based on polyesters, dispersed or dissolved	4 769	4 897	5 034	4 806	5 153
'340220400000	Surface-active preparations, washing preparations, auxiliary washing preparations	5 625	5 290	4 961	4 863	5 031
'220300900000	Beer made from malt: other beer made from malt	4 313	4 515	3 761	4 632	5 017
'701090000000	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass, of a kind used	4 473	7 052	4 934	6 441	4 980

Subheading	Product description	2 011	2 012	2 013	2 014	2 015
'220840100000	Undenatured ethyl alcohol of an alcoholic strength by volume of less than 80% vol; spirits	-	-	1 006	3 465	4 923
'190219000000	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	3 933	4 663	4 759	4 624	4 779
'151590000000	Fixed vegetable fats and oils and their fractions, whether or not refined, but not chemically	4 892	6 288	5 560	4 954	4 585
'220870000000	Liqueurs and cordials	3 351	4 175	3 760	4 156	4 561
'210500100000	Ice cream and other edible ice, whether or not containing cocoa: ice cream	4 358	4 549	4 312	4 521	4 344
'020312000000	Fresh or chilled hams, shoulders and cuts thereof of swine	2 544	2 114	2 950	4 376	4 337
'020713900000	Fresh or chilled cuts and edible offal of fowls of the species Gallus domesticus: other cuts	3 032	3 357	4 760	4 601	4 303
'340220200000	Surface-active preparations, washing preparations, auxiliary washing preparations	3 150	3 622	3 880	4 044	4 280
'300440000000	Medicaments containing alkaloids or derivatives thereof, not containing hormones, steroids	3	778	742	3 529	4 250
'070200000000	Tomatoes, fresh or chilled	2 610	3 164	3 623	4 491	4 237
'340290000000	Surface-active preparations, washing preparations, incl. auxiliary washing preparations	4 099	4 058	3 777	3 934	4 194
'230990900000	Preparations of a kind used in animal feeding (excl. dog or cat food put up for retail sale)	2 865	5 602	3 812	3 348	4 186
'610910000000	T-shirts, singlets and other vests of cotton, knitted or crocheted	4 400	5 652	3 926	3 794	4 089
'020329000000	Frozen meat of swine (excl. carcasses and half-carcasses, and hams, shoulders and cuts thereof)	3 264	3 686	3 714	3 995	4 082
'761210000000	Collapsible tubular containers, of aluminium	3 189	3 738	3 922	3 409	4 051
'070190000000	Fresh or chilled potatoes (excl. seed)	3 369	3 669	3 761	3 805	3 865
'841319000000	Pumps for liquids, fitted or designed to be fitted with a measuring device (excl. pumps for Handbags, whether or not with shoulder strap, incl. those without handle, with outer surface	5 155	3 493	4 079	4 800	3 857
'420229000000	Handbags, whether or not with shoulder strap, incl. those without handle, with outer surface	4 131	3 293	1 204	1 704	3 841
'240210900000	Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes : cigars	-	-	135	1 771	3 794
'391740000000	Fittings, e.g. joints, elbows, flanges, of plastics, for tubes, pipes and hoses	5 158	5 721	6 169	5 326	3 788
'060290900000	Live plants, incl. their roots, and mushroom spawn (excl. bulbs, tubers, tuberous roots, corms)	5 159	5 988	4 977	4 259	3 759
'160250100000	Prepared or preserved meat or offal of bovine animals (excl. sausages and similar products)	2 500	3 770	3 330	3 158	3 713
'220190100000	Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice	3 461	3 564	3 055	3 613	3 692

Subheading	Product description	2 011	2 012	2 013	2 014	2 015
'392330100000	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	1 694	1 130	1 771	1 296	3 578
'190590200000	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	3 462	3 474	3 489	3 529	3 519
'040721000000	Birds' eggs, in shell, fresh, preserved or cooked: other fresh eggs	-	-	1 266	3 491	3 495
'610990000000	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excl. cotton)	3 086	3 328	3 854	3 867	3 296
'392329900000	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	3 323	3 039	3 405	3 305	3 210
'392410900000	Tableware and kitchenware, of plastics: other tableware, kitchenware	2 439	2 765	2 478	2 828	3 184
'020319000000	Fresh or chilled meat of swine (excl. carcasses and half-carcasses, and hams, shoulders and cuts	4 305	4 110	3 349	4 338	3 141
'080390100000	Bananas, including plantains, fresh or dried : other : bananas, fresh	-	-	1 597	3 234	3 113
'100630200000	Rice : semi-milled or wholly milled rice, whether or not polished or glazed	-	-	1 190	2 787	3 065
'392390000000	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates)	2 771	3 350	3 204	3 195	2 993
'630291000000	Toilet linen and kitchen linen of cotton (excl. of terry fabrics, floor-cloths, polishing-cloths)	2 429	3 045	3 285	3 169	2 928
'070960100000	Fresh or chilled fruits of the genus Capsicum or Pimenta: sweet peppers	1 807	1 794	2 234	3 049	2 910
'940370900000	Furniture of plastic (excl. medical, dental, surgical or veterinary, and seats): other furniture	1 324	1 318	1 257	1 625	2 893
'220210100000	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	2 900	2 843	2 762	2 871	2 875
'940330000000	Wooden furniture for offices (excl. seats)	4 183	2 878	1 490	2 620	2 850
'020422000000	Fresh or chilled cuts of sheep, with bone in (excl. carcasses and half-carcasses)	3 768	3 896	3 275	4 223	2 849
'640590000000	Footwear with outer soles of rubber or plastics, with uppers other than rubber, plastics, leather	1 458	1 917	1 784	1 999	2 847
'200919900000	Orange juice, unfermented, whether or not containing added sugar or other sweetening matter	2 177	2 648	2 691	3 016	2 844
'640299000000	Footwear with outer soles and uppers of rubber or plastics	3 207	3 342	3 128	3 059	2 836
'210410000000	Soups and broths and preparations therefor; homogenised composite food preparations	2 585	2 788	2 898	2 593	2 818
'070519900000	Fresh or chilled lettuce (excl. cabbage lettuce): other lettuce	1 388	1 521	1 407	1 608	2 813
'210690100000	Food preparations, n.e.s.: food preparation n.e.s. packaged for infant use	24 842	2 814	3 413	2 912	2 807

Subheading	Product description	2 011	2 012	2 013	2 014	2 015
'340220900000	Surface-active preparations, washing preparations, auxiliary washing preparations	2 612	2 770	2 923	2 883	2 793
'210320100000	Tomato ketchup and other tomato sauces: tomato ketchup	2 274	2 594	2 319	2 410	2 779
'340220100000	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	2 162	2 295	2 281	2 455	2 776
'070310100000	Fresh or chilled onions and shallots: onions	2 509	2 773	3 160	3 313	2 762
'170490900000	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum): other	2 297	2 697	3 022	2 678	2 726
'080550300000	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes	2 288	2 366	2 706	2 660	2 722
'240220000000	Cigarettes, containing tobacco	1 913	4 457	3 534	4 756	2 631
'940320100000	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)	2 650	6 278	2 654	2 946	2 480
'320990000000	Paints and varnishes, incl. enamels and lacquers, based on synthetic or chemically modified	2 645	4 309	3 054	2 509	2 472
'190230100000	Pasta, whether or not cooked or stuffed (with meat or other substances) or otherwise prepared	2 379	3 079	2 410	2 454	2 427
'330590000000	Preparations for use on the hair (excl. shampoos, preparations for permanent waving or straightening)	2 786	2 682	2 426	2 434	2 426
'392321900000	Sacks and bags, incl. cones, of polymers of ethylene: other sacks and bags of polymers ethylene	1 464	1 788	1 943	2 046	2 323
'940320900000	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)	1 293	1 600	1 688	2 013	2 267
'080510100000	Fresh or dried oranges: orange, fresh	2 285	2 381	2 500	2 448	2 214
'690810000000	Glazed ceramic tiles, cubes and similar articles, for mosaics, whether or not square or rectangular	1 620	2 119	1 816	1 853	2 005
'180631000000	Chocolate and other preparations containing cocoa, in blocks, slabs or bars of <= 2 kg, filled	1 699	2 089	2 100	1 677	2 002
'391729000000	Rigid tubes, pipes and hoses, and fittings therefor, of plastics	7 498	2 536	1 963	2 820	1 991
'070519100000	Fresh or chilled lettuce (excl. cabbage lettuce): romain	1 661	2 123	2 063	2 047	1 931
'210390200000	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce)	1 717	1 958	1 924	1 983	1 872
'732393000000	Table, kitchen or other household articles, and parts thereof, of stainless steel	1 176	1 069	1 317	1 423	1 830
'340111200000	Soap and organic surface-active products and preparations, in the form of bars, cakes, moude	1 785	1 731	1 577	1 848	1 783

Subheading	Product description	2 011	2 012	2 013	2 014	2 015
'100640900000	Rice : broken rice : other	-	-	1 299	2 107	1 767
'220290500000	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk): nutritional preparations	1 831	1 531	1 986	1 965	1 660
'330499100000	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments)	-	523	1 409	1 596	1 580
'070511000000	Fresh or chilled cabbage lettuce	1 319	1 949	1 461	1 543	1 565
'180690900000	Chocolate and other preparations containing cocoa	1 182	1 118	1 292	1 327	1 299

Source: Trademap



### 3. BARBADOS COUNTRY PROFILE



#### 3.1. GENERAL DESCRIPTION AND KEY SOCIO- ECONOMIC INDICATORS

##### 3.1.1. Social and Demographic Indicators

The island of Barbados has an area of 430 square kilometers with an estimated population of 284,996 people in 2016. Labor force in 2015 was 65% of total labor force, estimated in 151,973. Unemployment decreased from 12% during 2012-2014 to 11% during 2015-2016.

**Table 3.1. KEY SOCIAL AND DEMOGRAPHIC INDICATORS**

INDICATOR	2012	2013	2014	2015	2016
Land area (sq. km)	430	430	430	430	430
Population, total	281 585	282 509	283 385	284 217	284 996
Population density	655	657	659	661	663
Birth rate, crude (per 1,000 people)	12,3	12,2	12,1	12,0	n.a.
Life expectancy at birth, total (years)	75	75	75	76	n.a.
Mortality rate, infant (per 1,000 live births)	13	12	12	12	11
Labor force, Total	151 586	152 219	152 055	151 928	151 973
Labor force participation rate (% of total population ages 15+)	66	67	64	65	n.a
Unemployment, total (% of total labor force)	12	12	12	11	11

n.a.: Not available

Source: World Bank Data

Barbados GDP shows a small annual growth with the biggest amount of 1,56% in 2016, after annual increments below 1% during the period 2012-2015, including a negative value of -0.07% during 2013. GDP per cápita in 2016 was US\$16,097.00.

##### 3.1.2. Economic Indicators

**Table 3.2. KEY ECONOMIC INDICATORS**

INDICATOR	2012	2013	2014	2015	2016
GDP in 000 US\$ (current)	4 332 150	4 371 200	4 352 700	4 421 800	4 587 550
GDP growth (annual %)	0,30	-0,07	0,06	0,90	1,56
GDP per capita (current US\$)	15 385	15 473	15 360	15 558	16 097
Foreign direct investment, net inflows (000 US\$)	437 173	-8 083	559 340	69 489	228 292
Inflation, consumer prices (annual %)	5	2	2	-1	n.a.
Personal remittances, received (000 US\$)	121 108	108 317	108 317	108 317	108 317

n.a. Not available

Source: World Bank Data

## 3.2. GENERAL TRADE OVERVIEW AND TRENDS

### 3.2.1. International trade

#### 3.2.1.1. Trade Balance

Barbados total trade is decreasing at an annual average rate of -2.17% during the period 2012-2015. Both exports and imports also show negative growth rate. Export account for about 30% of total Barbados trade.

**Table 3.3. BARBADOS TRADE BALANCE  
(US\$ 000)**

	2012	2013	2014	2015	2016	Annual Growth Rate
Export	566 439	467 424	480 753	482 752	516 826	-2,27
Import	1 767 767	1 768 742	1 740 471	1 617 853	1 621 270	-2,14
Total Trade	2 334 206	2 236 166	2 221 224	2 100 605	2 138 096	-2,17
<b>Trade Balance</b>	<b>-1 201 328</b>	<b>-1 301 318</b>	<b>-1 259 718</b>	<b>-1 135 101</b>	<b>-1 104 444</b>	<b>-2,08</b>
Export Part. (%)	<b>32,04</b>	<b>26,43</b>	<b>27,62</b>	<b>29,84</b>	<b>31,88</b>	<b>-0,13</b>

Source: Trademaps

Trade balance is negative in amounts that double the export values.

**GRAPH 3.1.**



**Table 3.4. BARBADOS MAIN EXPORT PRODUCTS, 2012-2016**  
(US\$ 000)

Subheading	Product Description	2012	2013	2014	2015	2016
'7113191000	Articles of jewellery and parts thereof	15 150	7 182	8 325	25 468	62 761
'2710191000	Medium oils and preparations, of petroleum	106 709	107 973	103 438	62 306	53 128
'3004909000	Medicaments, therapeutic or prophylactic purposes	60 870	38 932	38 810	39 436	37 455
'2208401000	Rum and tafia: not exceeding 46% vol	18 437	23 911	22 123	22 589	23 090
'9021390000	Artificial parts of the body (excl. artificial teeth and dental fittings and artificial joints)	7 749	9 953	9 513	13 237	23 050
'2523291000	Portland cement: building cement (grey)	9 860	19 859	19 284	17 249	18 118
'2208409000	Rum and tafia: other	23 109	19 233	17 255	15 653	15 811
'7113199000	Articles of jewellery and parts, other than silver	19 120	177	29	4 714	11 223
'4821100010	Paper or paperboard labels of all kinds, printed	10 281	12 114	11 875	10 496	11 143
'3808103010	Insecticides put up for retail sale or as preparations or articles	7 728	8 084	10 214	9 344	9 722
'2709009000	Petroleum oils obtained from bituminous minerals, crude	31 979	24 296	26 442	13 961	8 871
'1517100000	Margarine (excl. liquid)	9 420	9 448	9 487	8 744	8 716
'7113110000	Articles of jewellery of silver, whether or not plated or clad	1 080	1 011	2 679	3 373	7 763
'2710195000	Gas oils {other diesel oil}	11 508	8 434	5 531	7 486	7 378
'2710196000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	12 895	11 527	7 256	5 563	7 163
'1905310090	Sweet biscuits: other sweet biscuits	6 714	6 592	6 210	6 320	7 127
'8533390000	Wirewound variable electrical resistors, incl. rheostats and potentiometers, for a power handling	6 648	5 182	7 259	7 585	6 149
'9102210000	Wrist-watches, whether or not incorporating a stop-watch facility, with automatic winding	3 234	2 068	3 910	2 411	5 446
'7310290000	Tanks, casks, drums, cans, boxes and similar containers, of iron or steel, for any material	4 965	4 623	4 607	5 797	4 633

Source: Trademaps

### 3.2.1.3. Main Export Markets

**Table 3.5. BARBADOS TOP TEN EXPORT MARKETS**

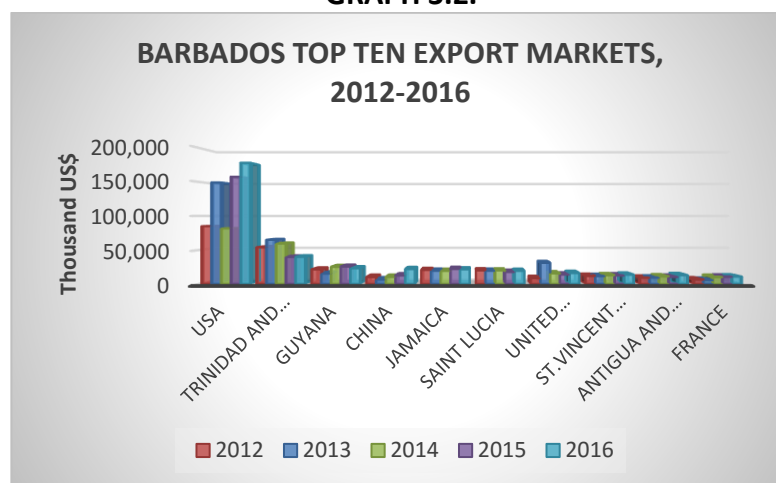
(US\$ 000)

Export Market	2012	2013	2014	2015	2016
<b>Total Exports</b>	<b>566 439</b>	<b>467 424</b>	<b>480 753</b>	<b>482 752</b>	<b>516 826</b>
United States of America	149 099	84 952	81 626	157 490	177 972
Trinidad and Tobago	64 975	53 932	59 435	39 804	39 946
Guyana	15 282	21 439	25 215	25 680	23 257
China	6 506	10 297	10 387	12 560	22 073
Jamaica	19 626	20 716	19 440	22 249	21 595
Saint Lucia	19 491	20 058	20 013	17 871	19 375
United Kingdom	31 253	8 462	15 718	13 879	16 229
Saint Vincent and the Grenadines	11 730	11 745	12 841	12 556	13 716
Antigua and Barbuda	9 336	9 149	11 142	10 486	13 007
France	5 857	6 411	10 286	10 659	10 955
<b>Total Top Ten</b>	<b>333 155</b>	<b>247 161</b>	<b>266 103</b>	<b>323 234</b>	<b>358 125</b>
<b>Participation Top Ten (%)</b>	<b>58,82</b>	<b>52,88</b>	<b>55,35</b>	<b>66,96</b>	<b>69,29</b>

Source: Trademaps

The top ten Barbados export market together participate with almost 60% of total exports. The United States of America, together with other CARICOM countries are the Barbados major buyers with Trinidad & Tobago being the second most important export market. Also China and France participate with the top ten destination market of Barbados exports.

**GRAPH 3.2.**



### 3.2.1.4 Main Import Products

Barbados major imports are listed below.

**Table BARBADOS MAIN IMPORTS (US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
'2710191000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: kerosene type jet	12643 1	10686 4	144609	81342	82347
'2710196000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: bunker 'c' grade	16197 4	14935 7	111946	93975	55073
'7113191000	Articles of jewellery and parts thereof, of precious metal other than silver	10094	10544	15441	16161	54590
'2710113000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume distil	11490 1	94587	87103	64153	52264
'3004909000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	48083	49334	53961	43877	43266
'2710194090	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	10934 9	80264	34018	36766	23738
'2106909000	Food preparations, n.e.s.: other	15095	16288	16218	17451	19987
'8703229010	Motor cars and other motor vehicles principally designed for the transport of persons	12302	11551	13199	16538	17952
'2710194010	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	9420	22120	36187	0	12482
'1201009000	Soya beans, whether or not broken: other	11716	12236	11678	11665	12187
'8703232010	Motor cars and other motor vehicles principally designed for the transport of persons	6101	5938	6816	8400	12083
'8704219010	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston	7586	9712	9505	9611	11455
'8517800000	Electrical apparatus for line telephony or line telegraphy (excl. telephone sets, videophones)	5976	8657	9635	14046	10906
'7010900000	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass, of a kind used	4940	5017	6450	6222	10495
'0406900000	Cheese (excl. fresh cheese, incl. whey cheese, not fermented, curd, processed cheese, blue-veined)	8458	10550	12815	7442	8796
'7113199000	Articles of jewellery and parts thereof, of precious metal other than silver	6266	4291	1385	2239	8613
'8471300000	Data-processing machines, automatic, digital, portable, weighing <= 10 kg	9773	11420	9104	8391	8606
'7113110000	Articles of jewellery and parts thereof, of silver, whether or not plated or clad	1953	1663	2905	3169	7855
'8525201000	Transmission apparatus incorporating reception apparatus, for radio-telephony, radio-telegraphy	8024	10723	9144	7099	7632
'2204210000	Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested	6454	7362	6960	8619	7575

'2202109000	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	6339	6731	5476	6695	7058
'8528120000	Television receivers, colour, whether or not incorporating radio-broadcast receivers or sound	7783	9084	9104	7883	6962
'1005900000	Maize (excl. seed)	9778	10028	7632	6281	6815
'9028200000	Liquid meters, incl. calibrating meters therefor	217	1497	1793	3621	6723
'0202309000	Frozen, boneless meat of bovine animals: other	6514	7173	6978	8366	6542

Source: Trademap

### 3.2.1.5. Main Suppliers

**Table 3.6. BARBADOS TOP TEN SUPPLIERS, 2012-2016  
(US\$ 000)**

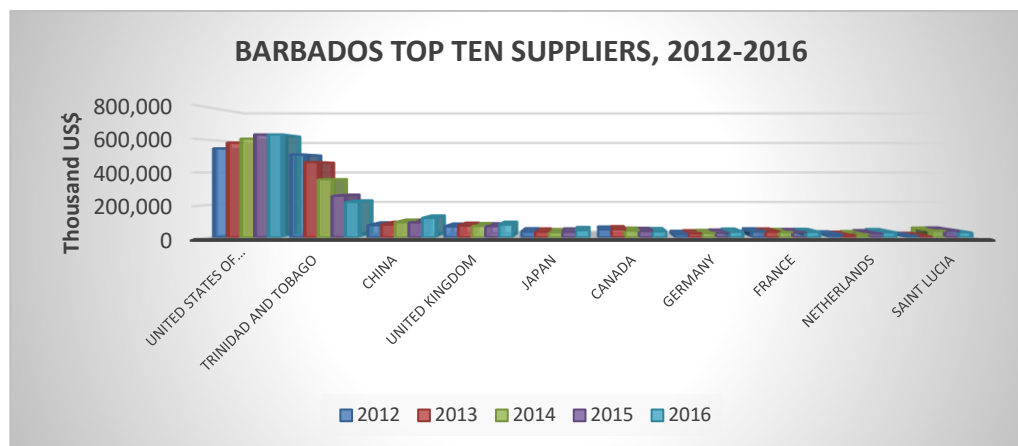
Supplier	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total imports</b>	<b>1 767 767</b>	<b>1 768 742</b>	<b>1 740 471</b>	<b>1 617 853</b>	<b>1 621 270</b>	<b>-2,14</b>
United States of America	548 531	584 166	608 310	634 616	634 714	3,72
Trinidad and Tobago	510 854	463 918	357 253	255 396	217 722	-19,20
China	74 396	78 322	92 340	91 437	119 078	12,48
United Kingdom	66 314	71 619	69 360	68 198	78 005	4,14
Japan	35 818	34 645	30 568	34 518	43 333	4,88
Canada	46 578	49 574	39 829	38 003	36 648	5,82
Germany	18 834	22 862	24 999	26 968	33 194	15,22
France	34 746	34 577	31 038	31 300	31 709	-2,26
Netherlands	15 280	13 206	17 165	23 502	30 120	18,49
Saint Lucia	5 740	4 888	39 656	40 793	28 765	49,62
<b>Total Top Ten</b>	<b>1 357 091</b>	<b>1 357 777</b>	<b>1 310 518</b>	<b>1 244 731</b>	<b>1 253 288</b>	<b>-1,97</b>
Participation of Top Ten (%)	<b>76,77</b>	<b>76,77</b>	<b>75,30</b>	<b>76,94</b>	<b>77,30</b>	<b>0,17</b>

Source: Trademap

In terms of suppliers, the top ten have an annual participation of about 75% of total imports. Barbados imports are decreasing at an average annual rate of -2,14% during the period under analysis. Imports from the United States of Americas increase at 3,72% annually in average since imports from Trinidad & Tobago decrease at an annual rate of -19,20% in average. In general, imports from the top ten suppliers have decreased at an average annual rate of -1,97% during the period 2012-2016.

Graphically shown below major Barbado's suppliers.

**GRAPH 3.3**



### 3.2.1.6. Trade with CARICOM

**Table 3.7. BARBADOS EXPORTS TO CARICOM COUNTRIES  
(US\$ 000)**

Export markets	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total exports</b>	<b>566 439</b>	<b>467 424</b>	<b>480 753</b>	<b>482 752</b>	<b>516 826</b>	<b>-2,27</b>
Trinidad and Tobago	64 975	53 932	59 435	39 804	39 946	-11,45
Guyana	15 282	21 439	25 215	25 680	23 257	11,07
Jamaica	19 626	20 716	19 440	22 249	21 595	2,42
Saint Lucia	19 491	20 058	20 013	17 871	19 375	-0,15
Saint Vincent and the Grenadines	11 730	11 745	12 841	12 556	13 716	3,99
Antigua and Barbuda	9 336	9 149	11 142	10 486	13 007	8,64
Grenada	9 048	10 399	11 400	9 498	10 567	3,96
Saint Kitts and Nevis	4 499	5 725	7 029	7 396	7 718	14,45
Bahamas	4 520	4 152	3 974	4 340	5 045	2,79
Dominica	3 890	3 947	4 526	4 584	4 517	3,81
Suriname	3 595	5 731	2 439	2 951	3 804	1,42
Belize	1 514	1 628	1 399	1 622	1 612	1,58
Montserrat	189	267	198	319	418	21,95
Haiti	526	680	1 065	524	368	-8,54
<b>Total Caricom</b>	<b>168 221</b>	<b>169 568</b>	<b>180 116</b>	<b>159 880</b>	<b>164 945</b>	<b>-0,49</b>
CARICOM Participation	<b>29,70</b>	<b>36,28</b>	<b>37,47</b>	<b>33,12</b>	<b>31,91</b>	<b>1,82</b>

Source: Trademap

Barbados exports to the CARICOM region represents about 30% of total exports. The annual growth rate of exports to the regions has decreases slightly in -0,49% during the period 2012-2016. The export value in 2016 was US\$164 millions while in 2012 the respective amount was US\$168 millions.

### 3.2.1.7. Imports from CARICOM

Imports from CARICOM account for almost 30% of total imports, despite those imports are decreasing at an annual average rate of 18,46%. The participation of CARICOM is decreasing in 16,68% annually in average within the total imports of Barbados.

The main CARICOM trade partners are Trinidad & Tobago, whose imports have decreased in 19,20% annually in average with values ranging from US\$510.8 millions in 2012 to US\$217.7 millions in 2016, as well as St. Lucia, Guyana and Jamaica, with import values of US\$28.8 millions, US\$14.0 millions and US\$13.4 millions respectively.

**Table 3.8. CARICOM SUPPLIERS TO BARBADOS  
(US\$ 000)**

Supplier	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total imports</b>	<b>1 767 767</b>	<b>1 768 742</b>	<b>1 740 471</b>	<b>1 617 853</b>	<b>1 621 270</b>	<b>-2,14</b>
Trinidad and Tobago	510 854	463 918	357 253	255 396	217 722	-19,20
Saint Lucia	5 740	4 888	39 656	40 793	28 765	49,62
Guyana	12 863	10 806	13 586	14 445	13 989	2,12
Jamaica	10 411	11 579	10 037	10 837	13 355	6,42
St. Vincent & Grenadines	6 494	9 727	8 623	9 009	8 009	5,38
Suriname	109 828	87 108	66 866	6 161	6 760	-50,19
Belize	2 333	1 628	1 464	1 879	2 167	-1,83
Grenada	1 484	1 428	1 087	1 231	1 068	-7,89
Dominica	1 681	1 212	1 157	781	396	-30,33
Antigua and Barbuda	89	84	153	208	259	30,61
Bahamas	310	284	5 921	8 738	138	-18,32
Haiti	56	80	114	188	79	8,98
Saint Kitts and Nevis	229	15	86	144	78	-23,61
Montserrat	0	4	3	3	1	
<b>Total Caricom</b>	<b>662 372</b>	<b>592 761</b>	<b>506 006</b>	<b>349 813</b>	<b>292 786</b>	<b>-18,46</b>
Participation Caricom (%)	<b>37,47</b>	<b>33,51</b>	<b>29,07</b>	<b>21,62</b>	<b>18,06</b>	<b>-16,68</b>

Source: Trademaps



### 3.2.1.8. Trade with the Dominican Republic

Barbados trade balance with the Dominican Republic is negative, shown an annual growth rate of 1,74% in average. Exports to Dominica Republic have been growing at an average annual rate of 4,28% while imports also show a positive annual growth of 2,28%.

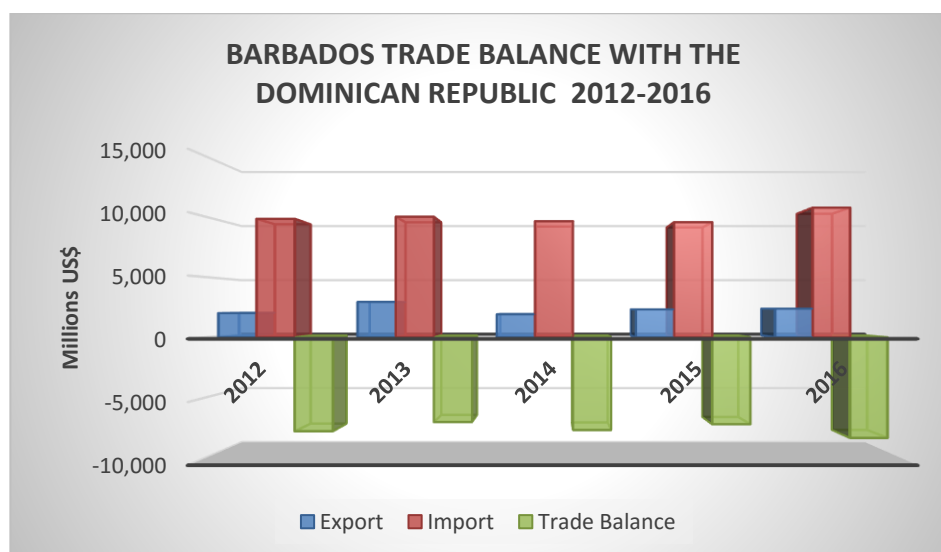
**Table 3.9 BARBADOS TRADE BALANCE WITH THE DOMINICAN REPUBLIC 2012-2016**  
**US\$ 000)**

	2012	2013	2014	2015	2016	Annual Growth Rate (%)
Export	2 014	2 954	1 911	2 322	2 382	4,28
Import	9 833	10 008	9 630	9 555	10 760	2,28
Total Trade	11 847	12 962	11 541	11 877	13 142	2,63
Trade Balance	-7 819	-7 054	-7 719	-7 233	-8 378	1,74
Import Part. (%)	<b>83,00</b>	<b>77,21</b>	<b>83,44</b>	<b>80,45</b>	<b>81,87</b>	<b>-0,34</b>

Source: Trademap

Barbados imports from Dominican Republic mostly plastic products, food and food preparations, textiles, among others.

**GRAPH 3.4.**



**Table 3.10. BARBADOS MAIN IMPORTS FROM DOMINICAN REPUBLIC  
2012-2016 (US\$ 000)**

Subheading	Product description	2012	2013	2014	2015	2016
'3923309000	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	1 149	2 513	1 682	1 078	1 120
'2005209010	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excl. frozen), other	798	1 102	1 210	990	1 092
'6109101000	T-shirts, singlets and other vests of cotton, knitted or crocheted: t-shirts	55	120	584	584	938
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	611	748	358	962	742
'2711190000	Gaseous hydrocarbons, liquefied, n.e.s. (excl. natural gas, propane, butane, ethylene, propylene	0	0	0	183	723
'9404290000	Mattresses, fitted with springs or stuffed or internally filled with any material	0	0	214	241	359
'3923909000	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates)	195	268	243	400	353
'6105100000	Men's or boys' shirts of cotton, knitted or crocheted (excl. nightshirts, T-shirts, singlets	0	14	165	312	351
'2710199000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: other waste oils	0	0	294	280	326
'3105200000	Mineral or chemical fertilizers containing the three fertilizing elements nitrogen, phosphorus	19	0	5	0	317
'3907500000	Alkyd resins, in primary forms	181	171	219	164	280
'3917230000	Rigid tubes, pipes and hoses, and fittings therefor, of polymers of vinyl chloride	347	307	598	283	271
'2520101000	Gypsum; anhydrite: gypsum	46	219	333	317	268
'3906900000	Acrylic polymers, in primary forms (excl. poly"methyl methacrylate")	220	347	32	71	202
'3924101000	Tableware and kitchenware, of plastics: cups, forks, knives, plates, spoons and tumblers	48	60	116	142	172
'2106909000	Food preparations, n.e.s.: other	143	126	159	132	169
'2105009090	Ice cream and other edible ice, whether or not containing cocoa: other	146	347	553	429	162
'2005409000	Peas "Pisum Sativum", prepared or preserved otherwise than by vinegar or acetic acid	106	93	22	46	151
'3923109000	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics	135	136	212	172	147
'3921900000	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly ...	28	0	0	188	146
'3824900000	Chemical products and preparations of the chemical or allied industries, incl. those consisting	516	444	413	447	137
'3105900000	Mineral or chemical fertilizers containing the two fertilizing elements nitrogen and potassium	86	144	116	72	125
'8309100000	Crown corks of base metal	0	0	0	0	124

### 3.3 IMPORT REQUIREMENTS

#### 3.3.1 Goods

MEASURE	DESCRIPTION	LEGAL BASIS
Applicable Customs Tariff	CARICOM's Common External Tariff (CET). Exceptions apply for some products described in:  List A - rates lower than the CET.  List C - rates for goods in List C may be modified at the national level and the goods may be imported at higher rates than the CET.	CET  Customs Act, Cap. 66, Second Schedule
Tariff Rates	<ul style="list-style-type: none"> <li>▪ Tariff applied on CIF values</li> <li>▪ 20% general tariff ceiling for non-exempt industrial goods</li> <li>▪ 40% for non-exempt agricultural goods.</li> <li>▪ Agriculture tariff of 33.9% in average.</li> <li>▪ Manufacture tariff from 0-216%.</li> <li>▪ Bound tariff of 40% to 196% on specified agricultural and manufactured products.</li> <li>▪ All tariffs bound with the exception of fish and fish products.</li> </ul> <a href="http://customs.gov.bb/General/Trade2.php">http://customs.gov.bb/General/Trade2.php</a>	CET
Imports clearance	Customs brokers is recommended but not necessary. Importers must be registered as traders with the Customs Department.	
Clearance time	<ul style="list-style-type: none"> <li>▪ Clearance time within 48 hours; perishable goods clear customs the same day.</li> <li>▪ Four-lane system for imports:</li> <li>▪ Green lane when imports pass through rapidly without inspection.</li> <li>▪ Yellow lane, when imports are subject to documentary inspection.</li> <li>▪ Red lane when imports are subject to physical inspection.</li> <li>▪ Blue lane for goods subject to post-clearance inspection and verification.</li> </ul>	Customs Act

MEASURE	DESCRIPTION	LEGAL BASIS
	A Post Clearance Audit Unit (blue channel) for audits on companies and brokers identified by Customs exist. These companies are included in a list held by Customs: the list is compiled based on frequency of use and the importer's history with respect to compliance with customs regulations, and solvency.	
Customs Valuation	The transaction value is used on average for the vast majority of imports. The use of minimum values is prohibited under Barbados' laws.	Second Schedule Customs Act, Cap. 66.
Import Restrictions	<p><a href="http://www.barbados.org/customs.htm">http://www.barbados.org/customs.htm</a></p> <p>An import permit is required for the importation of all meat and animal products into Barbados.</p> <ul style="list-style-type: none"> <li>Import permits is required for imports of animals, per each importation, at a cost of BDS\$25 and valid for six months.</li> <li>Imports of animal products for commercial purposes require an Annual Import Permit, which is issued by the Veterinary Services Department of the Ministry of Agriculture at a cost of BDS\$500 and valid for 12 months and is renewable.</li> </ul> <p>Meat and meat products are imported only from approved countries listed in the Fifth and Sixth Schedule of the Regulations.</p> <ul style="list-style-type: none"> <li><b>For poultry meat:</b> the United Kingdom, Ireland, Australia, Argentina, Canada, Denmark, New Zealand, Norway, Sweden, the Netherlands, the United States, Antigua and Barbuda, Dominica, Guyana, Jamaica, Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines and Trinidad and Tobago.</li> <li><b>For pork, sheep and goat meat:</b> Australia, Canada, Chile, New Zealand, the United States, Uruguay, Antigua and Barbuda, Belize, Dominica, Guyana, Jamaica, Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines and Trinidad and Tobago.</li> <li>Inspection visits by Barbados officials and completion of questionnaire is required to all new</li> </ul>	<p>The Animals (Diseases and Importation Act)</p> <p>Plant Protection Act (2007)</p>

MEASURE	DESCRIPTION	LEGAL BASIS
	<p>country wishing to be added to the export country-approved list.</p> <ul style="list-style-type: none"> <li>Shipment should go directly from the exporting country to Barbados unless approval for trans-shipment is granted. Trans-shipments allowed only through countries where no outbreak of foot and mouth disease or other specified OIE listed diseases has taken place in the previous 12 months.</li> <li>The importer must notify the authorities of incoming shipments, and provide Customs with the original health certificate of origin stamped as approved by the Animal Health Quarantine Officer.</li> <li>The importation of chicken wings, chicken backs and necks, and turkey wings is subject to state trading conditions.</li> </ul> <p>Requirements for the import of plants and plant products:</p> <ul style="list-style-type: none"> <li>Import permits for plants, plant products are required, granted for one shipment within a specified period.</li> <li>Imports of plant products must be accompanied by an original phytosanitary certificate issued by the country of export dated not more than 30 days before the entry of the import.</li> <li>Ban applies on the imports of genetically-modified plants and seeds.</li> <li>No regulations for the labelling of Genetically-Modified Organisms (GMOs).</li> </ul>	
Labelling Requirements	<p>The basic requirements for food labels are the following:</p> <ul style="list-style-type: none"> <li>All products must be labeled in English.</li> <li>Prepackaged food labels must contain the following information: <ul style="list-style-type: none"> <li>Name of the food</li> <li>List of ingredients, specially those which are known to cause hypersensitivity</li> <li>Net content and drained weight</li> <li>Name and address of manufacturer</li> <li>Country of origin</li> <li>Lot identification</li> <li>Date marking and storage instructions</li> </ul> </li> </ul>	

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Instruction for use</li> </ul> <p>In addition, specific description needed for the following products:</p> <ul style="list-style-type: none"> <li>Nutritional labeling</li> <li>Prepackaged Meat, Poultry, and Fishery Products</li> </ul> <p><a href="http://agriexchange.apeda.gov.in/IR_Standards/Import_Regulation/Barbados.pdf">http://agriexchange.apeda.gov.in/IR_Standards/Import_Regulation/Barbados.pdf</a></p>	
Licenses	<ul style="list-style-type: none"> <li>A dual license regime apply: One for some products originated within CARICOM countries and another one for products originating outside CARICOM.</li> <li>Import licenses are valid for three months and may be extended by renewal upon expiry. No transferable between importers.</li> <li>Non-automatic license for imports relate to health and safety, public morals and security. For other products subject to licensing, licenses are automatic.</li> <li>Licenses are processed within three to five working days.</li> </ul>	Miscellaneous Controls Act Cap. 329 of the Laws of Barbados
Sanitary and Phytosanitary Measures	<ul style="list-style-type: none"> <li>Sanitary and phytosanitary measures are regulated by the Animals (Diseases and Importation) Act, Cap. 253, the Animals (Diseases and Importation Control) Regulations, 1961, and the Plant Protection Act (No. 53, 2007).</li> <li>Sanitary and/or phytosanitary certificate from the country of origin is required for the imports of meat and animal products; dairy products and plants and plants products.</li> </ul>	
Standards	<ul style="list-style-type: none"> <li>The Barbados National Standards Institution (BNSI) is the entity in charge of overseeing product standard development, metrology, conformity assessment and certifications.</li> <li>No public information on standards is available.</li> </ul>	Standards Act
Safeguards	<ul style="list-style-type: none"> <li>Barbados does not have national legislation on safeguards.</li> </ul>	

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>▪ Safeguard measures only based on balance-of-payment and external financial reasons. Measures not longer than 18 months.</li> <li>▪ Measures can include: <ul style="list-style-type: none"> <li>▪ Restriction on the right of establishment</li> <li>▪ Quantitative restrictions on import, service provision or capital movement.</li> </ul> </li> <li>▪ Special safeguard mechanism for 36 agriculture products. Currently, only special safeguards apply to 26 agriculture products.</li> </ul>	
Import Documentation	<ul style="list-style-type: none"> <li>▪ Import Declaration form (Barbados Customs Goods Declaration Form C63),</li> <li>▪ Commercial invoice</li> <li>▪ Bill-of-lading or airway bill</li> <li>▪ Declaration of value form (C60) for goods valued over BDS\$2,500</li> <li>▪ Certificate of origin for goods from CARICOM and from countries with which it has bilateral agreements</li> <li>▪ Import license and a health and sanitary certificate, if required.</li> <li>▪ In cases where Customs requests goods to be physically examined, a packing list may be required.</li> </ul>	
Local Incentives	<ul style="list-style-type: none"> <li>▪ Zero-rated value added tax (VAT) for goods imported by beneficiaries of the Fiscal Incentives Act and businesses registered under the International Business Companies Act, and the Exempt Insurance Act.</li> <li>▪ Zero-rated VAT for goods imported for the purposes of a tourism product or a tourism project approved under the Tourism Development Act.</li> <li>▪ Investment allowance of 20% on plant machinery which is new or imported into Barbados for the first time.</li> <li>▪ 40% investment allowance for businesses entitled to the export allowance.</li> <li>▪ SMEs exemption from import duty on plant and equipment imported for use in the business; exemption from withholding tax on dividends</li> </ul>	Fiscal Incentives Act of 1974,

MEASURE	DESCRIPTION	LEGAL BASIS
	<p>and interest earned on investment; exemption from stamp duty; deduction of corporation tax of an amount equal to 20% of actual expenditure in respect of the use of technology, market research, and any other activity directly related to the development of the business.</p> <ul style="list-style-type: none"> <li>Central Bank guarantees credits of up to BDS\$150,000 for short-term use and BDS\$300,000 for medium-term use to tourism and manufacturing companies with capital of up to BDS\$2 million (formerly BDS\$1 million) and with gross revenue of up to BDS\$4 million (formerly (BDS\$2 million).</li> <li>Technical assistance loans up to a limit of BDS\$50,000 per borrower (within the overall cost of BDS\$300,000 for medium-term facilities), for the purpose of market or product research, marketing, product costing, promotion, production/plant layout, accounting and/or information systems, staff training, management/entrepreneurial training, business reorganization/restructuring or any other relevant areas of technical assistance.</li> <li>Loan to financing farming and fishing communities for working capital purposes, retooling, introducing new technology, and implementing best practices in the agricultural and fisheries sectors.</li> <li>15-year tax holiday to manufacturers of an approved product on manufacturing exclusively for export outside of CARICOM, containing a specified percentage of local value added; or being highly capital intensive.</li> </ul>	
Competition Policies	<p>The Fair Competition Act in force and applicable to all persons and companies conducting business to:</p> <ul style="list-style-type: none"> <li>Promote, maintain and encourage competition</li> <li>Prohibit the prevention, restriction or distortion of competition and the abuse of dominant positions in trade in Barbados and within the CARICOM Single Market and Economy</li> </ul>	Fair Competition Act



MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Ensure that all enterprises, irrespective of size, have the opportunity to participate equitably in the market place.</li> </ul> <p>Mergers in the control of in excess of 40% of any market are prohibited.</p>	
Price Control	<ul style="list-style-type: none"> <li>Control prices at both wholesale and retail level are set on diesel fuel, gasoline, kerosene, liquefied petroleum gas and chicken.</li> <li>Changes on prices must be gazetted.</li> </ul>	Control of Price (General) Regulation 1983 (S.I. 1983 No. 29)
State Enterprises	<p>The Barbados Agricultural Development and Marketing Corporation (BADMC) is an enterprise exercising state-trading activities in the areas of meats of poultry (HS 0207) for which it was granted the status of sole importer in 2002, and onions (HS 0703.101).</p> <p>In the case of onions, the BADMC imports them free of duty to ensure stability within the local onion market. Although the BADMC only has exclusive rights to import the commodities which fall under its purview, local manufacturers which utilize agricultural products within their production base are also permitted to import these commodities. Import levels are established on the basis of production capacity. In the case of poultry meat, wholesale prices are subject to controls, as specified above. With respect to onions, the resale price offered by the BADMC is based upon the prevailing local market price for the commodity.</p> <p>Although they do not have state trading statutory rights, certain other companies are de facto sole traders. For instance, the Barbados National Oil Company is the sole importer of gasoline and fuel oil. Also, a number of commercial companies in Barbados remain partly or totally state-owned, and the State is involved in a number of commercial activities in such sectors as utility services, hotels, and agri-food production.</p>	Barbados Agricultural Development and Marketing Act 1993-12

MEASURE	DESCRIPTION	LEGAL BASIS
	The BADMC holds a legal monopoly on the importation of poultry for wholesale and retail sale. When imports are required, a tendering system is used whereby overseas suppliers are invited to tender.	
Government Procurement	<ul style="list-style-type: none"> <li>Open tendering, subject to certain thresholds.</li> <li>Procurements on good and services valued up to US\$10,000 subject to direct offers or negotiation without written agreement.</li> <li>Procurement of goods and services between US\$10,000 and US\$100,000 does not require tendering.</li> <li>Procurements over US\$100,000 are subject to open tendering procedure.</li> <li>A surety is required for tendering.</li> </ul>	<p>Financial Administration and Audit Act Cap. 5, enacted in 1964.</p> <p>Financial Administration and Audit (Financial) Rules (2011).</p> <p>Financial Administration and Audit (Supplies) Rules (1971).</p>

Sources: WTO Trade Policy Review-Barbados; Barbados Bureau of Standards; CET

### 3.3.2 Services

#### 3.3.2.1 Services Trade Balance

**Table 3.12. BARBADOS TRADE BALANCE IN SERVICES**  
(US\$ 000)

	2012	2013
Exports	1 252 370	1 434 710
Imports	505 330	700 634
<b>Total trade in services</b>	<b>1 757 700</b>	<b>2 135 344</b>
Trade Balance	747 040	734 076
<b>Exports participation (%)</b>	<b>71,25</b>	<b>67,19</b>

Source: Trademap

Barbados services trade balance is highly positive. Exports almost doubled imports during 2012 and 2013, with a total trade value of US\$1,757.7 million and US\$2,135.3 million, respectively. During 2013, service exports had a relative variation of 14.55% while import's relative variation was 38,65%.

**Table 3.13. BARBADOS SERVICE EXPORTS**  
(US\$ 000)

Code	Service description	2012	2013
S	<b>All services</b>	<b>1 252 370</b>	<b>1 434 710</b>
4	Travel	928 895	972 791
5	Construction	n.a.	463
6	Insurance and pension services	10 991	6 789
7	Financial services	27 918	29 528
8	Charges for the use of intellectual property n.i.e.	6 821	33 426
9	Telecommunications, computer, and information services	17 755	15 279
10	Other business services	155 057	250 127
11	Personal, cultural and recreational services	475	321
12	Government goods and services n.i.o.p.	46 335	49 215
1	Manufacturing services on physical inputs owned by others		131
2	Maintenance and repair services n.i.e.	9 229	18 277
3	Transport	48 898	58 367

Source: Trademaps

Travel is the most significant export service with export value of US\$972.8 millions in 2013, amount higher than that of 2012 by US\$43.9 millions. Other business services, which include R&D, consulting services and technical and trade-related services, totalled during 2013 US\$250.1 millions, US\$95.1 million more than the 2012 amount.

**Table 3.14. BARBADOS SERVICE IMPORTS**  
(US\$ 000)

Code	Service description	2012	2013
S	<b>All services</b>	<b>505 330</b>	<b>700 634</b>
1	Manufacturing services on physical inputs owned by others	619	644
2	Maintenance and repair services n.i.e.	10 113	11 758
3	Transport	112 966	104 377
4	Travel	46 849	43 041
5	Construction		
6	Insurance and pension services	20 330	23 926
7	Financial services	4 105	12 706
8	Charges for the use of intellectual property n.i.e.	9 223	12 138
9	Telecommunications, computer and information services	53 477	69 167
10	Other business services	228 618	404 349
11	Personal, cultural and recreational services	550	1 186
12	Government goods and services n.i.o.p.	18 481	17 341

Source: Trademap

### 3.3.2.1 Service Regulations

MEASURE	DESCRIPTION	LEGAL BASIS
Financial Services	<p><b>Banks</b></p> <ul style="list-style-type: none"> <li>▪ All banks have to be licensed.</li> <li>▪ The financial services sector is all foreign-owned.</li> <li>▪ Onshore and offshore commercial banks and trust and finance companies are regulated and supervised by the Central Bank of Barbados.</li> <li>▪ Operation license issued by the Ministry of Finance.</li> <li>▪ Banks, subsidiaries, or branches of foreign Banks must be incorporated locally.</li> <li>▪ Capital and reserve requirements apply to both domestic and foreign banks.</li> <li>▪ No citizenship or residency requirements for bank directors.</li> <li>▪ At least one director must be a citizen of a member state of CARICOM residing in Barbados.</li> <li>▪ No specific taxes on financial transactions.</li> <li>▪ Offshore banks must have a place of business in Barbados.</li> <li>▪ Exchange controls do not apply to offshore banks.</li> </ul> <p><b>Insurance</b></p> <ul style="list-style-type: none"> <li>▪ Insurance subject to licence operations.</li> <li>▪ Offshore insurance sectors are regulated under the Financial Services Commission Act of 2010-12 (FSC Act).</li> <li>▪ The offshore insurance subsector is regulated by the Exempt Insurance Act, Cap. 308-A and the Exempt Insurance (Amendment) Act 2012-4.</li> </ul>	<p>Financial Institutions Act Cap 324-A (FIA)</p> <p>International Financial Services Act CAP 325 (IFSA)</p> <p>Financial Services Commission Act of 2010-12 (FSC Act)</p> <p>Insurance Act Cap. 310</p> <p>Exempt Insurance Act 308</p>
Telecommunication	<ul style="list-style-type: none"> <li>▪ Telecommunications sector fully liberalized.</li> </ul>	Telecommunications Act CAP. 282B

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Carrier licences needed for the ownership and operation of telecommunications networks.</li> <li>Service provider licences granted for telecommunications services.</li> <li>Standards of service were implemented to ensure service quality.</li> <li>No specific taxes are levied on the telecommunication sector.</li> <li>Telecommunication provider can import equipment duty-free for their exclusive use.</li> </ul>	
Tourism	<ul style="list-style-type: none"> <li>Duty-free imports of supplies if they are required for the use of product or project of entities other than traditional tourism.</li> <li>Hotels with a restaurant on the premises enjoy duty-free importation of food and beverages (alcoholic and non-alcoholic).</li> <li>Tax concessions and exemptions on import duties, income, VAT and environment levy to owners and operators of tourism products.</li> <li>Certain tax exceptions granted to developers involved in construction, renovation and refurbishing in some tourism activities in certain areas of the country.</li> </ul>	Tourism Master Plan Tourism Development (Amendment) Act 2014
Transport	<b>Air Transport</b> <ol style="list-style-type: none"> <li>Private companies allowed to provide ground-handling services</li> <li>Certain bilateral air services agreements allow Airlines self-handling activities.</li> <li>Barbadians, CARICOM nationals or a Barbados-based Company must be majority-owned of Barbados-registered Airlines.</li> <li>Charter operations subject to a permit.</li> </ol>	Civil Aviation Act 2004-18, amended by the Civil Aviation (Amendment) Act 2007-38; and the Airport Act Cap. 285A and regulations made thereunder.

MEASURE	DESCRIPTION	LEGAL BASIS
	<b>Maritime Transport</b> <ul style="list-style-type: none"> <li>▪ Tax benefit to approved shipping companies which include duty-free importation of ships or of any articles to be used in the repair and reconstruction of ships, and exemption from tax on dividends and interest.</li> <li>▪ No restriction on the ownership of vessels.</li> <li>▪ Shipping companies incorporated outside of Barbados that operate Barbados-registered ships no subject to pay taxes in Barbados.</li> <li>▪ Foreign companies ownig Barbados-registered ships not required to be incorporated in Barbados.</li> </ul>	<p>The maritime sector in Barbados is governed by the Shipping Act, Cap. 296 (as amended); the Shipping Regulations, 1994; the Shipping (oil pollution) Act, Cap. 296A; the Shipping Corporations Act; and the Shipping Corporations Regulations, 1997.</p>
Other Offshore Services	<ul style="list-style-type: none"> <li>▪ International business companies involve in manufacturing or international trade and commerce subject to different tax benefits</li> <li>▪ International business companies not subject to exchange control and exempt from certain taxes and duties on imports of machinery and equipment.</li> </ul>	

Sources: WTO Trade Policy Review-Barbados

### 3.5. BUSINESS OPPORTUNITIES FOR DOMINICAN FIRMS

#### 3.5.1. Goods

Business opportunities for Dominican firms in Barbados' market have been determined by both, actual exports and imports of goods currently not supplied by Dominican firms but with an existing import demand in Barbados.

In the first case, imports from the Dominican Republic were identified and values compared with Barbados' total imports of such goods. In those cases where a considerable difference between both values exists, there is a greater potential for increasing market share participation.

**Table 3.15. DOMINICAN EXPORT POTENTIAL TO BARBADOS  
(US\$ 000)**

Subheading	Product Description	Actual imports 2016	Total Imports 2016	DR Export Potential
	<b>Total imports from Dominican Republic /World</b>	<b>10 760</b>	<b>1 621 270</b>	
'3923309000	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	1 120	4 194	3 074
'2005209010	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excl. frozen)	1 092	2 857	1 765
'6109101000	T-shirts, singlets and other vests of cotton, knitted or crocheted: t-shirts	938	2 162	1 224
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce	742	4 982	4 240
'2711190000	Gaseous hydrocarbons, liquefied, n.e.s. (excl. natural gas, propane, butane, ethylene, propylene	723	1 985	1 262
'9404290000	Mattresses, fitted with springs or stuffed or internally filled with any material	359	691	332
'3923909000	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates	353	1 710	1 357
'3906900000	Acrylic polymers, in primary forms (excl. poly"methyl methacrylate")	202	574	372
'3924101000	Tableware and kitchenware, of plastics: cups, forks, knives, plates, spoons and tumblers	172	1 722	1 550
'2106909000	Food preparations, n.e.s.: other	169	19 987	19 818
'2105009090	Ice cream and other edible ice, whether or not containing cocoa: other, other	162	336	174
'2005409000	Peas "Pisum Sativum", prepared or preserved otherwise than by vinegar or acetic acid	151	424	273
'3923109000	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics	147	1 263	1 116
'3921900000	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similar	146	1 027	881
'3824900000	Chemical products and preparations of the chemical or allied industries	137	3 557	3 420
'3105900000	Mineral or chemical fertilizers containing the two fertilizing elements nitrogen and potassium	125	1 036	911
'8309100000	Crown corks of base metal	124	500	376

Source: Trademap

Considering the estimated potential for Dominican firm, below possible scenarios assuming a 10-20-30% for those products with export potential over US\$ 200,000.

**Table --- DOMINICAN EXPORT POTENTIAL SCENARIOS IN BARBADOS MARKET  
(US\$ 000)**

Subheading	Product Description	DR Export Potential	10%	20%	30%
'3923309000	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	3.074	307	615	922
'2005209010	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excl. frozen)	1.765	177	353	530
'6109101000	T-shirts, singlets and other vests of cotton, knitted or crocheted: t-shirts	1.224	122	245	367
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	4.240	424	848	1.272
'2711190000	Gaseous hydrocarbons, liquefied, n.e.s. (excl. natural gas, propane, butane, ethylene, propylene)	1.262	126	252	379
'9404290000	Mattresses, fitted with springs or stuffed or internally filled with any material	332	33	66	100
'3923909000	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates)	1.357	136	271	407
'2710199000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: other waste oils:	1.960	196	392	588
'3105200000	Mineral or chemical fertilizers containing the three fertilizing elements nitrogen, phosphorus	491	49	98	147
'3917230000	Rigid tubes, pipes and hoses, and fittings therefor, of polymers of vinyl chloride	1.273	127	255	382
'3906900000	Acrylic polymers, in primary forms (excl. poly"methyl methacrylate")	372	37	74	112
'3924101000	Tableware and kitchenware, of plastics: cups, forks, knives, plates, spoons and tumblers	1.550	155	310	465
'2106909000	Food preparations, n.e.s.: other	19.818	1.982	3.964	5.945
'2005409000	Peas "Pisum Sativum", prepared or preserved otherwise than by vinegar or acetic acid	273	27	55	82
'3923109000	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics	1.116	112	223	335
'3921900000	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated	881	88	176	264
'3824900000	Chemical products and preparations of the chemical or allied industries	3.420	342	684	1.026
'3105900000	Mineral or chemical fertilizers containing the two fertilizing elements nitrogen and potassium	911	91	182	273



Subheading	Product Description	DR Export Potential	10%	20%	30%
'8309100000	Crown corks of base metal	376	38	75	113

Source: Trademap

### 3.5.1.1 Opportunities and Strengths

#### 3.5.1.1.1 Opportunities

- High GDP per capita
- Increase of tourism arrival (Tourism industry economically relevant)
- Free Trade Agreement in force

#### 3.5.1.1.2 Strengths

- Ample/diverse Dominican export offer
- DR exports to Barbados increase annually
- Quality export products
- There exists potential for actual exports and new product lines in Barbados market

### 3.5.1.2 Threats and weaknesses

#### 3.5.1.2.1 Threats

- Small market size
- Trade is decreasing, both in terms of exports and imports
- Strong commercial links with CARICOM trade partners
- Limited industrial production

#### 3.5.2.1.2 Weaknesses

- DR imports are concentrated in a few products
- Deficient transport to the CARICOM region
- Language deficiency

### 3.5.1.3 Strategies

- Focus on the tourism industry (linkages for goods and services)
- Identify export niches in the business opportunities tables above.

### 3.4. OTHER USEFUL INFORMATION

#### 3.4.1. Main Sea Ports and Airports

Ports	<ul style="list-style-type: none"> <li>○ Bridgetown (Deep Water Harbour)</li> <li>○ Saint Charles Marina (Private)</li> </ul>
Airports	<ul style="list-style-type: none"> <li>○ Grantley Adams International Airport</li> </ul>

#### 3.4.2. Distribution Channels

Imports commonly made by wholesalers and some retailers import directly from manufacturers, basically consumer goods. Exclusive distribution agreements are commonly granted by manufacturers.

#### 3.4.3 Coalition of Service Industries

##### **BARBADOS COALITION OF SERVICE INDUSTRIES INC**

The BCSI was established in 2002 following a CARICOM decision urging the setting up of dedicated bodies in the region to focus on driving the region's agenda for trade in services. Nearly 80% of annual GDP in most Caribbean countries is derived from the services sector, particularly tourism and financial services and the initiative to establish service coalitions was a visionary response to the need to have a holistic response to the further development of the largest economic driver of most economies.

Below, the membership of Barbados Coalition of Service Industries, Inc.

1. ASSOCIATION OF MUSIC ENTREPRENEURS, BARBADOS
2. BARBADOS BAR ASSOCIATION
3. BARBADOS ICT PROFESSIONALS ASSOCIATION
4. BARBADOS ARTS COUNCIL
5. BARBADOS ASSOCIATION OF ARCHITECTURAL TECHNOLOGISTS
6. BARBADOS ASSOCIATION OF BAILIFFS & DEBT COLLECTION AGENCIES
7. BARBADOS ASSOCIATION OF CHIROPRACTIC PHYSICIANS
8. BARBADOS ASSOCIATION OF ENERGY PROFESSIONALS
9. ASSOCIATION OF ENGINEERING DRAFTING TECHNICIANS
10. BARBADOS ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS
11. BARBADOS ASSOCIATION OF JOURNALISTS

12. BARBADOS ASSOCIATION OF MASQUERADERS
13. BARBADOS ASSOCIATION OF MEDICAL PRACTITIONERS
14. BARBADOS ASSOCIATION OF OFFICE PROFESSIONALS
15. BARBADOS ASSOCIATION OF PODIATRISTS
16. BARBADOS ASSOCIATION OF PROFESSIONAL ENGINEERS
17. BARBADOS ASSOCIATION OF PROFESSIONAL MASSAGE THERAPISTS
18. BARBADOS ASSOCIATION OF PROFESSIONAL VALUERS
19. BARBADOS ASSOCIATION OF QUANTITY SURVEYORS
20. BARBADOS ASSOCIATION OF REFLEXOLOGISTS
21. BARBADOS ASSOCIATION OF REHABILITATION PRACTITIONERS
22. BARBADOS ASSOCIATION OF SECURITY COMPANIES INC
23. BARBADOS CONTRACTORS ASSOCIATION
24. BARBADOS CUSTOM BROKERS AND CLERKS ASSOCIATION
25. BARBADOS DENTAL ASSOCIATION
26. BARBADOS ESTATE AGENTS AND VALUERS ASSOCIATION
27. BARBADOS FILM AND VIDEO ASSOCIATION
28. BARBADOS INSTITUTE OF ENVIRONMENTAL PROFESSIONALS
29. BARBADOS INSTITUTE OF ARCHITECTS
30. BARBADOS LAND SURVEYORS ASSOCIATION
31. BARBADOS NURSES ASSOCIATION
32. BARBADOS OCCUPATIONAL THERAPY ASSOCIATION
33. BARBADOS PHARMACEUTICAL SOCIETY
34. BARBADOS PHYSICAL THERAPY ASSOCIATION
35. BARBADOS REIKI ASSOCIATION
36. BARBADOS VETERINARY ASSOCIATION
37. CARIBBEAN ASSOCIATION FOR PUBLIC ENTERTAINMENT
38. CARIBBEAN CREATIVE CLUSTER
39. CARIBBEAN INSTITUTE OF CERTIFIED MANAGEMENT CONSULTANTS
40. CARIBBEAN SPA & WELLNESS ASSOCIATION OF BARBADOS CHAPTER
41. COPYRIGHT SOCIETY OF COMPOSERS, AUTHORS & PUBLISHERS INC
42. FASHION AND DESIGN ASSOCIATION OF BARBADOS
43. HUMAN RESOURCE MANAGEMENT ASSOCIATION OF BARBADOS
44. INSTITUTE OF CHARTERED ACCOUNTANTS OF BARBADOS
45. SHIPPING ASSOCIATION OF BARBADOS
46. THE CRAFT UNION OF (BARBADOS) INC

### 3.1 BARBADOS MAIN IMPORTERS AND DISTRIBUTORS

<b>Western Wholesale Inc</b> 8 & 9 Valley View Ave Lr Est St, Barbados Phone: 246 537 6704 E-Mail: Email: <a href="mailto:eddie@western-wholesale.com">eddie@western-wholesale.com</a> <a href="http://western-wholesale.com/">http://western-wholesale.com/</a>	Wholesale and distribution company, dealing in basic food commodities and other consumer goods.
<b>Suntraders Company Ltd</b> Gibbons Indus Pk Christ Church Barbados Phone: 246 418 0572 <a href="https://www.findyello.com/barbados/Suntraders-Company-Ltd/profile">https://www.findyello.com/barbados/Suntraders-Company-Ltd/profile</a>	Building products imports/distribution
<b>Terrific Tiles</b> Bonhomme Bank Hall X Rd Barbados Phone: 246 426 4030 <a href="https://www.findyello.com/barbados/Terrific-Tiles/profile">https://www.findyello.com/barbados/Terrific-Tiles/profile</a>	Importers of Floor, Wall, Countertops, Lighting and Bathroom Fixtures
<b>A G Agencies Ltd</b> 59 Roebuck St St Micheal Barbados Phone: 246 426 1542	Authorised agent for lustre hair care products and shilling oil sales.
<b>Triple D Enterprises Ltd</b> Mapp Hill St Micheal Ofc Barbados Phone: 246 436 1560 <a href="https://www.findyello.com/Barbados/Triple-D-Enterprises-Ltd/profile">https://www.findyello.com/Barbados/Triple-D-Enterprises-Ltd/profile</a>	Distributor of canned foods, cold storage, detergents, party items, food stuff, non-alcoholic beverages, alcoholic beverages, drinks, snacks, pet food/feed baking products, food service, products toiletries
<b>Supreme Distributors Inc</b> Bldg 4 Newton Indus Pk Christ Church Barbados Phone: 246 418 6910 <a href="https://www.findyello.com/Barbados/Supreme-Distributors-Inc/profile">https://www.findyello.com/Barbados/Supreme-Distributors-Inc/profile</a>	Distribution of quality products including Teddies, Prevail, Angostura Sauces, Perreira and Goya.
<b>Fine Foods</b> Newton Pltn Yd Barbados Phone: 246 418 9102 <a href="https://www.findyello.com/Barbados/Fine-Foods/profile">https://www.findyello.com/Barbados/Fine-Foods/profile</a>	Distributor

<b>Reena's Trading</b> Upstairs Builder's Valuemart Tudor St Bridgetown Phone: 246 467 4688	Toys, Xmas Items Gifts, Household Items, Sundry Item and Curtains Bed Sheets
<b>General Distributors, Inc.</b> Heathersway Crn. Culloden Road St. Michael, Barbados BB14018 T: +1 (246) 436-5813 F: +1 (246) 427-8034 W: <a href="http://www.gdibarbados.com">www.gdibarbados.com</a> E: <a href="mailto:info@gdibarbados.com">info@gdibarbados.com</a>	Coffee, soft drinks, confectionary, food
<b>Triumph B'dos Ltd</b> Tudor Bridge St Michael Barbados Phone: 246 425 9102 <a href="https://www.findyello.com/Barbados/Triumph-Bdos-Ltd/profile">https://www.findyello.com/Barbados/Triumph-Bdos-Ltd/profile</a>	Beverage-Distributors/wholesalers

### 3.2. BARBADOS GOVERNMENT INSTITUTIONS AND TRADE ASSOCIATIONS

<b>Ministry of Foreign Trade and Foreign Affairs</b> 1 Culloden Road St. Michael Phone: (246) 431-2200 Fax: (246) 429-6652 <a href="http://www.foreign.gov.bb">http://www.foreign.gov.bb</a>	<b>Ministry of Commerce and Consumer Affairs</b> No.1 Pelican Industrial Estate Reef Road St. Michael Tel.: (246) 437- 3552/3 Fax: (246) 228-3821 Email: <a href="mailto:pscommerce@commerce.gov.bb">pscommerce@commerce.gov.bb</a>
<b>Customss Department</b> Port Authority Building Harbour Road Bridgetown Tel.: (246) 430-2300 Fax: (246) 430-2370 Email: <a href="mailto:asycuda@Customss.gov.bb">asycuda@Customss.gov.bb</a>	<b>Barbados National Standards Institute</b> Culloden Road St Micheal Phone: +1 246 426 3870 Fax: +1 246 436 1495
<b>Barbados International Business Association</b> #19 Pine Road Belleville, St. Michael Tel: (246) 537-2422; FAX: (246) 537-2423 <a href="http://biba.bb/contact-biba/">http://biba.bb/contact-biba/</a>	<b>Barbados Chamber of Commerce and Industry</b> Braemar Court, Deighton Road St. Michael Phone: (246) 434-4750 Fax: (246) 228-2907 Email: <a href="mailto:bcci@barbadoschamber.com">bcci@barbadoschamber.com</a>



<p><b>Barbados Coalition of Service Industries (BCSI)</b>          Building #3 Unit 2B          Harbour Industrial Estate          St. Michael, Barbados          Email: info@bcsi.org.bb  <a href="http://bcsi.org.bb/">http://bcsi.org.bb/</a>          Phone: 1-246-429-5357</p>	

### 3.3 BARBADOS: PROHIBITED AND RESTRICTED IMPORTS UNDER THE CUSTOMS (LIST OF PROHIBITED AND RESTRICTED IMPORTS AND EXPORTS) ORDER, 2009

DESCRIPTION OF GOODS
<b>Prohibited imports</b>
Counterfeit coins
Food, unfit for human consumption
Indecent or obscene articles
Infected cattle
Prepared opium
Fictitious stamps
Toy guns
Fresh fruits and vegetables grown in or conveyed from Florida (U.S.) except if accompanied by a phytosanitary certificate
Ozone-depleting substances (HS Ex 29.03)
Goods the importation of which is banned by any other law of Barbados
<b>Restricted imports</b>
Arms and ammunition
Cannabis sativa
Spirits and wines not bottled or in containers of less than 9 gallons
Tobacco, cigars, cigarettes and cigarillos, unless in whole and complete packages
Tobacco extracts and essences
Goods bearing the Royal Arms of Great Britain
Goods imported as ship's or aircraft's stores except for the consumption of passengers and crew
Ozone-depleting substances (HS Ex 29.03)
Refrigerant blends (HS Ex 38.24)
Goods the importation of which is restricted by any other law of Barbados

Source: WTO: Barbados Trade Policy Review 2014 - Customs (List of Prohibited and Restricted Imports and Exports) Order, 2009.

**Box 3.4. BARBADOS: IMPORTS REQUIRING A LICENCE UNDER THE MISCELLANEOUS CONTROLS (GENERAL OPEN IMPORT LICENCE) REGULATIONS, 2014**

Heading	Product description	1 <sup>st</sup> schedule (non-CARICOM imports) or 3rd schedule (CARICOM imports)
01.05	Live poultry	1st
02.01	Meat of bovine animals, fresh or chilled	1st
02.02	Meat of bovine animals, frozen	1st
02.03	Meat of swine, fresh, chilled or frozen	1st
02.04	Meat of sheep or goats, fresh, chilled or frozen	1st
Ex.02.07	Meat of poultry of Heading No. 01.05 fresh, chilled or frozen	1st
0210.101	Ham	1st
0210.102	Bacon	1st
03.02	Fish, fresh or chilled, excluding fish fillets and other fish meat of heading No. 03.04	1st
03.03	Fish frozen, excluding fish fillets and other fish meat of heading No. 03.04	1st
0303.75	Dog fish and other sharks	3rd
0303.793	Flying fish	3rd
0303.799	Other fish frozen	3rd
03.04	Fish fillets and other fish meat, fresh, chilled or frozen	1st; 3rd
04.01	Milk and cream, not concentrated or containing added sugar or other sweetening matter	1st; 3rd
04.02	Milk and cream concentrated or containing added sugar or other sweetening matter	1st; 3rd
Ex. 04.07	Birds' eggs in shell, fresh, excluding hatching eggs	1st
0702.00	Tomatoes, fresh or chilled	1st; 3rd
0703.101	Onions, fresh or chilled	1st
0703.102	Shallots (echallots) fresh or chilled	1st
07.04	Cabbages, cauliflowers, kohlrabi, kale and similar edible brassicas, fresh or chilled	1st
0704.901	Cabbages fresh or chilled	3rd
07.05	Lettuce and chicory, fresh or chilled	1st
07.06	Carrots and turnips, beetroots, salsify, celeriac, radishes and similar edible roots, fresh or chilled	1st
07.07	Cucumbers and gherkins, fresh or chilled	1st
0707.001	Cucumbers fresh or chilled	3rd
07.08	Leguminous vegetables, shelled or unshelled, fresh or chilled	1st
07.09	Other vegetables, fresh or chilled	1st
0709.903	Pumpkins fresh or chilled	3rd
07.10	Vegetables, uncooked or cooked, frozen	1st
0714.20	Sweet potatoes	1st
Ex. 08.07	Melons (including watermelons) and paw paws (papayas) fresh	1st; 3rd
1501.101	Lard	1st
15.07	Soyabean oil and its fractions, whether or not refined but not chemically modified	1st; 3rd



Heading	Product description	1 <sup>st</sup> schedule (non-CARICOM imports) or 3rd schedule (CARICOM imports)
16.01	Sausages and similar products of meat, meat offal or blood, food preparations based on these products	1st
16.02	Other prepared or preserved meats, meat offal or blood (excluding corned beef)	1st
Ex. 17.01	Beet sugar and cane sugar in solid form	1st
20.07	Jams, jellies, marmalades, fruit puree and fruit paste	1st
Ex.20.09	Orange juice, grapefruit juice, pineapple juice and apple juice	1st
2009.11	Orange juice frozen	3rd
2103.201	Tomato ketchup	1 <sup>st</sup> ; 3rd
2105.001	Ice cream	1st; 3rd
22.02	Waters, including mineral waters and aerated waters, containing added sugar or other sweetening matter or flavoured and other non-alcoholic beverages	1st
2202.101	Aerated beverages	3rd
2202.109	Other flavoured water	3rd
2202.909	Other beverages	3rd
22.03	Beer made from malt	1st
2203.001	Beer	3rd
2203.002	Stout	3rd
Ex.22.06	Shandy	1st
Ex.36.04	Fireworks <sup>a</sup>	1st; 3rd
Ex.38.23	"Chemshield" (the defence method of our times) <sup>a</sup>	1st; 3rd
Ex.38.23	"Mace" and similar products <sup>a</sup>	1st; 3rd
Ex.39.26	Handcuffs of plastic <sup>a</sup>	1st; 3rd
Ex.61.09	T-shirts	1st; 3rd
Ex.73.26	Handcuffs of iron or steel <sup>a</sup>	1st; 3rd
Ex.82.11	Ratchet knives, spring-loaded knives including flick knives <sup>a</sup>	1st; 3rd
87.02	Public transport type passenger motor vehicles	1st
87.03	Motor cars and other vehicles principally designed for the transport of persons (other than those of heading No. 87.02), including stationwagons and racing cars	1st
Ex.89.01	Hovercraft	1st; 3rd
Ex.89.03	Yachts and other vessels for pleasure or sports	1st
9803.99	Jet skis; wave runners and similar vessels <sup>a</sup>	3rd
9403.201	Other metal furniture used in schools, churches and laboratories	1st; 3rd
Ex.95.04	Coin-operated amusement machines	1st; 3rd
Ex.95.04	Equipment and accessories for gambling or parlour games (excluding gaming machines) for example blackjack Tables, Table counters, hand counters, roulette wheels, dice, dice boxes, croupier's rakes etc.	1st; 3rd

a: Non-automatic licensing.

Source:WTO: Barbados Trade Policy Review 2014 - Miscellaneous Controls (General Open Import Licence) Regulations, 2014, CAP. 329 of the Laws of Barbados.

**Table BARBADOS MAJOR IMPORTS RELEVANT TO DR (US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
'7113191000	Articles of jewellery and parts thereof, of precious metal other than silver	10 094	10 544	15 441	16 161	54 590
'3004909000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	48 083	49 334	53 961	43 877	43 266
'2106909000	Food preparations, n.e.s.: other	15 095	16 288	16 218	17 451	19 987
'7010900000	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	4 940	5 017	6 450	6 222	10 495
'7113199000	Articles of jewellery and parts thereof, of precious metal other than silver	6 266	4 291	1 385	2 239	8 613
'7113110000	Articles of jewellery and parts thereof, of silver, whether or not plated or clad	1 953	1 663	2 905	3 169	7 855
'2202109000	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	6 339	6 731	5 476	6 695	7 058
'1904100000	Prepared foods obtained by swelling or roasting cereals or cereal products, e.g. corn flakes	4 968	5 602	5 326	5 633	5 939
'0407002000	Birds' eggs, in shell, fresh, preserved or cooked: hatching eggs, not for breeder flock	4 471	5 395	5 812	6 757	5 870
'2202101000	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	5 361	5 744	5 015	5 466	5 324
'1701999000	Cane or beet sugar and chemically pure sucrose, in solid form	6 388	6 181	5 622	4 529	5 008
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	4 175	4 303	4 093	5 060	4 982
'3926909000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.: other	4 098	4 358	7 562	4 453	4 621
'7326909000	Articles of iron or steel, n.e.s. (excl. cast articles or articles of iron or steel wire)	4 561	5 062	3 971	3 202	4 480
'3003909000	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic use	157	96	231	417	4 258
'2402200000	Cigarettes, containing tobacco	6 189	6 913	4 318	4 528	4 223
'3923309000	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	4 404	4 586	4 139	4 671	4 194

Subheading	Product Description	2012	2013	2014	2015	2016
'1516200000	Vegetable fats and oils and their fractions, partly or wholly hydrogenated, inter-esterified	6 174	5 550	6 169	3 988	4 101
'3304999000	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments)	3 834	3 882	4 229	3 940	4 074
'9403209000	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)	2 817	5 200	4 441	4 335	4 063
'4818100000	Toilet paper in rolls of a width of <= 36 cm	3 332	4 051	3 970	3 872	4 036
'9403609090	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)	3 703	5 649	4 940	3 582	3 975
'2004109000	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid, frozen: other	4 099	4 166	4 167	4 393	3 783
'0701900000	Fresh or chilled potatoes (excl. seed)	3 453	3 955	3 004	2 825	3 416
'3401112000	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded	3 165	3 378	3 450	3 371	3 279
'2523900000	Cement, whether or not coloured (excl. aluminous cement and portland cement)	16	2	89	1 577	3 251
'1905310090	Sweet biscuits: other sweet biscuits	2 868	3 041	3 121	3 250	3 175
'4819100000	Cartons, boxes and cases, of corrugated paper or paperboard	2 961	3 333	3 735	3 766	3 133
'6908909000	Glazed ceramic flags and paving, hearth or wall tiles (excl. of siliceous fossil meals or similar)	3 292	2 573	2 934	3 288	3 024
'3004310000	Medicaments containing insulin but not antibiotics, put up in measured doses	2 728	3 375	3 461	3 032	2 921
'2005209010	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excl. frozen): other	2 561	3 077	3 144	3 037	2 857
'1806900010	Chocolate and other preparations containing cocoa, in containers or immediate packings of <=	2 309	2 304	2 747	2 604	2 522
'2202909000	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk): other	2 724	2 827	2 693	2 763	2 476
'0403100000	Yogurt, whether or not flavoured or containing added sugar or other sweetening matter, fruits	1 708	2 117	2 371	2 336	2 425
'1905909090	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	1 918	2 401	1 964	2 354	2 402
'2103201000	Tomato ketchup and other tomato sauces: tomato ketchup	2 338	2 303	2 138	2 456	2 352

Subheading	Product Description	2012	2013	2014	2015	2016
'7213109000	Bars and rods, hot-rolled, in irregularly wound coils of iron or non-alloy steel, with indentations	4 822	3 371	3 489	3 665	2 325
'7616999000	Articles of aluminium, n.e.s.: other	2 733	2 460	2 655	2 226	2 307
'3923501000	Stoppers, lids, caps and other closures, of plastics: lids and caps	2 125	2 662	2 653	2 542	2 285
'2309909000	Preparations of a kind used in animal feeding (excl. dog or cat food put up for retail sale)	1 520	1 571	1 424	2 016	2 277
'3305900000	Preparations for use on the hair (excl. shampoos, preparations for permanent waving or straightening)	2 389	2 545	2 694	2 495	2 270
'7321111000	Appliances for baking, frying, grilling and cooking and plate warmers, for domestic use	2 254	2 555	2 160	2 554	2 253
'1905909030	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	2 944	2 120	2 144	2 277	2 185
'6109101000	T-shirts, singlets and other vests of cotton, knitted or crocheted: t-shirts	1 607	1 841	1 887	1 923	2 162
'6402991000	Footwear with outer soles and uppers of rubber or plastics	2 404	2 505	2 387	2 507	2 145
'8302490000	Base metal mountings, fittings and similar articles (excl. locks with keys, clasps and frames)	1 866	2 077	1 789	2 510	2 134
'3402203000	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	2 760	3 019	2 941	2 452	2 074
'4819200000	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	1 078	1 070	1 053	1 334	2 063
'1902190010	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs: macaroni, spaghetti	2 223	2 112	2 158	2 277	2 060
'7117900000	Imitation jewellery (excl. jewellery, of base metal, whether or not clad with silver, gold)	761	1 053	1 019	645	2 058
'9401690090	Seats, with wooden frames (excl. upholstered): other seats other seats, with metal frames	943	938	1 340	1 222	2 054
'3924909000	Household articles and toilet articles, of plastics (excl. tableware, kitchenware, baths, shower-baths,	1 379	1 568	1 516	1 715	2 022
'4901109000	Printed books, brochures and similar printed matter, in single sheets, whether or not folded	561	575	536	1 912	1 991
'2202902000	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk): malt beverages	2 149	1 534	1 790	2 318	1 987

Subheading	Product Description	2012	2013	2014	2015	2016
'3004209000	Medicaments containing antibiotics, put up in measured doses	1 911	2 072	2 074	2 199	1 972
'1107109000	Malt (excl. roasted): other	1 595	1 141	1 305	1 477	1 942
'3917400000	Fittings, e.g. joints, elbows, flanges, of plastics, for tubes, pipes and hoses	1 207	1 212	1 567	1 355	1 896
'6405900000	Footwear with outer soles of rubber or plastics, with uppers other than rubber, plastics, leather	2 914	2 403	2 977	2 570	1 866
'6403999000	Footwear with outer soles of rubber, plastics or composition leather, with uppers of leather	1 068	606	907	1 716	1 863
'9401610090	Upholstered seats, with wooden frames (excl. convertible into beds): other upholstered seats	1 777	1 814	1 848	1 800	1 844
'6205900000	Men's or boys' shirts of textile materials (excl. of wool, fine animal hair, cotton or man-made)	1 414	1 325	1 546	1 549	1 834
'3923301000	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	1 926	1 819	1 938	1 695	1 805
'7117190000	Imitation jewellery, of base metal, whether or not plated with precious metal	501	601	600	889	1 741
'3924101000	Tableware and kitchenware, of plastics: cups, forks, knives, plates, spoons and tumblers	1 688	1 791	1 801	1 913	1 722
'3923909000	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates)	2 310	2 547	2 463	2 092	1 710
'3402201000	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	1 601	1 768	1 901	1 996	1 678
'3924109000	Tableware and kitchenware, of plastics: other	1 160	1 592	1 324	1 448	1 658
'2103902000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	1 551	1 686	1 556	1 815	1 652
'3402202000	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	1 539	1 750	1 751	1 952	1 628
'2201901000	Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice	1 405	1 467	1 502	1 624	1 598
'1704900090	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum): other	1 284	1 693	1 628	1 636	1 597
'9403500000	Wooden furniture for bedrooms (excl. seats)	1 183	1 855	1 756	1 623	1 544

Subheading	Product Description	2012	2013	2014	2015	2016
'2105009010	Ice cream and other edible ice, whether or not containing cocoa: other:: other (milk based)	1 777	1 468	1 631	1 524	1 542
'1905901010	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	1 265	1 505	1 280	1 543	1 535
'3402204000	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	1 491	1 413	1 495	1 482	1 528
'2201909000	Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice	608	755	688	885	1 522
'3923290010	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene): plastic bags	1 318	1 639	1 122	1 310	1 519
'6402999000	Footwear with outer soles and uppers of rubber or plastics	1 701	1 956	1 506	1 369	1 509

Source: Trademap

## 4. BELIZE COUNTRY PROFILE



### 4.1. GENERAL DESCRIPTION AND KEY SOCIO-ECONOMIC INDICATORS

**Table 4.1. BELIZE KEY SOCIO-DEMOGRAPHIC INDICATORS**

INDICATOR	2012	2013	2014	2015	2016
Land area (sq. km)	22 810	22 810	22 810	22 810	22 810
Population, total	336 701	344 181	351 694	359 288	366 954
Population Density	14,8	15,1	15,4	15,8	16,1
Birth rate, crude (per 1,000 people)	23,25	23,09	22,92	22,74	-
Life expectancy at birth, total (years)	69,91	70,01	70,15	70,31	-
Mortality rate, infant (per 1,000 live births)	15,1	14,6	14	13,4	12,8
Labor force participation rate, total (% of total population ages 15+)	67,41			65,41	-
Labor Force, Total	151 973	157 910	163 926	169 435	174 622
Unemployment, total (% of total labor force)	14,27	11,68	11,60	9,97	11,03

Source: World Bank Data

**Table 4.2. BELIZE KEY ECONOMIC INDICATORS**

Indicator	2012	2013	2014	2015	2016
GDP (000 US\$)	1.573.618	1.613.705	1.706.497	1.742.545	1.765.256
GDP growth (annual %)	3,82	1,31	4,08	2,30	(0,78)
GDP per capita (000 US\$)	4.674	4.689	4.852	4.850	4.811
Foreign direct investment, net inflows (000 US\$)	194.201	731	141.097	59.119	32.733
International tourism, expenditures (000 US\$)	39.000	42.000	51.000	50.000	
International tourism, number of arrivals	277.000	294.000	321.000	341.000	386.000
International tourism, receipts (000US\$)	298.000	351.000	380.000	372.000	

Source: World Bank Data

### 4.2 General Trade Overview and Trend

#### 4.2.1 Trade Balance

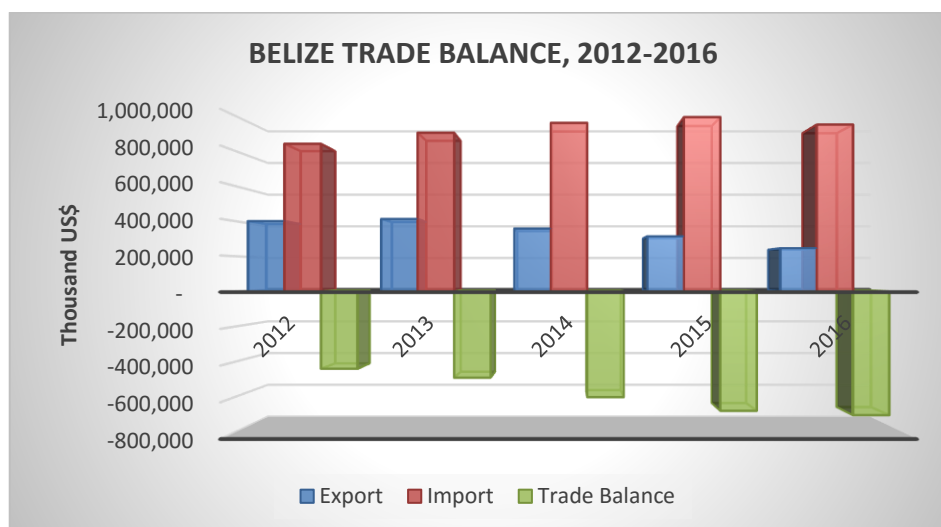
**Table 4.3. BELIZE TRADE BALANCE  
(US\$ 000)**

	2012	2013	2014	2015	2016
Export	401 140	413 454	358 429	313 895	246 163
Import	843 066	906 091	962 112	995 561	952 494
Total Trade	1 244 206	1 319 545	1 320 541	1 309 456	1 198 657
<b>Trade Balance</b>	<b>-441 926</b>	<b>-492 637</b>	<b>-603 683</b>	<b>-681 666</b>	<b>-706 331</b>
Export Part. (%)	32,24	31,33	27,14	23,97	20,54

Source: Trademaps

Belize trade balance graphically shown below.

**GRAPH**



#### 4.3 GOODS

**Table 4.4 BELIZE MAIN IMPORTS  
(US\$ 000)**

Product Description	2012	2013	2014	2015	2016
<b>Total Imports</b>	<b>843,066</b>	<b>906,091</b>	<b>962,112</b>	<b>995,561</b>	<b>952,494</b>
Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	57,511	71,000	84,049	106,907	98,913
Mineral fuels, mineral oils and products of their distillation; bituminous substances	138,467	140,463	150,352	112,973	95,680
Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television	39,896	38,808	45,058	60,105	67,033
Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	35,762	44,875	52,504	67,762	66,398
Tobacco and manufactured tobacco substitutes	3,992	4,870	54,779	52,230	49,617
Plastics and articles thereof	22,229	25,083	31,762	38,125	38,219
Articles of apparel and clothing accessories, not knitted or crocheted	3,231	3,078	26,822	31,784	27,058
Articles of iron or steel	15,315	16,159	28,513	31,831	26,796
Miscellaneous edible preparations	16,063	19,131	21,147	22,051	24,856
Articles of leather; saddlery and harness; travel goods, handbags and similar containers	1,724	1,510	22,382	21,215	23,651
Articles of apparel and clothing accessories, knitted or crocheted	1,198	1,601	25,785	22,776	21,362
Iron and steel	15,993	17,526	18,485	20,951	20,451
Beverages, spirits and vinegar	10,841	11,099	21,846	21,391	19,629



Product Description	2012	2013	2014	2015	2016
Footwear, gaiters and the like; parts of such articles	3,081	3,333	19,624	19,113	19,253
Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere	17,466	16,612	20,445	19,317	18,997
Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings	7,212	8,426	10,227	12,268	18,854
Miscellaneous chemical products	17,770	18,849	19,022	19,582	18,807
Fertilisers	22,734	19,619	18,894	18,936	17,323
Residues and waste from the food industries; prepared animal fodder	13,379	13,871	32,131	23,138	15,693
Preparations of cereals, flour, starch or milk; pastry cooks' products	10,750	11,380	13,139	13,815	15,337
Animal or vegetable fats and oils and their cleavage products; prepared edible fats	11,445	11,598	13,731	16,186	14,792

Source

### 4.3.1 Key Trading Partners

The USA is Belize's main trading partner, accounting for 37% of imports. China is second with 12% and neighboring Mexico is third with 11%.

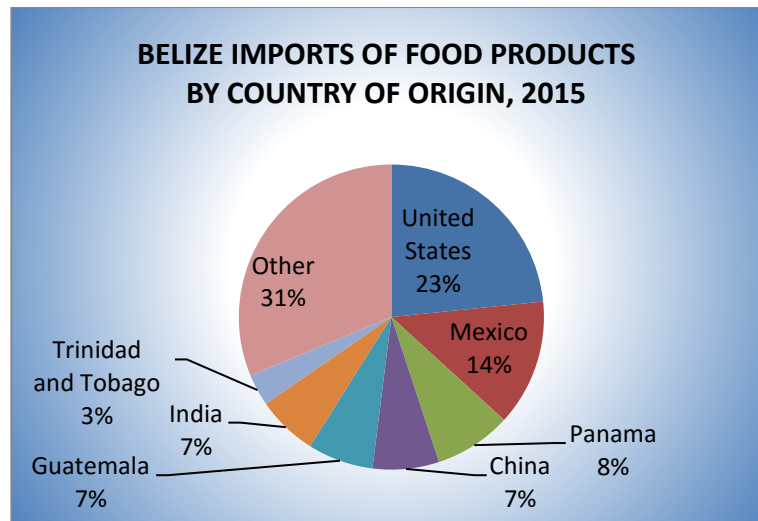
**Table 4.5 BELIZE TOP TEN SUPPLIERS**  
(US\$ 000)

Total Imports	100%
United States of America	37%
China	12%
Mexico	11%
Curacao	7%
Guatemala	7%
Panama	3%
Honduras	2%
Hong Kong	2%
Honduras	2%
India	1%
United Kingdom	1%

Source: Trademap

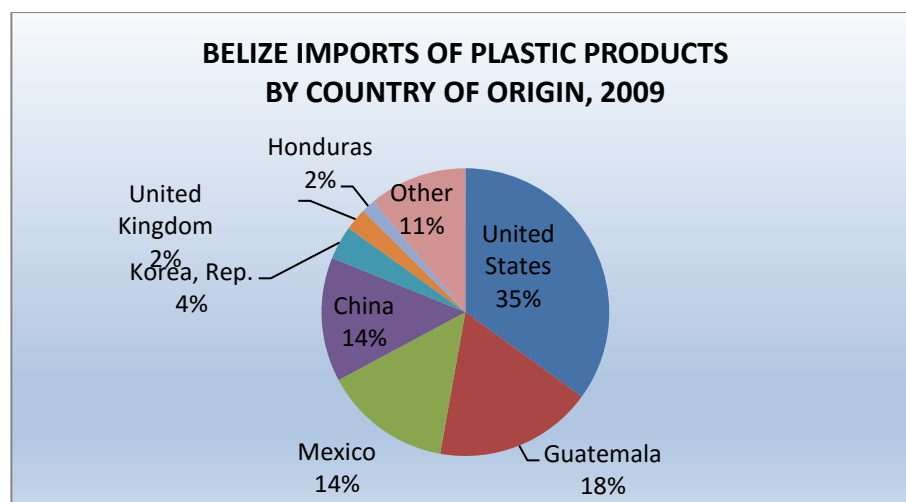
For food products, the USA is the largest supplier accounting for 23% of total imports, followed by Mexico 14 % and neighboring Panama and Guatemala representing 15%.

**GRAPH 4.1**



Belize imports most of its plastic products from the USA. Guatemala, Mexico and China are also relatively large suppliers. The DR has no share.

**GRAPH 4.2**



The United States also leads as main supplier of plastic products representing 35% of total imports, with neighboring Guatemala and Mexico accounting for 32% (18% and 14% respectively), followed by China with a share of 14%.

## Trade with the Dominican Republic

### Trade Balance

The DR maintains a small positive trade balance with Belize.

**Table 4.6 BELIZE TRADE BALANCE WITH THE DOMINICAN REPUBLIC  
(US\$ 000)**

	2012	2013	2014	2015	2016
Export	4.384	576	25	87	130
Import	80	94	200	632	2.443
Total Trade	4.464	670	225	719	2.573
<b>Trade Balance</b>	<b>4.304</b>	<b>482</b>	<b>-175</b>	<b>-545</b>	<b>-2.313</b>
Import Part. (%)	<b>1,79</b>	<b>14,03</b>	<b>88,89</b>	<b>87,90</b>	<b>94,95</b>

Source: Trademap

### DR Exports to Belize

The largest exports to Belize from the Dominican Republic are alcoholic beverages and furniture, including medical furniture.

**Table 4.7 BELIZE MAIN IMPORTS FROM DOMINICAN REPUBLIC  
(US\$ 000)**

Imports from Dominican Republic	2014	2015
<b>Total Imports</b>	<b>231</b>	<b>670</b>
Fruits and edible fruits; citrus, watermelons	43	0
Beverages, alcoholic beverages and vinegar	2	258
Plastics and its manufactures	59	67
Paper, carton; manufacture of cellulose paste, of paper or carton	29	42
Machines, apparatus and artifacts, mechanical	0	84
Furniture; medical furniture and similar articles	59	170

Source: Trademap

<b>4.4 Import Requirements</b>		
<b>4.4.1. Goods<sup>12</sup></b>		
HS Tariff and Product Description	CARICOM CET	
Sales Tax/VAT	General Sales Tax (GST) of 12.5%; locally produced milk, fruit, vegetables are zero-rated as some goods for export, agricultural products and supplies. See Table 3.14 in WTO review	
Customs Service Charge	none	
Excise Tax	Ad valorem, 5-30%	
Environmental Levy	none	
FTA		
EPA	<p>EUR 1 certificate needed.</p> <p>Bilateral and diagonal cumulation can currently be applied. Cumulation with neighbouring developing countries is not automatically allowed.</p> <p>Time limited exclusions from cumulation for rice, sugar and products with high sugar content. Non-originating materials may be up to 15% of the ex-works price of the final product.</p> <p>St. Kitts &amp; Nevis has applied the tariff reductions called for in EPA.</p>	
Rules of Origin	No rules of origin for non-preferential purposes. There are rules within CARICOM	
Valuation	Fair market value	
Items needing import license	<p>Import permits and import licenses are required for a range of products. There is an extensive and largely discretionary import licensing regime, as shown in box 3.9 of WTO review.</p> <p>At least some licenses are automatic or 'virtual'.</p>	

<sup>12</sup> Sources: Import requirements: World Bank Doing Business; EPA Rules of Regulation: [https://ec.europa.eu/taxation\\_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp\\_en](https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp_en) ; others: WTO review and [www.export.gov](http://www.export.gov).

Market Regulations		
Packaging	<ul style="list-style-type: none"> <li>▪ Three technical regulations concerning specifically the labelling of food: general principles, pre-packaged foods, and brewery products, developed through CARICOM'S standards process.</li> <li>▪ Labels on all processed food products must be in English and contain the following information: name of the food or product; brand name; ingredients; net contents; name and address of the manufacturer; country of origin; date of marking; batch/lot number/code; and directions for proper use and storage. Pre-packaged processed food products labelled in English in accordance with the laws or standards in force in Canada, the Caribbean Community, the European Union, and the United States are deemed to comply with Belizean labelling standards.</li> <li>▪ Rice must have manufacturing and expiration date</li> </ul>	

SPS	There are draft laws on animal health, plant protection, and food safety and hygiene were prepared but, had not become law in 2016. In 2016, a national food safety policy was being developed.	
Prohibited items	Import prohibitions for the protection of human and animal health, human safety, public morals, and prevention of counterfeit, as shown in box 3.8 of WTO review.	
Standards	<ul style="list-style-type: none"> <li>▪ Belize Bureau of Standards to regulate matters pertaining to weighing and measuring devices used for trade and industry.</li> <li>▪ 10 voluntary standards and 23 technical regulations, mostly in the area of agriculture (Table 3.12)</li> <li>▪ The key sectors are wholesale and retail, manufacturing, agriculture, tourism, electricity and water supply, construction, petroleum, transportation and communication.</li> <li>▪ Member of: Codex, the Pan American Standards Commission (COPANT), and the International Telecommunications Union (ITU).</li> <li>▪ Participates in the International Electrotechnical Commission Affiliate Programme, and as a member of CARICOM, in the Inter-American Metrology System.<sup>29</sup></li> <li>▪ Associate member of the General Conference of the Inter-American Metrology System</li> <li>▪ Member of the International Organization for Standardization (ISO)</li> </ul>	
Import Documentation	<ul style="list-style-type: none"> <li>▪ Bill of lading</li> <li>▪ Application for foreign exchange (XCH form)</li> <li>▪ Commercial invoice</li> <li>▪ Packing list</li> <li>▪ Customs Import Declaration</li> <li>▪ Out of charge note/ cargo release order to</li> </ul>	

	<ul style="list-style-type: none"> <li>exit the port</li> <li>▪ Delivery Order</li> <li>▪ SOLAS certificate</li> </ul>	
Government Procurement	<ul style="list-style-type: none"> <li>▪</li> </ul>	
<b>4.4.2. Services<sup>13</sup></b>		
Government procurement	<ul style="list-style-type: none"> <li>▪ Belize is not a party to the WTO Plurilateral Agreement on Government Procurement.</li> <li>▪ Participants in the tendering procedures must hold a valid business license and must be registered with the Suriname Chamber of Commerce and Industry (KKF). The procedures do not differentiate between domestic and foreign-owned enterprises.</li> <li>▪ EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></li> <li>▪ The DR could be eligible to participate in similar terms as EC countries if Art. 238 of the EPA would be properly applied.</li> </ul>	
Regulatory Requirements	<ul style="list-style-type: none"> <li>▪ Where European businesses can establish a commercial presence, key personnel (business visitors, managers, specialists) and graduate trainees, not available locally, can obtain visas to work in the local company, subject to an economic needs test.</li> <li>▪ No limitations for managerial personnel and technical experts.</li> <li>▪ Requirements to register a company or incorporate locally, in accordance with the relevant national laws.</li> <li>▪ Requirement to obtain a work permit.</li> <li>▪ Eligibility for government funding or</li> </ul>	

<sup>13</sup> Source: EC–CARIFORUM ECONOMIC PARTNERSHIP AGREEMENT SERVICES AND INVESTMENT COMMITMENTS, International Trade Center 2009

	subsidies is limited to nationals, or for services considered in the public interest to citizens or persons resident in the country.	
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## Business Opportunities for DR Firms in Belize

### Goods

In determining opportunities for DR firms in Belize, the consultants have looked both at:

- Opportunities in Belize and general strengths of DR private sector
- Threats in approaching Belize and possible weaknesses of the DR export sector
- Import gap arising from Belize's total imports and from the world and current imports from the DR

**Table 4.9 POTENTIAL DOMINICAN EXPORTS TO BELIZE  
(US\$ 000)**

Subheading	Product Description	Imports from DR 2016	Total Imports 2016	Potential for DR Exports
<b>Subheading</b>	<b>Total Imports</b>	<b>2,443</b>	<b>952,494</b>	
'3105200000	Mineral or chemical fertilisers containing the three fertilising elements nitrogen, phosphorus	1,905	7,623	5,718
'9404290000	Mattresses, fitted with springs or stuffed or internally filled with any material	179	918	739
'3102909000	Mineral or chemical nitrogen fertilisers (excl. urea; ammonium sulphate; ammonium nitrate)	113	901	788
'2203001000	Beer made from malt: Beer	95	6,084	5,989
'3920200000	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	66	153	87
'9403209000	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)	19	1,726	1,707
'2104102000	Soups and broths and preparations thereof: In solid or powder form	14	5,181	5,167

Source: Trademap



**Table SCENARIOS FOR ACTUAL DOMINICAN EXPORT POTENTIAL TO BELIZE (US\$000)**

Based on calculated potential for dR exports, the table below shows the scenarios assuming a 10-20-30% export increase of Dominican exports.

Subheading	Product Description	Potential for DR Exports	10%	20%	30%
	<b>Total imports from Dominican Republic</b>				
'3105200000	Mineral or chemical fertilisers containing the three fertilising elements nitrogen, phosphorus	5.718	572	1.144	1.715
'9404290000	Mattresses, fitted with springs or stuffed or internally filled with any material	739	74	148	222
'3102909000	Mineral or chemical nitrogen fertilisers (excl. urea; ammonium sulphate; ammonium nitrate)	788	79	158	236
'2203001000	Beer made from malt: Beer	5.989	599	1.198	1.797
'3920200000	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	87	9	17	26
'9403209000	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)	1.707	171	341	512
'2104102000	Soups and broths and preparations thereof: In solid or powder form	5.167	517	1.033	1.550

### Opportunities and strengths

Increasing market share of presently exported goods in the most viable product categories. The DR already exports goods to the country and in some viable categories, the DR has a low market share.

### Opportunities based on the country's main industries

According to [www.export.gov](http://www.export.gov), the US export promotion portal set up by US Embassies around the world, the best opportunities for investments and therefore also the opportunity to provide inputs (raw material, intermediate goods, capital goods, etc.) are:

- Tourism
- Business Process Outsourcing. There are 25 call centers with over 3,000 employees
- Agriculture and Agribusiness. The country produces primary goods but there is a need for affordable food.

- Aquaculture (farming of shrimp and tilapia) is also on the rise. The shrimp cluster received financial support from Compete Caribbean which has enabled its members to become internationally certified

### **Opportunities based on non-branded commodities, not produced in CARICOM**

For commodities other than those included in the DR-CARICOM Exclusion Lists, the tariffs are low, varying from 0 to 20% as most commodities are not produced in the country or the CARICOM. Some examples:

- Foods
- Construction materials (cement, iron bars, wood, etc.)

### **Threats and weaknesses**

The threats and weaknesses facing DR firms when exporting to the country fall into one or several of the following categories.

#### **1. Volume**

The country is the smallest market in Central America with no more than 5% of the total population of the DR. Given the barriers with regard to language, special import regime, transportation, existing preferences, among others, the market might not be interesting for some DR exporters.

#### **1. Strength of competing non-CARICOM countries, their firms, or the distributor**

An importing distributor may have a long and important relationship with a supplier in another trading partner country. Consequently, the supplier and shippers are respectively able to provide relatively high volume and shipping discounts. There may also be relatively more shipping options with an established trading partner.

#### **2. Preferences**

The US is a large trading partner, but Belize seems to have more varied import suppliers than some other CARICOM countries. Included in these are Spanish speaking suppliers. That may prove a positive factor for the DR.

#### **3. Distance**

At almost 2,000 km from the DR, Belize is relatively far from the DR.

#### **4. Tariffs**

Tariffs are especially high for those imported goods that would compete with goods produced in CARICOM. Included herein are several agricultural goods and goods produced thereof, including fruits and vegetables, and large crops such as banana and sugar, as well as rum and tobacco products.

To mitigate the challenges related to ‘small market size’, distance and shipment, the exporter may choose to attempt to sell his product in all of the OECS or CARICOM, using one or more countries as a hub, even if the product does not present the biggest opportunity in some of the islands. Once the exporter has made the investment to develop business in CARICOM, it may as well maximize the opportunity in all of CARICOM. Furthermore, there may be more shipping options, also for smaller volumes, between the islands than directly from the DR. In the case of Belize, the hub may be Trinidad & Tobago or Barbados.

To generate leads the following may be options:

- for goods, the Belize Chamber of Commerce
- for government procurement, the consulate of Belize in the DR or DR consulate in Belize
- for opportunities related to tourism, the hospitality association in the country
- for opportunities related to agriculture, the agriculture guide
- for opportunities for small exporters and importers, the internet is a good option, provided the conversation is held in English

## Services

### Opportunities

#### Opportunities arising from Carib-Export focus areas

- The health and wellness industry in several islands, including medical tourism and ecotourism.
- Business process outsourcing
- Professional services
- Creative services (fashion, music, design)

**Leads** can be obtained from the Belize Coalition of Service Providers, the Belize Chamber of Commerce, the Belize Tourism Association, and websites of the government and regional institutes (see Appendices).

#### Opportunities arising from EU-CARIFORUM EPA

- The ITC report on EU-CARIFORUM EPA Commitments outlines the opportunities for EU services in the Caribbean.<sup>14</sup> These opportunities are also valid for DR firms.

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<sup>14</sup>[http://c-nsc.org/download/trade\\_in\\_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf](http://c-nsc.org/download/trade_in_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf)

### Opportunities arising from other circumstances

- Professional services and/or capacity building in the areas of tourism, agriculture, agroprocessing and aquaculture are good opportunities.

## OTHER USEFUL INFORMATION

### Main Ports and Airports

Sea ports	<ul style="list-style-type: none"> <li>• Port of Belize Limited</li> <li>• Port of Big Creek</li> <li>• Belize Sugar Industries</li> <li>• Commerce Bight Port</li> </ul>
Airports	<ul style="list-style-type: none"> <li>• Philip S. W. Goldson International Airport</li> </ul>
Website	<a href="http://www.portauthority.bz/index.php?section=3">http://www.portauthority.bz/index.php?section=3</a> <a href="http://www.pgiabelize.com/">http://www.pgiabelize.com/</a> <a href="http://portofbelize.com/">http://portofbelize.com/</a>

### Distribution Channels

In Belize, there are two main distribution channels:

- ✓ Importer/agent/distributor which then sells to retail
- ✓ Importer/agent/distributor which is also a retailer. This is generally the case for:
  - large grocery, hardware stores and electronics, appliance, computer stores, etc.
  - very small retailers which order and sell small quantities of items with a low ticket price, sometimes advertised via social media
  - specialty stores, which sell niche products

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications, and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a 'business card'.

### Belize Coalition of Service Providers ([www.bcsp.org.bz](http://www.bcsp.org.bz))

The Mission of the BCSP is to support the development of a globally competitive services sector. Its core objectives are:

- Advocacy and lobbying;
- Attention to services standards;

- Advocacy for new regulatory framework for the sectors
- Education of members

Its professional members are:

- Association of Contracting Professionals
- Association of ICT Professionals
- Association of Professional Architects
- Association of Professional Engineers
- Association of Real Estate Brokers Belize
- Belize Spa & Wellness Association
- Belize Medical Tourism Association

#### **4.5.4 Notable Trade Fairs**

- Betex – Belize Tourism Expo [www.betex.bz](http://www.betex.bz), organized by the Belize Tourism Industry Association
- Belize National Agriculture and Trade Show [www.belizehub.com](http://www.belizehub.com), a grand event, has been held every April in Belmopan since 1970, in an area covering 60 acres.

#### 4.1. DISTRIBUTORS

COMPANY	ACTIVITY
<b>Bel-Car Export &amp; Import Co Ltd</b> Route 20 East Spanish Lookout, Belize Phone: 501 823 0318 <a href="http://www.belcar.bz/">http://www.belcar.bz/</a>	Specializes in Cleaning, Packaging and Exporting Light Red Kidney Beans & Black eye Beans, Producing & Exporting Cornmeal, Corn Grits, Hominy Corn and other Grains.
<b>German Vega &amp; Sons Ltd</b> 5 San Antonio Rd Orange Walk Town, Belize Phone: 501 322 3625 Santa Lucia St Orange Walk Town, Belize Phone: 501 322 2672 <a href="mailto:germanvega@btl.net">germanvega@btl.net</a> On Facebook	n/a
<b>Grace Kennedy Belize Ltd</b> 2 1/2 Philip Goldson Hwy Belize City, Belize Phone: 501 223 0573 <a href="https://www.gracekennedybelize.com/">https://www.gracekennedybelize.com/</a>	Is considered to be the third largest food importer/distributor in Belize, involved in the import and distribution of a wide range of food and non-food grocery items throughout the country of Belize. Majority of the products imported are under the "Grace" brand. Other Grace Owned brands
<b>James Brodie &amp; Co. Ltd</b> Regent St Belize City, Belize Phone: 502 227 7070 E-Mail: <a href="https://www.findyello.com/belize/James-Brodie-Co-Ltd/profile/Regent-St-Belize">https://www.findyello.com/belize/James-Brodie-Co-Ltd/profile/Regent-St-Belize</a>	Super Markets, Hardware & Appliance, Veterinary, Department Stores, Agrochemicals, Pharmacies and Duty Free Service.
<b>Caribbean Premier Products Toucan Industries Ltd</b> Contact: Kahlil Salazar Address: 963 Forest Drive, Belmopan Tel: 822-2200 <a href="mailto:kahlil.salazar@gmail.com">kahlil.salazar@gmail.com</a> <a href="http://www.cooldelight.com/distributors/">http://www.cooldelight.com/distributors/</a>	Manufacturers, distributors of mostly beverages

## 4.2 CONSULATES, TOURISM ASSOCIATIONS, SERVICE COALITIONS, CHAMBERS OF COMMERCE

<p><b><u>Ministry of Economic Development, Petroleum, Investment, Trade and Commerce</u></b> Hon. Erwin Contreras, Minister Hon. Tracy Taegar-Panton, Minister of State in Investment, Trade and Commerce Ground Floor, Right Wing, Sir Edney Cain Building Belmopan City Tel: +(501)-822-2526 / 822-2527 / 822-1495 Fax: +(501)-822-3673 E-mail: <a href="mailto:econdev@btl.net">econdev@btl.net</a></p>	<p><b>Belize Custom and Excise</b> Comptroller of Customs – Mr. Gregory Gibson Customs House, Port Loyola P.O.Box 146, Belize City E-mail: <a href="mailto:cusnet@btl.net">cusnet@btl.net</a> Tel: +(501)-223-7092 / 223-7093/ 223-7139 223-7014/ 223-7405/ 223-7015 Fax: +(501)-223-7091 Website: <a href="http://www.customs.gov.bz">www.customs.gov.bz</a></p>
<p><b>Belize Bureau of Standards</b> Power Lane, Ministry of Works Compound P.O. Box 430 City of Belmopan Cayo Phone Number: 501-822-0446 Fax Number: 501-822-2571 <a href="http://www.bbs.gov.bz/index.php/bbs-contact-us">http://www.bbs.gov.bz/index.php/bbs- contact-us</a></p>	<p><b>Belize Chamber of Commerce and Industry</b> P.O. Box 291 4792 Coney Drive First Floor, Withfield Tower Belize City, Belize Tel: +501-223-5330 Fax: +501-223-5333 Email: <a href="mailto:bcci@belize.org">bcci@belize.org</a> Website: <a href="http://www.belize.org">http://www.belize.org</a></p>
<p><b>Belize Coalition of Service Providers</b> 5620 Lizarraga Avenue King's Park Area Belize City Belize P: + (501) 223-4785 Email: <a href="mailto:info@bcsp.org.bz">info@bcsp.org.bz</a> <a href="http://www.bcsp.org.bz">www.bcsp.org.bz</a></p>	<p><a href="http://www.customs.gov.bz/Tariffs.html">http://www.customs.gov.bz/Tariffs.html</a></p>
<p><b>Belize Hotel Association</b> #13 Cork Street Belize City, Belize <a href="mailto:marketing@belizehotels.org">marketing@belizehotels.org</a> +501-223-0669 <a href="http://www.belizehotels.org/">http://www.belizehotels.org/</a> Facebook page</p>	<p><b>Belize Embassy in Santo Domingo, D.R.</b> Carretera La Isabela, Calle Proyecto 3, No.1, Arroyo Manzano Santo Domingo Mr R. Eduardo Lama S. Honorary Consul <a href="mailto:embassy@embelize.org">embassy@embelize.org</a> (+1809)567-7146</p>

**Table 4.10 BELIZE MAJOR IMPORTS RELEVANT TO DR  
(US\$ 000)**

Subheading	Product label	2012	2013	2014	2015	2016
'2402200000	Cigarettes, containing tobacco	3 915	4 764	54 571	51 996	47 771
'2523291000	Portland cement (excl. white, whether or not artificially coloured) : Building cement (grey)	11 288	13 334	12 484	11 148	11 416
'2106909000	Food supplements containing vitamins put up in packages for retail sale	5 327	8	7 945	8 504	9 902
'7214209000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	8 913	8 508	7 461	8 432	8 815
'3105200000	Mineral or chemical fertilisers containing the three fertilising elements nitrogen, phosphorus	7 784	6 813	5 991	6 635	7 623
'1517901000	Edible mixtures or preparations of animal or vegetable fats or oils	2 745	3 396	3 840	5 233	5 531
'2309909000	Preparations of a kind used in animal feeding (excl. dog or cat food put up for retail sale)	806	1 116	19 226	12 078	5 514
'6108220000	Women's or girls' briefs and panties of man-made fibres, knitted or crocheted	5	2	1 261	3 498	5 376
'4819100000	Cartons, boxes and cases, of corrugated paper or paperboard	6 448	6 499	9 951	9 380	5 228
'2104102000	Soups and broths and preparations therefor : In solid or powder form	1 896	3 234	3 028	3 693	5 181
'3923301000	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	3 515	3 914	4 005	4 732	4 724
'6402991000	Footwear with outer soles and uppers of rubber or plastics	979	1 027	5 797	4 316	4 445
'3402203000	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	3 088	3 377	3 485	3 618	3 959
'7308900000	Structures and parts of structures, of iron or steel, n.e.s. (excl. bridges and bridge-sections)	1 405	1 566	6 796	6 189	3 910
'6203422000	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton	316	368	3 025	4 320	3 797



'7010901000	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	2 139	3 332	2 889	3 570	3 074
'6402910000	Footwear covering the ankle, with outer soles and uppers of rubber or plastics	6	6	2 144	1 987	2 869
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce)	2 035	1 948	2 386	2 189	2 642
'3923290000	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	2 635	1 922	2 233	2 117	2 415
'6109901000	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excl. cotton) ...	547	-	1 496	1 065	2 396
'3926909000	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s : Other	1 906	1 287	2 170	2 051	2 358
'1517100000	Margarine (excl. liquid)	1 529	1 540	1 829	2 083	2 354
'0901210000	Roasted coffee (excl. decaffeinated)	241	357	598	1 803	2 278
'1905909000	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	1 687	1 814	2 064	2 109	2 277
'2208900000	Tonic and flavoured preparations used as food supplements	-	-	1 540	1 649	2 245
'2309903000	Concentrated complete poultry feed	-	-	2 364	2 045	2 240
'6908901000	Glazed ceramic flags and paving, hearth or wall tiles (excl. of siliceous fossil meals or similar)	1 134	1 947	2 183	2 209	2 235
'6204621000	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton	223	164	2 433	2 877	2 183
'9018390000	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary	198	508	774	1 324	2 055
'2710191600	Bunker C fuel oil	-	-	348	775	2 053
'3105900000	Mineral or chemical fertilisers containing the two fertilising elements nitrogen and potassium	3 712	4 225	3 268	2 144	2 008
'9403100000	Metal furniture for offices (excl. seats)	345	339	511	2 021	2 001
'6205200000	Men's or boys' shirts of cotton (excl. knitted or crocheted, nightshirts)	401	349	1 731	1 895	1 894
'1905310000	Sweet biscuits	1 956	1 768	2 230	1 883	1 824

'6203421000	Men"s or boys" trousers, bib and brace overalls, breeches and shorts, of cotton	73	68	1 160	1 520	1 778
'9403209000	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)	886	914	1 204	1 743	1 726
'7113191000	Articles of jewellery and parts thereof, of precious metal other than silver, whether or not ...	1 178	6 309	2 198	2 782	1 644
'0402991000	Milk and cream, concentrated and sweetened (excl. in solid forms) : Condensed milk	1 843	1 627	1 985	1 710	1 637
'2401200000	Tobacco, partly or wholly stemmed or stripped, otherwise unmanufactured	-	19	34	25	1 628
'7615108000	Other table, kitchen or household articles	-	-	656	1 048	1 619
'3917290000	Rigid tubes, pipes and hoses, of plastics (excl. tubes of polymers of ethylene, propylene)	1 526	1 478	2 839	3 514	1 589
'2202101000	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	243	177	693	529	1 537
'6212100000	Brassieres of all types of textile materials, whether or not elasticated, incl. knitted	50	51	1 940	2 702	1 521
'3004209000	Medicaments containing antibiotics, put up in measured doses incl. those in the form of transdermal	756	1 041	794	986	1 517

Source: Trademap

## 5. DOMINICA COUNTRY PROFILE

### 5.1 GENERAL DESCRIPTION AND KEY SOCIO-ECONOMIC INDICATORS

The figure below provides an overview of the key indicators for Dominica.

**Table 5.1. DOMINICA KEY INDICATORS**

Population (1000s)	73
GDP/capita	7,144
Human Development Index	96 high
Currency to USD	EC\$ 2.70, fixed
USA as trading partner	31%
Services	n/a
Agriculture	<b>16%</b>
Manufacturing	2%
Distance to DR (in km)	1,000 SW
WB Doing Business Rank 2018	98
WEF Global Competitiveness Rank	n/a

### General Trade Overview and Trends

#### Trade Balance Goods and Services

The Figures below provide an overview of trade of the country with the world. The country has a negative trade balance in goods, as is the case with many small islands in the Caribbean. They islands are mainly service based.

**Table 5.2. DOMINICA TRADE BALANCE (US\$ 000)**

	2012	2013	2014	2015	2016
Exports	37.013	48.013	97.933	90.880	53.587
Imports	211.868	206.810	261.509	220.426	199.386
Total Trade	248.881	254.823	359.442	311.306	252.973
<b>Trade Balance</b>	<b>-174.855</b>	<b>-158.797</b>	<b>-163.576</b>	<b>-129.546</b>	<b>-145.799</b>

Source: Trademap

The main imports of Dominica are as follows. The list is headed by all types of machinery and vehicles. Of the OECS, Dominica is the island that produces the most horticultural products, also for export.

**Table 5.3. MAIN IMPORTS OF DOMINICA**  
(US\$ 000)

Dominica Imports in USD 1000	2012	2013	2014	2015	2016
<b>Total imports</b>	<b>211,868</b>	<b>206,810</b>	<b>261,395</b>	<b>220,332</b>	<b>194,521</b>
Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	13,131	17,827	18,169	14,785	19,220
Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	12,627	9,536	25,872	16,156	17,727
Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	8,627	7,834	11,933	11,932	16,505
Plastics and articles thereof	5,609	5,556	16,858	15,027	12,507
Commodities not elsewhere specified	0	0	19,085	18,940	12,382
Ships, boats and floating structures	1,268	154	849	808	7,816
Articles of iron or steel	4,680	3,570	4,187	12,107	7,598
Meat and edible meat offal	6,715	6,818	7,815	6,652	6,322
Dairy produce; birds' eggs; natural honey; edible products of animal origin	5,518	5,256	3,247	3,844	6,263
Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical	3,672	3,529	4,775	5,011	4,977

Source: Trademap

## Services

As noted before, and similar to the other OECS islands, Dominica has a positive balance with regard to services.

**Table 5.4. DOMINICA SERVICE IMPORTS**  
(US\$ 000)

Dominica Service Imports in USD 1000	2012	2013	2014	2015	2016
All Services	67,608	70,434	95,681	93,141	98,490
Transport	29,359	30,474	33,302	30,830	33,410
Telecom and ITC services	3,286	3,459	19,395	19,018	19,916
Other business services	11,758	12,377	16,958	16,629	17,413
Travel	12,425	13,079	13,602	14,146	14,712
Insurance and pension services	6,698	7,012	7,664	7,334	7,939
Government services nes	2,746	2,862	2,899	2,881	2,969
Construction	742	577	1,267	1,709	1,538
Charges related to intellectual property	594	594	594	594	594

**Table 5.5. DOMINICA SERVICE EXPORTS**

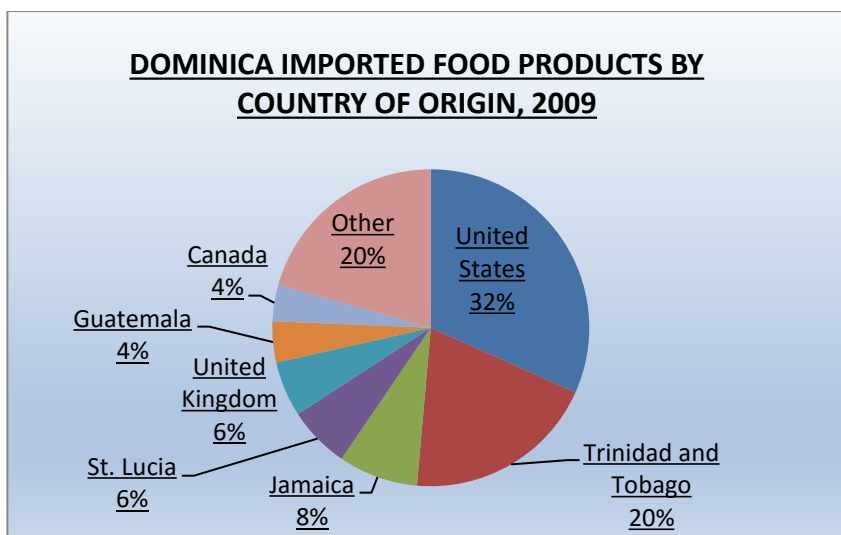
Dominica Service Exports in USD 1000	2012	2013	2014	2015	2016
<b>All Services</b>	<b>121,671</b>	<b>128,615</b>	<b>146,758</b>	<b>147,421</b>	<b>152,138</b>
Travel	76,127	81,969	101,636	101,958	105,631
Telecom and ITC services	15,431	15,588	15,803	15,724	16,101
Government services nes	13,467	13,613	13,751	13,891	14,033
Other business services	10,797	11,365	11,522	11,496	11,786
Insurance and pension services	2,797	2,991	3,040	3,332	3,552
Transport	3,051	3,089	1,005	1,019	1,034
Repair and maintenance services nes	1	1	1	1	1

### Trade partners

The overall list of Dominica's largest trade partners is not available. Below, we show the largest trade partners for a few product categories that are relevant for the DR.

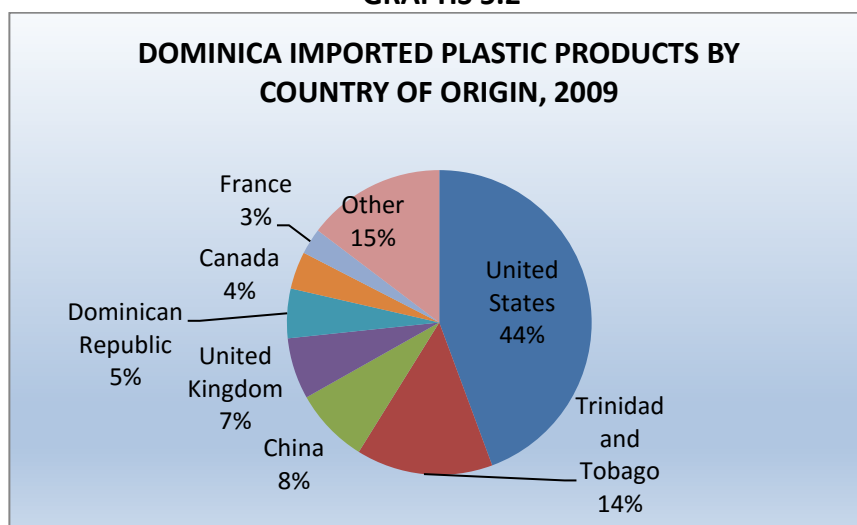
For food products, the USA is the largest supplier, followed by Trinidad & Tobago. Noted is that CARICOM countries, which have a common internal tariff, make up at least 34% of exports of food products to Dominica.

**GRAPHS 5.1**



The country imports most of its plastic products from the USA. The second largest supplier is Trinidad & Tobago. The DR has a 5% share, which it should be able to improve.

GRAPHS 5.2



With regard to textiles, the country imports more than half of its needs from the USA. China and the free zones in Panama are also important suppliers.

### Trade with the Dominican Republic

The DR maintains a positive trade balance with Dominica. While all the figures are not available, it seems that ironworks, plastics and fertilizers are some of the main DR exports. It is noted that Dominica is known as the ‘breadbasket’ for the Northern Caribbean islands. It supplies much of the horticultural needs, also for tourists. In 2017 Dominica was devastated by the hurricane. On the one side this leaves room for the DR to replace what it used to provide. On the other hand, it means that there is opportunity for more sales related to recovery and rebuilding, while there is less room for the sale of agricultural inputs.

**Table 5.6. DOMINICA TRADE BALANCE WITH THE DOMINICAN REPUBLIC (US\$ 000)**

	2013	2014	2015
Exports	83	514	698
Imports	3 464	3 235	3 583
Total Trade	3 547	3 749	4 281
<b>Trade Balance</b>	<b>-3 381</b>	<b>-2 721</b>	<b>-2 885</b>

Source: Trademap

**Table 5.7. DOMINICA MAJOR IMPORTS FROM DOMINICAN REPUBLIC  
(US\$ 000)**

Subheading	Product Description	2011	2012	2013	2014	2015
'72141000	Bars and rods, of iron or non-alloy steel, not further worked than forged	29	1226	801	571	552
'72142000	Bars & rods of iron containing indentations, ribs, groves or other deformation	2302	587	763	1127	391
'31056000	Mineral or chemical fertilisers containing the two fertilising elements phosphorus and potassium	522	539	664	522	357
'39241090	Other Tableware and kitchenware	57	74	120	172	213
'25232900	Building cement (grey)	822	495	258	294	163
'39075000	Alkyd resins	203	130	107	156	138
'27101279	Light oil and preparations, of petroleum or bituminouse mineral	0	0	0	33	111
'73142000	Other grill, netting & fencing, welded at the intersection	0	22	125	119	70

Source: Trademap

## Import Requirements

### Goods

HS Tariff and Product Description	See DR-CARICOM FTA and CET schedule	
Taxes		
Sales Tax/VA	15%; zero for basic food products	
Customs Service Charge	3%, exemptions apply	
Excise Tax	0-28% See Table 3.3. in WTO review	
Environmental Levy	On imported goods, not domestically produced 1.5% on plastics, metals, paperboard, glass, wood; 1% on all others; EC\$ 10-20 on used tires, appliances, batteries	
EPA	EUR 1 certificate needed. Bilateral and diagonal cumulation can currently be applied. Cumulation with neighbouring developing countries is not automatically allowed. Time limited exclusions from cumulation for rice, sugar and products with high sugar content. Non-originating materials may be up to 15% of the ex-works price of the final product.  Dominica has applied the tariff reductions called for in EPA	
	EC firms are eligible to procure in CARIFORUM Supplies and services larger than SDR 155,000 and works larger than SDR 6,500,000 <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a>	
Rules of Origin	No rules of origin for non-preferential purposes. There are rules within CARICOM	
Valuation	CIF	



Items needing import license	Several; Table 3.4 in WTO review	
Market Regulations		
Phytosanitary	Live animals Meat of animals, poultry or bird carcasses and parts thereof Plants, vegetables, fruit and plant products	
Prohibited items	Table 3.4 of the WTO review gives a full list of products that are prohibited, restricted or that need an important license. These include live animals, certain pesticides	
Standards	Dominica Bureau of Standards  The DBOS promotes the general adoption and implementation of technical regulations and standards, establishes or designates testing facilities or laboratories, and provides for the examination and testing of goods. The Bureau is also in charge of certifying that goods, services, processes, and practices conform with national, regional or international technical regulations and standards, and of declaring standards and keeping them under review. The DBOS may also provide advice to manufacturers on quality control.	
Import Documentation	<ul style="list-style-type: none"> <li>▪ Bill of lading</li> <li>▪ Commercial invoice</li> <li>▪ Customs import declaration</li> <li>▪ Value declaration form</li> <li>▪ Packing list</li> <li>▪ Insurance certificate</li> <li>▪ Import certificate</li> <li>▪ Certificate of origin</li> <li>▪ Technical standards certificate</li> <li>▪ SOLAS certificate</li> </ul>	

Import Documentation	<p>Where applicable</p> <ul style="list-style-type: none"> <li>▪ import licence and/or permit,</li> <li>▪ certificate of origin,</li> <li>▪ veterinary or health certificate.</li> </ul>	
Government Procurement	<p>ANB is not a party to the WTO Plurilateral Agreement on Government Procurement</p> <ul style="list-style-type: none"> <li>▪ Procurement Act passed</li> <li>▪ The Act prescribes the open competitive bidding procedure as the principal method of procurement. At least five suppliers must be solicited. The procurement may be restricted to domestic bidders if specified in the invitation to bid, or published in advance.</li> <li>▪ A domestic or local margin of preference not exceeding 20% of the value of the proposed contract may be granted in the evaluation of bids when comparing bids from domestic bidders with those from international bidders, or for domestic suppliers offering goods manufactured locally. This preference margin must be mentioned in the bidding documents.</li> <li>▪ Contracts must be awarded to the lowest bid that meets the qualification criteria.</li> <li>▪ The procuring entity must notify unsuccessful bidders of the outcome of the process and the price of the contract.</li> <li>▪ Unsuccessful bidders may challenge the results</li> <li>▪ EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million</li> </ul> <p><a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></p>	

<b>1.4.2. Services</b>		
EPA Commitments		
Regulatory Requirements	<ul style="list-style-type: none"> <li>▪ Where European businesses can establish a commercial presence, key personnel (business visitors, managers, specialists) and graduate trainees, not available locally, can obtain visas to work in the local company, subject to an economic needs test. No limitations for managerial personnel and technical experts.</li> <li>▪ Requirements to register a company or incorporate locally, in accordance with the relevant national laws.</li> <li>▪ Licensing requirements to hold land.</li> <li>▪ Small business service investments may be reserved for nationals.</li> <li>▪ Requirement to obtain a work permit.</li> <li>▪ Eligibility for government funding or subsidies is limited to nationals, or for services considered in the public interest to citizens or persons resident in the country.</li> </ul>	

## Business Opportunities for DR Firms in Dominica

### Goods

In determining opportunities for DR firms in Dominica, the consultants have looked both at:

- Opportunities in Dominica and general strengths of DR private sector
- Threats in approaching Dominica and possible weaknesses of the DR export sector

### Opportunities and strengths

- Increasing market share of presently exported goods in the most viable product categories

- The DR already exports goods to the country. In some viable categories, the DR has a low market share. The related paragraph will highlight the potential to increase market share and sales.

**Table --- EXPORT POTENTIAL FOR DOMINICAN PRODUCTS IN DOMINICA  
(US\$ 000)**

Subheading	Product Description	Imports from DR 2015	Dominica Total Imports 2015	DR Export Potential
'72142000	Bars & rods of iron containing indentations, ribs, groves or other deformation	391	555	164
'31056000	Mineral or chemical fertilisers containing the two fertilising elements phosphorus and potassium	357	401	44
'39241090	Other tableware and kitchenware	213	535	322
'25232900	Building cement (grey)	163	311	148
'27101279	Light oil and preparations, of petroleum or bituminous mineral	111	474	363
'73142000	Other grill, netting & fencing, welded at the intersection	70	82	12

Source: Trademap

Below, the possible scenarios calculated on the basis of Dominican export potential.

**Table --- POTENTIAL SCENARIOS FOR ACTUAL DOMINICAN EXPORT TO DOMINICA  
(US\$ 000)**

Subheading	Product Description	DR Export Potential	10%	20%	30%
'72142000	Bars & rods of iron containing indentations, ribs, groves or other deformation	164	16	33	49
'31056000	Mineral or chemical fertilisers containing the two fertilising elements phosphorus and potassium	44	4	9	13
'39241090	Other tableware and kitchenware	322	32	64	97
'25232900	Building cement (grey)	148	15	30	44
'27101279	Light oil and preparations, of petroleum or bituminous mineral	363	36	73	109

Source: Trademap

**Table 5.9 POTENTIAL FOR DOMINICAN EXPORTS TO DOMINICA**  
(US\$ 000)

Dominica Imports in USD 1000	2015	2015 DR Exports	100% Potential	10%	20%	30%
<b>All products</b>	<b>220,332</b>					
Plastics and articles thereof	15,027	536	14,491	1,449	2,898	4,347
Mineral fuels, mineral oils and products of their distillation; bituminous substances	9,619	225	9,394	939	1,879	2,818
Iron and steel	2,870	95	2,775	278	555	833
Preparations of vegetables, fruit, nuts or other parts of plants	2,165	86	2,079	208	416	624
Preparations of cereals, flour, starch or milk; pastrycooks' products	3,438	20	3,418	342	684	1,025
Organic chemicals	936	11	925	93	185	278
Products of the milling industry; malt; starches; inulin; wheat gluten	2,196	0	2,196	220	439	659

### Opportunities based on consumption.

The tariff for non-competing consumption goods imported into the country is around 20%. These goods are mostly goods that are not produced within CARICOM at high volumes.<sup>15</sup> Therefore, most of the goods are imported from a variety of countries. According to the ECCB 76% of GDP is spend on household consumption in the proportions shown in figure below.

**Table 5.10. BUSINESS OPPORTUNITIES BASED ON CONSUMPTION**

	%
<b>All items</b>	<b>100.00</b>
Food & Non-Alcoholic Beverages	18.08
Alcoholic Beverages, Tobacco & Narcotics	0.77
Clothing & Footwear	5.08
Housing, Utilities, Gas & Fuels	30.62
Household Furnishings, Supplies & Maintenance	5.23
Health	3.36
Transport	20.11
Communication	3.95
Recreation & Culture	3.74
Education	1.33
Hotels & Restaurants	2.88
Miscellaneous	4.85

<sup>15</sup> For these goods CARICOM producers can satisfy less than 75% of total CARICOM market demand

## Opportunities based on the country's main industries

As noted in Chapter 1 above, the share for services in the Dominica economy is not readily available. According to the ECCB, in 2016, Dominica had 366,000 tourist arrivals, with a total expenditure of USD 360million.

The opportunities would include:

- Furniture and fixtures for hotels, restaurants
- Supplies (towels, linen, cleaning agents, utensils, pots, dishware)

## Opportunities based on non-branded commodities, not produced in CARICOM.

For commodities the tariffs are low, varying from 0 to 20% because most commodities are not produced in the country or the CARICOM. Some examples:

- Foods
- Construction materials (cement, iron bars, wood, etc.)

## Opportunities based on inputs for other sectors.

The tariffs for raw materials, intermediate and capital goods are low, varying from 0-10%. In addition, in Dominica agriculture accounts for a relatively high contribution to GDP, around 16%. These might include inputs for:

- Construction
- Installations, repair and maintenance
- Agriculture (fertilizers, soils, and soil amendments, pesticides, irrigation systems)

## Threats and weaknesses

The threats and weaknesses facing DR firms when exporting to the country fall into one or several of the following categories.

### 1. Volume

The country is a small market with no more than 1% of the total population of the DR. Given the barriers with regard to language, special import regime, transportation, existing preferences, etc., the market might not be interesting for some DR exporters.

## 2. Preferences

The US is the biggest trading partner, accounting for an estimated 35-45% of imports. The market may have a marked preference, especially for U.S. consumer goods.

## 3. Distance

At 1,000 km from the DR, Dominica is about mid-way in proximity to the DR. Countries in the Northern Caribbean and Jamaica are closer.

### Strategies

**To mitigate the challenges related to ‘small market size’, distance and shipment, the exporter may choose to attempt to sell his product in all of the OECS or CARICOM, using one or more countries as a hub.** In the case of Dominica, the hub may be Trinidad & Tobago or Barbados.

**To Generate leads the following may be options:**

- for government procurement, the consulates of these islands in the DR or DR consulates there
- for opportunities related to tourism, the hospitality association in the country
- for opportunities related to agriculture, the agriculture guide
- for opportunities for small exporters and importers, the internet is a good option, provided the conversation is held in English

**To mitigate the challenge of tariffs (CET),** one may consult the ‘suspensions list’<sup>16</sup> published periodically by COTED, the Counsel for Trade and Economic Development of the CARICOM. It is noted that the tariffs were established many years ago and not fundamentally revised, while some countries have stopped or reduced the production of certain goods that are on the competing products list (with the highest tariff of 40-45%). When there are shortages for CARICOM-produced goods, the country in which the shortage occurs may ask for a suspension of the tariffs.

Only a few products have CET of 40% today. Most consumer goods have tariffs of 20%, while raw materials and inputs for intermediate goods have tariffs between 0 and 15%. All these goods are imported but do not compete with CARICOM produced goods. CARICOM would have no reason to prefer one originating country over another. DR products would have to compete with products from the USA, India and China, which are the main trading partner. The competition would be in terms of price (and volume discounts), shipping rates, shipping frequency and options.

<sup>16</sup> <http://caricom.org/media-center/communications/press-releases/tariff-suspensions-approved-by-coted/>

## Services

### Opportunities

#### 1. Opportunities arising from sector-specific commitments.<sup>17</sup>

Dominica made services commitments in the EPA which would present opportunities for DR firms. Financial services are highly regulated, and no commitments were made in professional computer, research, hospital and maritime services but sectors such as courier, telecommunications, tourism, hotels, travel agencies, tour guides, recreational, sporting and entertainment services.

#### Opportunities based on the country's main industries

The share for services in the Dominica economy is not readily available. According to the ECCB, in 2016, Dominica had 366,000 tourist arrivals, with a total expenditure of US\$ 360million. The opportunities would include:

- Capacity building for hotel and restaurant workers and management
- Parts for restaurant, hotel and car rental equipment
- Professional services with regard to e.g. energy and waste management
- Entertainment, arts, crafts, fashion items for tourists
- Yachting/sailing/motor boats: sales, repair, maintenance, shipchandling, etc.

#### Opportunities arising from EU-CARIFORUM EPA

- The ITC report on EU-CARIFORUM EPA Commitments outlines the opportunities for EU services in the Caribbean.<sup>18</sup> These opportunities are also valid for DR firms.
- 

**Leads** can be obtained from the Coalition of Services, the Tourism Association, and websites of the government and regional institutes (see Appendices).

#### Opportunities arising from other circumstances

With a population of 180,000. Dominica has the **standard shortage of qualified human talent** that many SIDS have, especially in highly specialized areas.

**Leads** can be obtained from the Dominica Chamber of Commerce, Dominica Coalition of Services and the Tourism Association (see tables below).

<sup>17</sup> Part of

<sup>18</sup> [http://c-nsc.org/download/trade\\_in\\_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf](http://c-nsc.org/download/trade_in_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf)



## OTHER USEFUL INFORMATION

### Main Ports and Airports

Sea ports	<ul style="list-style-type: none"> <li>• Roseau Cruise Ship Berth</li> <li>• Cabrits Cruise Ship Berth</li> <li>• Roseau Ferry Terminal</li> <li>• Woodbridge Bay Port</li> </ul>
Airports	<ul style="list-style-type: none"> <li>• Douglas Charles Airport</li> <li>• Canefield Airport</li> </ul>
Website	<a href="http://www.investdominica.com/country-profile-of-the-commonwealth-of-dominica/ports-of-entry/">http://www.investdominica.com/country-profile-of-the-commonwealth-of-dominica/ports-of-entry/</a>

### Distribution Channels

In Dominica, there are two main distribution channels:

- Importer/agent/distributor which then sells to retail
- Importer/agent/distributor which is also a retailer. This is generally the case for:
  - large grocery, hardware stores and electronics, appliance, computer stores, etc.
  - very small retailers which order and sell small quantities of items with a low ticket price, sometimes advertised via social media
  - specialty stores, which sell niche products

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications, and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a 'business card'.

### Dominica Coalition of Service Industries ([www.dominicacoalition.org](http://www.dominicacoalition.org))

The coalition was founded in 2009 and has as goal to 'serve as the focal point for the national service sector and function fundamentally as a lobbying institution with the aim of providing CARICOM governments and negotiators with general and sectoral positions as it relates to trade in services'.

It has 10 professional members, as follows:

1. Audiovisual Association of Dominica
2. Association of Music Professionals
3. Builders & Contractors Association of Dominica

4. Dominica Arts & Crafts Producers Association
5. Dominica Association of Information Technology Professionals
6. Dominica Association of Professional Engineers
7. Dominica Nurses Association
8. Dominica Society of Architects
9. Dominica Spa, Health & Wellness Association
10. Institute of Chartered Accountants

### 5.1. DISTRIBUTORS

COMPANY	ACTIVITY
<p>O.D Brisbane &amp; Sons - Dominica Canefield, Box 2, Roseau Dominica Phone: (767) 448-2087 E.mail: <a href="mailto:odbrislane@cwdom.dm">odbrislane@cwdom.dm</a>  On Facebook</p>	<p>Retailers. Food stuff, cleaning products, toiletries, Plastifar styrofoam containers, cups, bowls, canned goods, Pinehill Juices &amp; Milks, Plastic Bags, Paper Bags, Turbo Drink, Bop Insecticide, Beep Air Freshener, Laundry Detergent, Liquor, Soft Drinks, Weighed Goods, Ice Cream Cones, Cosmetics, Dog Food, Margarine, Teas, Oil</p>
<p><b>Green's Wholesale Co. Ltd.</b> Hanover St. Roseau, Dominica Phone: (1-767) 448-3158 Fax: (1-767) 448-6971 E-Mail: <a href="http://amerpages.com/eng/dominica/items/view/796/green-s-wholesale-co-ltd">http://amerpages.com/eng/dominica/items/view/796/green-s-wholesale-co-ltd</a></p>	<p>Distributors</p>
<p><b>The Hara Agencies Ltd</b> 90 King George V St Box 452 Roseau Dominica Phone: 1-767-449-8265 / 1-767-448-3600 <a href="http://amerpages.com/eng/dominica/items/view/795/hara-agencies-ltd-the-0">http://amerpages.com/eng/dominica/items/view/795/hara-agencies-ltd-the-0</a></p>	<p>Distributors</p>
<p><b>S F Trading</b> 55 Corke St. Roseau, Dominica Phone: 1 (767) 448-3700 <a href="http://amerpages.com/eng/dominica/items/view/789/s-f-trading-0">http://amerpages.com/eng/dominica/items/view/789/s-f-trading-0</a></p>	<p>Distributors</p>
<p><b>Shillingford A C &amp; Co. Ltd.</b> King George V St.</p>	<p>Distributors</p>

COMPANY	ACTIVITY
<p>Box 213 Roseau, Dominica Phone: 1-(767) 448-2418 / 767-448-2481 <a href="https://www.findyello.com/dominica/A-C-Shillingford-Co-Ltd/profile">https://www.findyello.com/dominica/A-C-Shillingford-Co-Ltd/profile</a></p>	
<p><b>Stephen Malcom &amp; Sons Ltd.</b> 3 Steber St., Potterville Box 219 Roseau, Dominica Phone: 1- (767) 448-8709 <a href="https://www.findyello.com/Dominica/Stephen%20Malcolm%20&amp;%20Sons%20Ltd">https://www.findyello.com/Dominica/Stephen%20Malcolm%20&amp;%20Sons%20Ltd</a></p>	<p>Distributors of frozen food such as Poultry, Ducks, Steaks, Beef, Seafood, Patties, Sausages, Cheese, Pickled Meats, Frozen Vegetables, Potato Products, Legumes, Hams and Bacon/Pork</p>
<p><b>Whitchurch H H V &amp; Co. Ltd</b> Old St. Box 771 Roseau, Dominica Phone: 1-(767) 448-2181 <a href="http://www.whitchurch.com">www.whitchurch.com</a></p>	

## 5.2 CONSULATES, TOURISM ASSOCIATIONS, SERVICE COALITIONS, CHAMBERS OF COMMERCE

<p><b>Ministry of Trade, Energy and Employment</b> Hon. Ian Douglas, Minister Ms. Careen Prevost, Permanent Secretary 4th Floor, Financial Centre, Kennedy Avenue, Roseau Tel: (767) 266 3276 Fax: (767) 448 5200 E-mail: <a href="mailto:foreignaffairs@dominica.gov.dm">foreignaffairs@dominica.gov.dm</a></p>	<p><b>Dominica Chamber of Commerce</b> Kira Thompson-Aird, President 17 Castle Street, Roseau, Dominica Phone: 767 449 1962 Mobile: 767 275 1962 Email: <a href="mailto:daic@cwdom.dm">daic@cwdom.dm</a> Web: <a href="http://www.dominicachamber.com">www.dominicachamber.com</a></p>
<p><b>Dominica Hotel &amp; Tourism Association</b> Tourism Association 17 Castle Street Roseau, Dominica <a href="mailto:info@dhta.org">info@dhta.org</a>  +1(767) 440-3430 <a href="http://dhta.org/">http://dhta.org/</a></p>	<p><b>Dominica Coalition of Service Industries</b> 14 Hanover Street, Roseau, Dominica +1 (767) 266-4092 +1 (767) 440-8740 <a href="mailto:info@dominicacoalition.org">info@dominicacoalition.org</a> <a href="http://www.dominicacoalition.org/">http://www.dominicacoalition.org/</a></p>
<p><b>E-Directory Selected CARIFORUM Food Producer Groups, Buyers and Service Providers</b>  Intra-ACP, 2015 <a href="http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf">http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf</a></p>	

**Table DOMINICA MAJOR IMPORTS RELEVANT TO DR  
(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>All products</b>	<b>211.868</b>	<b>206.810</b>	<b>261.509</b>	<b>220.426</b>	<b>199.386</b>
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	5.065	5.167	6.662	5.527	5.194
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections)	137	311	861	8.159	3.915
'240220	Cigarettes, containing tobacco	235	211	3.103	2.378	2.142
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	1.603	2.228	1.877	1.439	1.559
'640299	Footwear with outer soles and uppers of rubber or plastics (excluding covering the ankle)	271	215	968	1.166	1.416
'220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	2.585	2.404	1.739	2.272	1.374
'190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract	119	128	1.604	1.380	1.225
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	1.412	1.306	1.204	1.062	1.181
'392020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	28	2	409	1.551	1.139
'711311	Articles of jewellery and parts thereof, of silver, whether or not plated or clad	124	122	48	218	998
'220300	Beer made from malt	1.635	1.430	1.235	1.350	969
'721420	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	274	248	1.286	555	914
'711319	Articles of jewellery and parts thereof, of precious metal other than silver	274	228	142	239	895
'392321	Sacks and bags, incl. cones, of polymers of ethylene	186	87	580	391	883
'210690	Food preparations, n.e.s.	2.180	1.960	910	740	791
'170111	Raw cane sugar (excluding added flavouring or colouring)	1.812	1.628	164	1.074	760
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	717	809	1.020	977	729
'640419	Footwear with outer soles of rubber or plastics and uppers of textile materials	328	1.395	271	619	722
'701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	387	667	550	547	709
'040690	Cheese (excluding fresh cheese, incl. whey cheese, curd, processed cheese, blue-veined cheese)	1.094	1.037	1.213	689	693
'240120	Tobacco, partly or wholly stemmed or stripped, otherwise unmanufactured	112	74	167	162	683
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	525	495	1.132	520	664
'721041	Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, hot-rolled or cold-rolled ...	636	525	928	799	663

Subheading	Product Description	2012	2013	2014	2015	2016
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	507	444	413	464	630
'721410	Bars and rods, of iron or non-alloy steel, not further worked than forged	1.429	1.099	571	552	613
'151710	Margarine (excluding liquid)	743	743	746	646	606
'170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter	-	-	134	82	546
'721230	Flat-rolled products of iron or non-alloy steel, of a width of < 600 mm, hot-rolled or cold-rolled	23	14	83		525

Source: Trademap

## 6. GRENADA COUNTRY PROFILE



### 6.1. Key Socio-Economic Indicators

The Table below provides an overview of the key indicators for Grenada.

**Table 6.1 GRENADA KEY INDICATORS**

Population (1000s)	107
GDP/capita	9,469
Total Consumption as % of GDP	87%
USA as trading partner	39%
Services	77%
Agriculture	7%
Manufacturing	4%
Major Cities	St. George's
Distance to DR (in km)	1,109 SW
WB Doing Business rank	142

### General Trade Overview and Trends

#### International Trade in Goods and Services

- **Trade Balance**

The figures below provide an overview of trade of the country with the world. The country has a negative trade balance in goods, as is the case with many small islands in the Caribbean. They islands are mainly service based.

**Table 6.2. GRENADA TRADE BALANCE  
(US\$ 000)**

	2012	2013	2014	2015	2016
Export	45.826	53.620	39.995	42.391	36.448
Import	226.649	262.299	279.009	255.600	206.504
Total Trade	272.475	315.919	319.004	297.991	242.952
<b>Trade Balance</b>	<b>-180.823</b>	<b>-208.679</b>	<b>-239.014</b>	<b>-213.209</b>	<b>-170.056</b>

Source: Trademap

**Table 6.3. GRENADA MAIN IMPORTS**  
**(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total imports</b>	<b>226.649</b>	<b>262.299</b>	<b>279.009</b>	<b>255.600</b>	<b>206.504</b>
'999999	Commodities not elsewhere specified	13.716	20.315	14.464	22.668	16.220
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	8.919	9.189	9.685	8.446	7.506
'870323	Motor cars and other motor vehicles principally designed for the transport of persons	3.375	3.813	4.038	5.194	7.176
'382490	Chemical products and preparations of the chemical or allied industries	171	4.466	8.511	6.998	6.372
'100199	Wheat and meslin (excluding seed for sowing, and durum wheat)	6.225	6.165	5.417	4.684	4.550
'210690	Food preparations, n.e.s.	1.581	2.192	1.910	2.281	3.772
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	2.597	2.553	2.351	2.698	2.863
'250590	Natural sands of all kinds, whether or not coloured (excluding silica sands, quartz sands)	261	135	103	119	2.745
'440710	Coniferous wood sawn or chipped lengthwise, sliced or peeled, whether or not planed, sanded	1.949	2.088	1.624	2.212	2.577
'870421	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston	1.694	1.381	1.385	1.599	2.459
'711319	Articles of jewellery and parts thereof, of precious metal other than silver	1.103	522	623	933	2.368
'040299	Milk and cream, concentrated and sweetened (excluding in solid forms)	1.841	1.277	1.630	1.307	1.807
'490199	Printed books, brochures and similar printed matter (excluding those in single sheets; dictionaries)	2.009	1.782	1.872	2.096	1.716
'252329	Portland cement (excluding white, whether or not artificially coloured)	3.046	4.755	5.119	5.368	1.666
'870210	Motor vehicles for the transport of >= 10 persons, incl. driver, with compression-ignition	151	281	624	1.357	1.664
'851762	Machines for the reception, conversion and transmission or regeneration of voice, images	1.039	871	1.560	1.351	1.571



## Services

As is the case for most of the small Caribbean islands, Grenada has a positive services balance. Commercial services and travel are the biggest items. It should be noted that Grenada has a large University, St. George's University, [www.sgu.edu](http://www.sgu.edu), with started more than 40 years ago, as a Medical School. Today it has more than 7,300 students and a faculty of over 2,300.

**Table 6.4. GRENADA SERVICE IMPORTS**  
(US\$ 000)

Services Import Grenada	2012	2013	2014	2015	2016
<b>All Services</b>	<b>95,369</b>	<b>99,011</b>	<b>103,039</b>	<b>108,535</b>	<b>110,135</b>
Transport	46,471	47,953	48,347	50,426	51,279
Insurance and pension services	14,601	15,459	18,430	19,447	19,729
Travel	10,738	11,175	11,431	12,257	12,394
Other business services	8,414	8,756	9,589	10,282	10,396
Charges related to intellectual property	6,213	6,466	7,890	8,460	8,554
Government services nes	5,975	6,149	4,398	4,645	4,710
Telecom and ITC services	1,833	1,906	1,906	1,906	1,906
Construction	1,124	1,147	1,047	1,111	1,167

Source: Trademap

**Table 6.5. GRENADA SERVICES EXPORTS**  
(US\$000)

Services Export Grenada	2012	2013	2014	2015	2016
All Services	163,678	163,216	183,375	193,339	195,800
Travel	121,572	120,163	137,769	145,954	147,617
Transport	14,286	14,458	15,457	15,750	16,081
Other business services	11,699	12,175	12,650	13,327	13,520
Telecom and ITC services	10,383	10,507	10,998	11,514	11,681
Insurance and pension services	3,200	3,324	3,444	3,675	3,719
Government services nes	2,468	2,517	3,041	3,101	3,164
Charges related to intellectual property	70	73	16		

The list of overall trade partners for Grenada is not available. The following charts may give an indication of the largest trading partners per broad category.

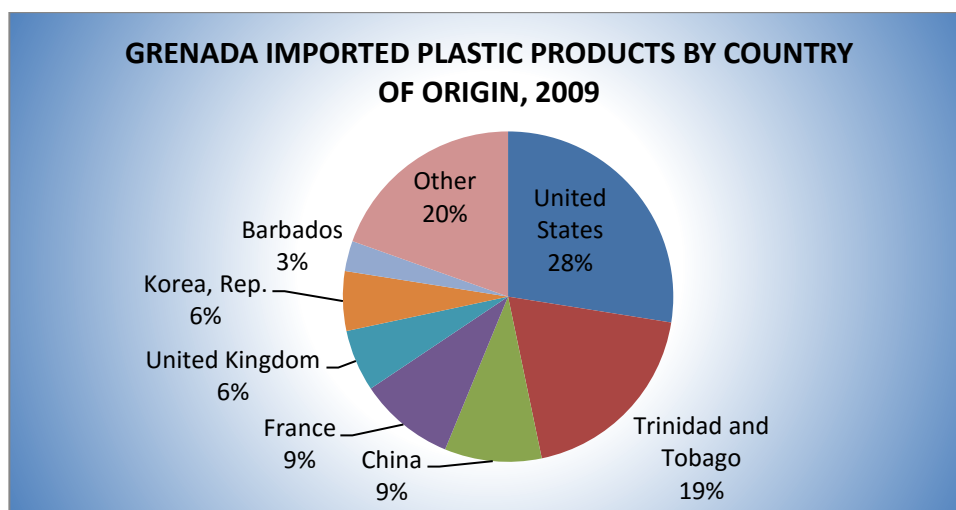
For food products the USA and Trinidad & Tobago are equally large suppliers, with about 30% market share each. It is not surprising that Trinidad & Tobago ranks high as Grenada is the next country over from Trinidad & Tobago.

**GRAPH 6.1**



The country imports most of its plastic products from the USA. Again Trinidad & Tobago is a relatively close second.

**GRAPHS 6.2**



With regard to textiles, the USA and China are big suppliers. Compared to other OECS countries, here too Trinidad & Tobago figures relatively high as a supplier to Grenada.

## Trade with the Dominican Republic

### Trade Balance

The Dominican Republic maintains a positive trade balance with Grenada.

**Table 6.6. GRENADA TRADE BALANCE WITH THE DOMINICAN REPUBLIC  
2014-2015 (US\$ 000)**

	2011	2012	2013	2014	2015
Export	n.a	n.a.	n.a.	1	49
Import	1.430	1.301	2.357	2.252	2.440
Total Trade	1.430	1.301	2.357	2.253	2.489
<b>Trade Balance</b>	-	-	-	<b>-2.251</b>	<b>-2.391</b>

Source: Trademap

### DR Exports to Grenada

The main exports from the DR to Grenada are iron and steel, plastics and fertilizers.

**Table 6.7 MAIN DOMINICAN EXPORTS TO GRENADA  
(US\$000)**

Subheading	Product Description	2011	2012	2013	2014	2015
'72141000	Bars and rods, of iron or non-alloy steel, not further worked than forged	33	77	805	415	495
'72142000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	765	0	440	449	370
'39241090	Tableware and kitchenware, of plastics	71	69	158	168	201
'04022110	Milk and cream in solid forms, of a fat content by weight of > 1,5%, unsweetened	0	0	41	176	192
'27101279	Light oil and preparations of petroleum or bituminous minerals	0	0	0	164	146
'31059090	Mineral or chemical fertilizers containing the two fertilizing elements nitrogen and potassium	0	0	0	0	96
'39075000	Alkyd resins, in primary forms	167	169	161	144	93

Source: Trademap

## Import Requirements

### Goods<sup>19</sup>

HS Tariff and Product Description	See CET schedule	
Sales Tax/VAT	15%; zero for basic food products Petrol tax of c\$ 3/gallon, but no VAT on petrol	
Customs Service Charge	5%, also for goods from CARICOM	
Excise Tax	See Table 3.6. in WTO review	
Environmental Levy	2-30% on cars, 1% on white goods, EC\$0.25-0.50 on plastic containers and others	
EPA	<p>Bilateral and diagonal cumulation can currently be applied. Cumulation with neighbouring developing countries is not automatically allowed.</p> <p>Time limited exclusions from cumulation for rice, sugar and products with high sugar content. Non-originating materials may be up to 15% of the ex-works price of the final product.</p> <p>Grenada has applied the tariff reductions called for in the EPA.</p>	
	<p>EC firms are eligible to procure in CARIFORUM Supplies and services larger than SDR 155,000 and works larger than SDR 6,500,000</p> <p><a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></p>	
Rules of Origin	No rules of origin for non-preferential purposes. There are rules within CARICOM	
Valuation	CIF	

<sup>19</sup> Sources: Import requirements: World Bank Doing Business; EPA Rules of Regulation: [https://ec.europa.eu/taxation\\_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp\\_en](https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp_en) ; others: WTO review

Items needing import license	Licensing system applies to goods originating from CARICOM and from extra-regional countries. However, under a priority sourcing condition for most products subject to import licensing, the sources must be OECS countries or CARICOM less-developed countries (Table 3.8). Licensing is automatic except for whole chicken (HS 0207.12) and eggs (HS 0407.003). An SPS certificate or an import permit may be required for the importation of eggs, chicken, planting materials, fruits, and vegetables.	
SPS	<p>Required for plants, pests , soil under the Plant Act.</p> <p>An SPS certificate or an import permit may be required for the importation of eggs, chicken, planting materials, fruits, and vegetables.</p> <p>Member of the Codex, contracting party to the International Plant Protection Convention (IPPC). Not a member of the World Organization for Animal Health (OIE).</p>	
Prohibited items	Several prohibited, and restricted items. The latter include, among others, chicken, eggs, spices, jellies, tissue paper. There are also goods for which there is a preference from OECS countries and CARICOM countries.	
Standards	<p>Grenada Bureau of Standards</p> <p>178 national standards and 27 regulations</p> <p>Full list of standards in Table 3.9 of WTO review</p> <p>The GDBS is a member of the Caribbean Regional Organisation for Standards and Quality; the Pan American Standards Commission; the International Electro-technical Commission (affiliate member); and the Inter-American Metrology System.</p>	

Import Documentation	<ul style="list-style-type: none"> <li>• Bill of Lading</li> <li>• Customs Import Declaration</li> <li>• Commercial Invoice</li> <li>• Packing List</li> <li>• List Customs Release Order</li> <li>• SOLAS certificate</li> <li>• Gate Pass</li> </ul> <p>Where applicable</p> <ol style="list-style-type: none"> <li>a. import license and/or permit,</li> <li>b. certificate of origin,</li> <li>c. veterinary or health certificate.</li> </ol>	
Government Procurement	<ul style="list-style-type: none"> <li>• Grenada is not a party to the WTO Plurilateral Agreement on Government Procurement</li> <li>• No unified public procurement law.</li> <li>• In practice, public procurement is governed by policies set by the various procuring agencies. A Public Procurement and Contract Administration Act was enacted in 2007, but never proclaimed. In late 2013, the authorities indicated that this Act was under revision.</li> </ul>	
<b>Services<sup>20</sup></b>		
Commitments	ITC EPA Commitments	WTO 2014
Government procurement	<p>EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million</p> <p><a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></p>	
Regulatory Requirements	<ul style="list-style-type: none"> <li>• Where European businesses can establish a commercial presence, key personnel (business visitors, managers, specialists) and graduate trainees, not available locally, can obtain visas to work in the local company, subject to an economic needs test.</li> <li>• Requirements to register a company or</li> </ul>	

<sup>20</sup> Source: EC–CARIFORUM ECONOMIC PARTNERSHIP AGREEMENT SERVICES AND INVESTMENT COMMITMENTS, International Trade Center 2009

	<p>incorporate locally, in accordance with the relevant national laws.</p> <ul style="list-style-type: none"> <li>• Licensing requirements to hold land.</li> <li>• Small business service investments may be reserved for nationals.</li> <li>• Eligibility for government funding or subsidies is limited to nationals, or for services considered in the public interest to citizens or residents.</li> <li>• Requirement to obtain a work permit.</li> <li>• Permits may be issued only to people with managerial or technical skills that are in short supply or not available in Grenada.</li> <li>• Key personnel must contribute to the training of Grenadian personnel in the areas of specialization.</li> </ul>	
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## Business Opportunities for DR Firms in Grenada

### Goods

In determining opportunities for DR firms in Grenada, the consultants have looked both at:

- Opportunities in Grenada and general strengths of DR private sector
- Threats in approaching Grenada and possible weaknesses of the DR export sector

### Opportunities and strengths

Increasing market share of presently exported goods in the most viable product categories. The DR already exports goods to the country. In some viable categories, the DR has a low market share. The related paragraph will highlight the potential to increase market share and sales.

**Table 6.9. GRENADA IMPORT POTENTIAL FROM DR  
(US\$ 000)**

Subheading	Product Description	Imports from DR 2015	Grenada total imports 2015	DR Export Potential
'72141000	Bars and rods, of iron or non-alloy steel, not further worked than forged	495	574	79
'72142000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	370	1.137	767

'39241090	Tableware and kitchenware, of plastics	201	495	294
'04022110	Milk and cream in solid forms, of a fat content by weight of > 1,5%, unsweetened	192	1.050	858
'27101279	Light oil and preparations of petroleum or bituminous minerals	146	406	260
'31059090	Mineral or chemical fertilizers containing the two fertilizing elements nitrogen and potassium	96	126	30
'39075000	Alkyd resins, in primary forms	93	112	19

Source: Trademap

Based on DR export potential to Grenada, the possible scenarios for actual exports are shown below.

**Table --- SCENARIOS OF POTENTIAL DOMINICAN EXPORTS TO GRENADA (US\$ 000)**

Subheading	Product Description	DR Export Potential	10%	20%	30%
'72142000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	767	77	153	230
'39241090	Tableware and kitchenware, of plastics	294	29	59	88
'04022110	Milk and cream in solid forms, of a fat content by weight of > 1,5%, unsweetened	858	86	172	257
'27101279	Light oil and preparations of petroleum or bituminous minerals	260	26	52	78

Source: Trademap

### Opportunities based on consumption

The tariff for non-competing consumption goods imported into the country is around 20%. These goods are mostly not produced within CARICOM at high volumes.<sup>21</sup> Therefore, most of the goods are imported from a variety of countries.

In Grenada consumption is 87% of GDP. The breakdown in consumption is shown in the table below.

**Table 6.10 GRENADA CONSUMPTION BREAKDOWN**

Sector	%
<b>All items</b>	<b>100.00</b>
Food & Non-Alcoholic Beverages	20.35
Alcoholic Beverages, Tobacco & Narcotics	1.83
Clothing & Footwear	3.66
Housing, Utilities, Gas & Fuels	29.05

<sup>21</sup> For these goods CARICOM producers can satisfy less than 75% of total CARICOM market demand



Household Furnishings, Supplies & Maintenance	4.50
Health	1.94
Transport	18.72
Communication	10.03
Recreation & Culture	2.71
Education	0.83
Hotels & Restaurants	1.81
Miscellaneous	4.59

### Opportunities based on the country's main industries

As noted in Chapter I above, services, much of which is tourism, accounts for 39% of Grenada's economy. According to the ECCB, in 2016, Grenada had 468,000 tourist arrivals, with a total expenditure of US\$ 137 million.

The opportunities would include:

- Furniture and fixtures for hotels, restaurants
- Supplies (towels, linen, cleaning agents, utensils, pots, dishware)

### Opportunities based on non-branded commodities, not produced in CARICOM

For commodities the tariffs are low, varying from 0 to 20% as most commodities are not produced in the country or in CARICOM. Some examples:

- Foods
- Construction materials (cement, iron bars, wood)

### Opportunities based on inputs for other sectors

The tariffs for raw materials, intermediate and capital goods are low, varying from 0-10%.

These might include inputs for:

- Construction
- Installations, repair and maintenance

Grenada has a relatively large University, with close to 10,000 students and staff. Servicing the university presents opportunities beyond that associated with the hotel industry only.

The threats and weaknesses facing DR firms when exporting to the country fall into one or several of the following categories.

### **1. Volume**

The country is a small market with no more than 1% of the total population of the DR. Given the barriers with regard to language, special import regime, transportation, existing preferences, the market might not be interesting for some DR exporters.

### **2. Strength of competing non-CARICOM countries, their firms, or the distributor**

An importing distributor may have a long and important relationship with a supplier in another trading partner country. Consequently, the supplier and shippers are respectively able to provide relatively high volume and shipping discounts. There may also be relatively more shipping options with an established trading partner.

### **3. Preferences**

The US is one of the biggest trading partners, accounting for about 20% of imports. The market may have a marked preference, especially for U.S. consumer goods.

### **4. Distance**

At almost 2,000 km from the DR, Grenada is relatively far from the DR and close to Trinidad & Tobago, a country that has a fairly production level, is part of CARICOM and shares the same heritage.

### **5. Tariffs**

Imports from the DR are subject to the DR-CARICOM FTA non-reciprocal treatment for LDCs and exclusion lists. Tariffs are especially high for those imported goods that would compete with goods produced in CARICOM. Included herein are several agricultural goods and goods produced thereof, including fruits and vegetables, and large crops such as banana and sugar, as well as rum and tobacco products.

## **Strategies**

To mitigate the challenges related to 'small market size', distance and shipment, the exporter may choose to attempt to sell his product in all of the OECS or CARICOM, using one or more countries as a hub, to generate leads and to mitigate the challenge of high tariffs (CET), see Chapter I above.

## **Services Opportunities**

### **Opportunities arising from sector-specific commitments**

Grenada has made partial and overall services commitments in the EPA which include: courier, telecommunications, tourism, recreational, entertainment, sports. Under the EPA services commitments, Grenada opened its courier and entertainment services.

### Opportunities based on the country's main industries

It should be noted that services, much of which is tourism, accounts for 39% of Grenada's economy. According to the Eastern Caribbean Central Bank - ECCB, in 2016, Grenada had 468,000 tourist arrivals, with a total expenditure of USD 137 million.

The opportunities would include:

- Capacity building for hotel and restaurant workers and management
- Professional services with regard to e.g. energy and waste management
- Entertainment, arts, crafts, fashion items for tourists
- Yachting/sailing/motor boats: sales, repair, maintenance, shipchandling, etc.

### Opportunities arising from Caribbean-Export focus areas

- The health and wellness industry in several islands, including medical tourism and ecotourism.
- Agroprocessing
- Business process outsourcing
- Professional services
- Creative services (fashion, music, design, etc.)

**Leads** can be obtained from the Coalition of Services, the Tourism Association, and websites of the government and regional institutes (see Appendices).

### Opportunities arising from EU-CARIFORUM EPA

- The ITC report on EU-CARIFORUM EPA Commitments outlines the opportunities for EU services in the Caribbean.<sup>22</sup> These opportunities are also valid for DR firms

### Opportunities arising from other circumstances

- With a population of less than 150,000. Grenada has the **standard shortage of qualified human talent** that many SIDS have, especially in highly specialized areas
- Given the size of the tourism industry, this sector might present specific opportunities.
- Good command of the English language is essential.
- Grenada has a large university with primarily foreign students studying medicine and veterinary services for a US degree. This might present opportunities for firms servicing universities

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<sup>22</sup> [http://c-nsc.org/download/trade\\_in\\_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf](http://c-nsc.org/download/trade_in_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf)

## OTHER USEFUL INFORMATION

### Main Ports and Airports

<b>Sea Ports</b>	<ul style="list-style-type: none"> <li>• Port of St. George's</li> </ul>
<b>Airports</b>	<ul style="list-style-type: none"> <li>• Maurice Bishop International Airport</li> </ul>
<b>Website</b>	<a href="http://www.grenadaports.com/">http://www.grenadaports.com/</a>

### Distribution Channels

In Grenada, there are two main distribution channels

- Importer/agent/distributor which then sells to retail
- Importer/agent/distributor which is also a retailer. This is generally the case for:
  - - large grocery, hardware stores and electronics, appliance, computer stores, etc.
    - very small retailers which order and sell small quantities of items with a low ticket price, sometimes advertised via social media
    - specialty stores, which sell niche products

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications, and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a 'business card'.

### Coalition of Services

The Grenada Coalition of Services was established in 2011. While the Coalition does not have an extensive digital presence, like other regional service coalitions, it does maintain an active Facebook page and over the past year it has participated in workshops of the Grenada National Training Agency.

## 6.1 GRENADA DISTRIBUTORS

COMPANY	ACTIVITY
<b><u>Huggins Distribution Division</u></b> 2 Mt Gay, St George Grenada <u>Telephone: 473-440-2595</u>	Distribution of consumer products
<b><u>CBN Distributors Ltd</u></b> Unit 14, Frequent Industrial Estate, Grand Anse St George, Grenada <u>Telephone: 473-439-2948</u>	Distribution of consumer products. CBN distributes for Rosa Condensed Milk Sweetened, America Fresh Soap Powder, Pure Heaven Juices, Non Alcoholic Wines, Royally Brand, Ruorodine Toothpaste, Allegra Pastas and Bebin Diapers
<b>Ace Paints-Bryden &amp; Minors</b> Maurice Bishop Hwy St Geo Grenada Phone: 473 440 5090  On Facebook	Representatives & Distributors for World Renowned Brands including: Johnnie Walker Whiskey, Harvey's Cream Sherry, Mackenson Stout, Heineken Beer, Mount Gay Rum, Campari, Smim off, Gallo Wines, Hennessy, Bailey's, Gordon's Gin, Tanqueray, Malibu
<b>Concord Distributors Ltd</b> Dusty Hwy Grand Anse St Geo Grenada Phone: 473 444 1024	Distribution of construction materials, hardware
<b>The Country Cold Store, Ltd.</b> 6 Perdmontemps, Grenada Phone: 473 440 3335 <a href="http://countrycoldgrenada.com/index/">http://countrycoldgrenada.com/index/</a>	Leading importer and distributor of frozen poultry parts in Grenada. Additionally, the Company sells pork and pork products, beef and beef products, goat, lamb, frozen vegeTables, French fries and other products such as cheese, lentil peas, sugar etc.
<b>Scantlebury Distributors Inc</b> Salisbury Rd Grenville Grenada Phone: 473 438 2831	Distributors of pharmaceutical products, medical projects and surgical products
<b>Buy Smart Distributors</b> Beaulieu St Geo Grenada Phone: 473 435 5128	On Facebook
<b>Dunblare Import-Export Inc</b> Kirani John Bld. St. George, Grenada Telephone: 473-440-2018	Distributor alcoholic beverages

## 6.2 GRENADA CONSULATE, TOURISM ASSOCIATION SERVICE COALITION, CHAMBER OF COMMERCE

<p><b>Ministry of Labour, Economic Development, Trade &amp; Planning</b> Ms. Kim Frederick (Actg), <b>Permanent Secretary</b> Financial Complex, Carenage, St. George's Tel: (473) 440-2731-6/2928 Fax: (473) 440-4115 E-Mail: <a href="mailto:tradegrenada@gov.gd">tradegrenada@gov.gd</a></p>	<p><b>Marketing &amp; National Importing Board (MNIB)</b> Fitzroy James, General Manager Young Street St. George's, Grenada Tel: 473-440-3191 Fax: 473-440-4152</p>
<p><b>Grenada Industrial Development Corporation</b> Frequente Industrial Park, Frequente, Granada Telephone: +1 473-444-1035</p>	<p><b>Ministry of Labour, Economic Development, Trade &amp; Planning</b> Ms. Kim Frederick (Actg), Permanent Secretary Financial Complex, Carenage St. George's Tel: (473) 440-2731-6/2928 Fax: (473) 440-4115 E-Mail: <a href="mailto:tradegrenada@gov.gd">tradegrenada@gov.gd</a></p>
<p><b>Grenada Bureau of Standards (GBS)</b> Simeon Collins, Director Queens Park, St. George's, Grenada Tel: 473-440-5886 Fax: 473-440-5554 Email: <a href="mailto:gdbbs@spiceisle.com">gdbbs@spiceisle.com</a> <a href="http://www.gdbbs.gd">www.gdbbs.gd</a></p>	<p><b>Grenada Coalition of Services</b>  <a href="mailto:gcsi@spiceisle.com">gcsi@spiceisle.com</a>  on Facebook</p>
<p><b>Ministry of Finance &amp; Energy Department of Customs and Excise</b> Mr. Donnan Victor, Comptroller of Customs(Actg) Telephone: (473) 440-2239/2240/3588 Fax: (473) 440-5038 E-mail: <a href="mailto:gdcustoms@spiceisle.com">gdcustoms@spiceisle.com</a></p>	<p><b>Annex 4: E-Directory Selected CARIFORUM Food Producer Groups, Buyers and Service Providers</b>  Intra-ACP, 2015 <a href="http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf">http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf</a></p>

<b>Grenada Hotel &amp; Tourism Association</b> Ocean House Building, Morne Rouge RD St. George, Grenada mail@gha.org  1(473) 444-1353 <a href="http://www.gha.org/">http://www.gha.org/</a>	<b>Consulate of Grenada in Santo Domingo, Dominican Republic</b> Juan A. Ibarra #124 Ensancha La Fe Santo Domingo  mattress@codetel.net.do (+1809)544-3797  Facebook page
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**Table --- GRENADA MAIN IMPORTS RELEVANT TO DR  
(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total imports</b>	<b>226.649</b>	<b>262.299</b>	<b>279.009</b>	<b>255.600</b>	<b>206.504</b>
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	8.919	9.189	9.685	8.446	7.506
'210690	Food preparations, n.e.s.	1.581	2.192	1.910	2.281	3.772
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	2.597	2.553	2.351	2.698	2.863
'711319	Articles of jewellery and parts thereof, of precious metal other than silver	1.103	522	623	933	2.368
'252329	Portland cement (excluding white, whether or not artificially coloured)	3.046	4.755	5.119	5.368	1.666
'170390	Beet molasses resulting from the extraction or refining of sugar	529	318	358	712	1.397
'901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.	445	651	239	2.104	1.259
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections)	435	359	1.714	461	1.105
'330300	Perfumes and toilet waters (excluding aftershave lotions, personal deodorants and hair lotions)	347	308	463	1.163	1.099
'100620	Husked or brown rice	1.514	1.002	1.248	1.278	1.019
'170111	Raw cane sugar (excluding added flavouring or colouring)	367	18	141	784	1.018
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	1.632	1.570	1.655	2.088	895

Subheading	Product Description	2012	2013	2014	2015	2016
'392410	Tableware and kitchenware, of plastics	254	310	330	495	870
'220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	1.828	1.490	1.805	2.574	813
'690890	Glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes	742	511	728	881	750
'160100	Sausages and similar products, of meat, offal or blood; food preparations based on these products	1.081	1.023	1.182	1.380	732
'190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract	432	549	478	302	721
'721420	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	330	919	1.007	1.137	693
'321000	Paints and varnishes, incl. enamels, lacquers and distempers	720	532	921	911	624
'070190	Fresh or chilled potatoes (excluding seed)	408	429	478	591	622
'160250	Prepared or preserved meat or offal of bovine animals (excluding sausages and similar products)	340	355	337	596	621
'721410	Bars and rods, of iron or non-alloy steel, not further worked than forged	112	809	415	574	600
'190531	Sweet biscuits	1.468	1.593	1.538	1.596	597
'210420	Food preparations consisting of finely homogenised mixtures of two or more basic ingredients	4	2	1	23	590
'491199	Printed matter, n.e.s.	195	179	303	262	581
'340290	Surface-active preparations, washing preparations, incl. auxiliary washing preparations	387	533	502	675	561
'021019	Meat of swine, salted, in brine, dried or smoked (excluding hams, shoulders and cuts thereof)	892	658	671	579	551
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	776	592	717	597	542
'190219	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	514	600	608	597	523

Source: Trademap



## GUYANA COUNTRY PROFILE

### 7.1. GENERAL DESCRIPTION AND KEY SOCIO- ECONOMIC INDICATORS

#### 4.2.1. Social and demographic indicators

The vast territory of Guyana, with 196,850 square kilometers and a population estimated in 2016 of 773,303 people, has a population density of only 4 people per square kilometer. Birth rate is slowly decreasing and the life expectancy at birth increases at a similar pace.

**Table 7.1. GUYANA KEY SOCIO-DEMOGRAPHIC INDICATORS**  
(Value in 000 US\$ and percentage)

INDICATOR	2012	2013	2014	2015	2016
Land area (sq. km)	196 850	196 850	196 850	196 850	196 850
Total Population	753 091	758 081	763 393	768 514	773 303
Population Density	3,83	3,85	3,88	3,90	3,93
Birth rate, crude (per 1,000 people)	20,97	20,92	20,85	20,73	
Life expectancy at birth, total (years)	66,22	66,32	66,43	66,54	

Source: World Bank Data

Economically, Guyana's GDP at current prices amounted to US\$2.9 billions in 2016 with an average annual growth rate of 3,87% and decreasing annual growth from 4,82% in 2012 to 3,26% in 2016. GDP per capita has grown from US\$3,786.00 to US\$4,457 in 2016.

Tourism is not an important source of revenue as in other CARICOM countries, with less than a million of arrivals and US\$65.0 million in revenue for 2015.

**Table 7.2. GUYANA KEY ECONOMIC INDICATORS**

Indicator	2012	2013	2014	2015
GDP in 000 US\$ (current)	2 851 154	2 990 006	3 077 086	3 179 104
GDP growth (annual %)	4,82	5,22	3,84	3,17
GDP per capita (current US\$)	3 786	3 944	4 031	4 137
International tourism, expenditure in 000 US\$ (current)	82 000	82 000	81 000	77 000
International tourism, number of arrivals	177 000	158 000	206,000	207 000
International tourism, receipts in 000 US\$ (current)	64 000	77 000	79 000	65 000
International tourism, expenditures (current - 000 US\$)	82 000	81 000	77,000	93 000

Source : World Bank

## 7.2. GENERAL TRADE OVERVIEW AND TRENDS

### 7.2.1. International trade

#### 7.2.1.1. Trade Balance

Guyana's total trade totaled US\$3,077.6 millions in 2016 with exports representing about 40% of total exports. Export values are growing at an average annual rate of 0,28% while imports decrease annually in an average of -5,02%. During 2016 imports decreased by US\$560.7 millions, the greatest decrease during the period 2012-2016. In general, total trade of Guyana has decreased at an average annual rate of -2,70%.

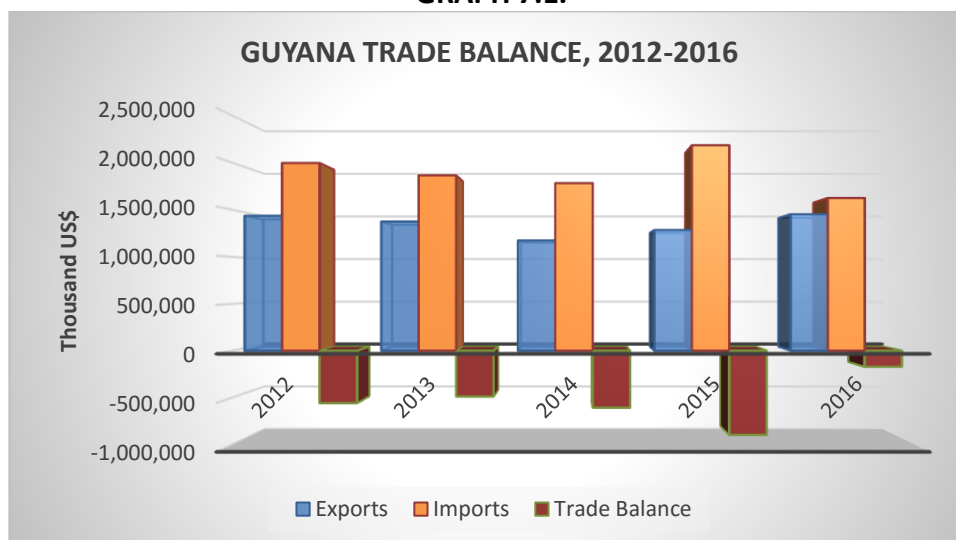
**Table 7.3. GUYANA TRADE BALANCE  
(US\$ 000)**

	2012	2013	2014	2015	2016	Annual Growth Rate (%)
Exports	1 436 600	1 375 940	1 174 050	1 285 828	1 452 632	0,28
Imports	1 997 074	1 866 255	1 783 311	2 185 744	1 624 986	-5,02
Total Trade	<b>3 433 674</b>	<b>3 242 195</b>	<b>2 957 361</b>	<b>3 471 572</b>	<b>3 077 618</b>	<b>-2,70</b>
Trade Balance	-560 474	-490 315	-609 261	-899 916	-172 354	-25,53
Exports Participation (%)	<b>41,84</b>	<b>42,44</b>	<b>39,70</b>	<b>37,04</b>	<b>47,20</b>	<b>3,06</b>

Source: Trademap

Graphically shown, the trade balance below.

**GRAPH 7.1.**



## 7.2.1.2 Main Export Products

**Table 7.4. GUYANA MAIN EXPORT PRODUCTS  
(US\$ 000)**

Subheading	Product description	2012	2013	2014	2015	2016
	<b>Total exports</b>	<b>1 436 600</b>	<b>1 375 940</b>	<b>1 174 050</b>	<b>1 285 828</b>	<b>1 452 632</b>
'710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes	715682	644208	471094	353012	663654
'100620	Husked or brown rice	97209	143967	117430	197666	147881
'260600	Aluminium ores and concentrates	147847	133360	123436	138424	108205
'170111	Raw cane sugar (excluding added flavouring or colouring)	73653	113976	87676	111681	70398
'030613	Frozen shrimps and prawns, whether in shell or not, incl. shrimps and prawns in shell, cooked	48364	53106	32967	42405	49534
'220840	Rum and other spirits obtained by distilling fermented sugar-cane products	40305	41712	40346	34466	38648
'843142	Bulldozer or angledozer blades, n.e.s.	21	0	15	1907	36115
'843143	Parts for boring or sinking machinery of subheading 8430.41 or 8430.49, n.e.s.	1398	367	0	8159	31391
'860900	Containers, incl. containers for the transport of fluids, specially designed and equipped	21	0	3	126144	30727
'030269	Fresh or chilled freshwater and saltwater fish (excluding salmonidae, flat fish, tunas, skipjack	7856	13082	14707	15883	21672
'170390	Beet molasses resulting from the extraction or refining of sugar	7307	1956	4040	22352	20355
'100610	Rice in the husk, "paddy" or rough	0	0	84256	5506	15200
'440420	Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise	11974	8552	16585	16729	14224
'854810	Waste and scrap of primary cells, primary batteries and electric accumulators	0	234	0	0	12000
'440729	Tropical wood specified in Subheading Note 1 to this chapter, sawn or chipped lengthwise, sliced	14184	13278	13994	11438	11217
'030499	Frozen fish meat n.e.s. (excluding fillets)	7365	7228	2593	3175	9774
'710210	Diamonds, unsorted	6001	9795	8219	6985	9557
'382490	Chemical products and preparations of the chemical or allied industries	0	0	0	1075	9199

Subheading	Product description	2012	2013	2014	2015	2016
'880211	Helicopters of an unladen weight <= 2000 kg	0	0	0	0	9063
'440929	Wood, incl. strips and friezes for parquet flooring, not assembled, continuously shaped	7910	6722	9664	9454	8407
'710231	Non-industrial diamonds unworked or simply sawn, cleaved or bruted (excluding industrial diamonds)	1581	1852	5996	9391	7958
'080119	Fresh coconuts, whether or not shelled or peeled (excluding in the inner shell "endocarp")	3413	2649	5482	4152	6668
'730799	Tube or pipe fittings, of iron or steel (excluding cast iron or stainless steel products; flanges)	7	3	3	329	6141
'100640	Broken rice	87564	73891	17325	8794	5773

Source: Trademap

In the Table above, the main export products are gold, aluminium, rice, sugar, frozen shrimps and fish, precious stones, wood products.

Guyana's main export markets are Canada, the United States of America and Trinidad and Tobago, the former two with a decreasing participation at an average annual rate of -3,21% and 2,64% respectively, while the latter increases its participation at an average annual rate of 46,64%.

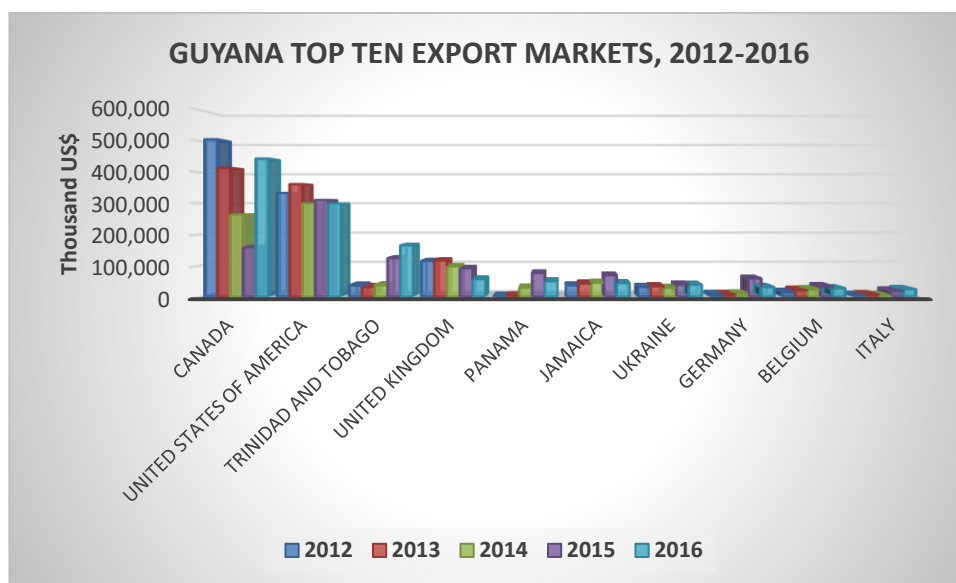
The Top Ten export markets account for more than 75% of Guyana's total exports with an average annual growth of 2,08%.

**Table 7.5. GUYANA MAIN EXPORT MARKETS**  
(US\$ 000)

Export market	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total exports</b>	<b>1 436 600</b>	<b>1 375 940</b>	<b>1 174 050</b>	<b>1 285 828</b>	<b>1 452 632</b>	<b>0,28</b>
Canada	506 237	414 230	263 576	158 633	444 305	-3,21
United States of America	333 525	361 865	300 200	310 878	299 679	-2,64
Trinidad and Tobago	35 657	30 760	36 764	123 519	164 888	46,64
United Kingdom	114 610	116 387	97 077	91 188	56 037	-16,38
Panama	1 626	2 411	28 689	75 797	49 409	134,79
Jamaica	36 030	42 240	44 568	68 823	43 641	4,91
Ukraine	30 830	33 078	28 065	38 554	38 285	5,56
Germany	7 439	7 676	9 073	58 432	30 592	42,40
Belgium	14 259	21 361	23 039	33 301	26 808	17,10
Italy	4 232	6 782	4 237	18 909	23 688	53,81
<b>Total top Ten</b>	<b>1 084 445</b>	<b>1 036 790</b>	<b>835 288</b>	<b>978 034</b>	<b>1 177 332</b>	<b>2,08</b>
Participation Top Ten	<b>75,49</b>	<b>75,35</b>	<b>71,15</b>	<b>76,06</b>	<b>81,05</b>	<b>1,79</b>

Source: Trademap

**GRAPH 7.2**



### 7.2.1.3. Main import products

**Table 7.5 GUYANA MAIN IMPORTS (US\$ 000)**

Subheading	Product description	2012	2013	2014	2015	2016
	<b>Total imports</b>	<b>1997074</b>	<b>1866255</b>	<b>1783311</b>	<b>2185744</b>	<b>1624986</b>
'2710194000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Diesel oil	244424	232560	244668	92001	117405
'2710113000	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume	146581	144064	145416	100982	86345
'2710196000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Bunker 'C' grade	135566	135625	117292	29838	66235
'8431430000	Parts for boring or sinking machinery of subheading 8430.41 or 8430.49, n.e.s.	1951	2994	1198	16444	57732
'8431420000	Bulldozer or angledozer blades, n.e.s.	124	38	116	327	41251
'2523291000	Building cement (grey)	16720	21020	26923	31400	28823
'3824900000	Other	152	145	219	5047	22765
'8429590000	Self-propelled mechanical shovels, excavators and shovel loaders	54313	36262	31472	21104	21610
'1001900000	Wheat and meslin (excl. durum wheat)	23057	0	14168	17893	20808

Subheading	Product description	2012	2013	2014	2015	2016
'2710198300	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Lubricating oil	25871	21062	21351	23254	18778
'8703229000	Motor cars and other motor vehicles principally designed for the transport of persons	25381	23689	20422	19029	18306
'8609000000	Containers, incl. containers for the transport of fluids	0	0	0	8738	14866
'0402100000	Milk and cream in solid forms, of a fat content by weight of <= 1,5%	23007	20107	14593	18040	12546
'8802110000	Helicopters of an unladen weight <= 2.000 kg	0	0	0	0	11573
'8409999000	Other parts suitable for use solely or principally with compression-ignition internal combustion	6370	19932	7433	8736	10740
'8704219000	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston	21523	17920	14461	14785	10543
'3102100000	Urea, whether or not in aqueous solution (excl. that in pellet or similar forms)	16986	35230	17544	7373	10399
'8431499000	Other parts of machinery of heading 8426, 8429 and 8430, n.e.s.	8192	8806	9445	7704	9526
'2710191000	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Kerosene type jet	46762	21020	19757	6255	9424
'7304290000	Casing and tubing, seamless, of iron or steel, of a kind used in drilling for oil or gas	184	189	56	11	9399
'2202101000	Aerated beverages	8375	9224	9098	8880	9338
'0407002000	Hatching eggs, not for breeder flock	7560	10421	9700	9136	9294
'3602000000	Prepared explosives (excl. propellant powders)	150	224	718	1226	8500
'2309909000	Other preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	3745	3706	3967	4409	8397
'2202109000	Other waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	8668	9394	6410	3953	8239

Source: Trademap

#### 7.2.1.4. Main Suppliers

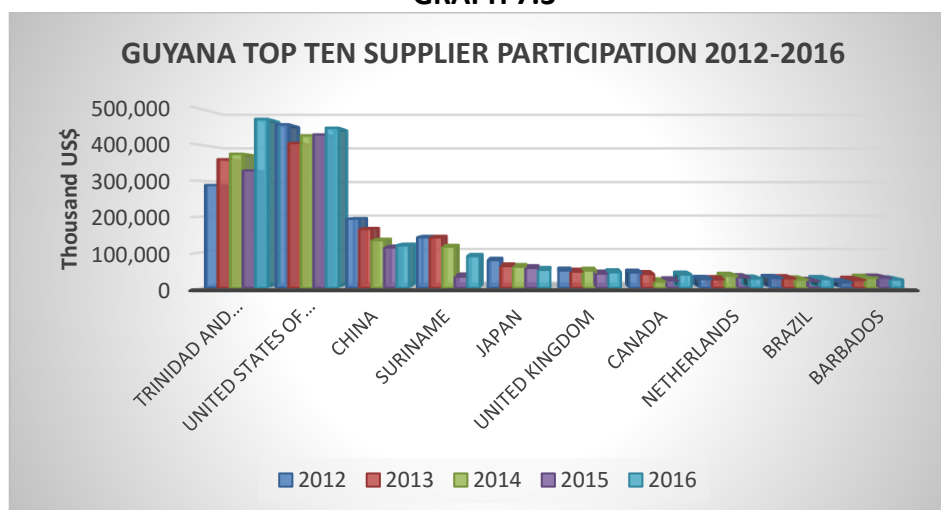
Guyana's top ten suppliers are led by Trinidad and Tobago, United States, China and Surinam. Their participation in total imports varied between 66% and 82% during the period 2012-2016, with most of their sales to Guyana decreasing except for Trinidad and Tobago and Barbados whose exports increased at an average growth rate of 13,11% and 10,69% respectively. Imports from the Netherlands also experienced a small annual increase close to 1%. In general, the participation of the top ten suppliers grew at an average annual rate of 0.28%.

**Table 7.6. GUYANA TOP TEN SUPPLIERS**  
(US\$ 000)

Supplier	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total imports</b>	<b>1 997 074</b>	<b>1 866 255</b>	<b>1 783 311</b>	<b>2 185 744</b>	<b>1 624 986</b>	<b>-5,02</b>
Trinidad and Tobago	288 777	360 474	375 818	329 202	472 680	13,11
United States of America	457 796	405 730	427 204	429 365	448 226	-0,53
China	194 081	165 416	133 767	113 514	119 294	-11,46
Suriname	141 941	141 927	115 802	31 711	89 155	-10,98
Japan	77 867	61 379	59 412	56 052	50 657	-10,19
United Kingdom	48 805	45 766	48 716	40 198	43 937	-2,59
Canada	42 994	38 601	17 606	20 456	37 423	-3,41
Netherlands	24 692	24 012	33 783	29 718	25 601	0,91
Brazil	27 357	26 923	23 139	19 218	24 472	-2,75
Barbados	15 423	22 180	28 127	28 454	23 156	10,69
<b>Total Top Ten</b>	<b>1 319 733</b>	<b>1 292 408</b>	<b>1 263 374</b>	<b>1 097 888</b>	<b>1 334 601</b>	<b>0,28</b>
Participation Top Ten (%)	<b>66,08</b>	<b>69,25</b>	<b>70,84</b>	<b>50,23</b>	<b>82,13</b>	<b>5,59</b>

Source: Trademaps

**GRAPH 7.3**



### 7.2.1.6. Trade with CARICOM

Guyana exports to the CARICOM region have had a positive trend during the period 2012-2016. In value, exports grew from US\$126.9 millions in 2012 to US\$274.3 millions during 2016, with an average annual growth rate of 21,27% during the period. Trinidad and Tobago market, the most important for Guyana into the región, increased its participation in an average growth rate of 46.64% annually, going from US\$35.7 millions in 2012 to US\$165.9 millions in 2016. Exports to Haiti also had a significant growth with values of US\$252 thousand in 2012 to US\$8.8 millions in 2016. During 2015 exports to Haiti totalled US\$13.4 millions.

Dominica and Suriname had the greatest export value constraints, from US\$2.6 millions in 2012 to US\$1.8 millions in 2016 the former and US\$16.6 millions in 2012 to US\$11.6 millions the latter.

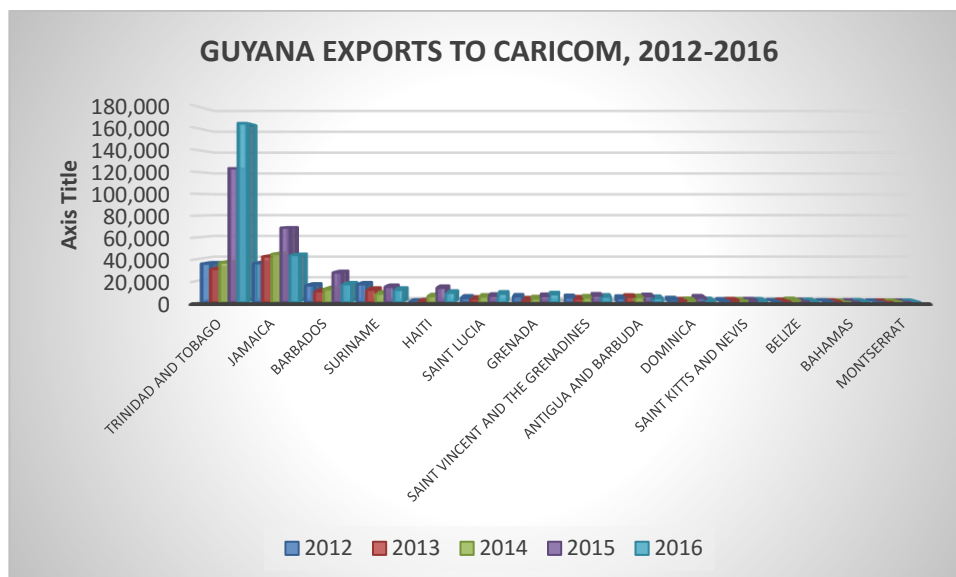
**Table 7.7 GUYANA EXPORTS TO CARICOM, 2012-2016**  
(US\$ 000)

Export market	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total Exports</b>	<b>1 436 600</b>	<b>1 375 940</b>	<b>1 174 050</b>	<b>1 285 828</b>	<b>1 452 632</b>	<b>0,28</b>
Trinidad and Tobago	35 657	30 760	36 764	123 519	164 888	46,64
Jamaica	36 030	42 240	44 568	68 823	43 641	4,91
Barbados	15 526	10 147	12 110	27 373	16 621	1,72
Suriname	16 633	11 566	8 015	14 249	11 603	-8,61
Haiti	252	683	5 460	13 366	8 816	143,20
Saint Lucia	4 170	3 118	5 143	5 916	7 949	17,50
Grenada	5 220	2 530	3 511	5 718	7 302	8,75
Saint Vincent and the Grenadines	4 609	3 340	4 335	6 106	5 107	2,60
Antigua and Barbuda	3 955	4 999	4 685	5 532	3 875	-0,51
Dominica	2 600	1 606	1 878	4 322	1 779	-9,05
Saint Kitts and Nevis	1 319	1 532	1 499	1 617	1 403	1,56
Belize	505	897	1 745	835	913	15,96
Bahamas	358	166	95	253	387	1,97
Montserrat	35	54	78	47	62	15,37
<b>Total Exports to Caricom</b>	<b>126 869</b>	<b>113 638</b>	<b>129 886</b>	<b>277 676</b>	<b>274 346</b>	<b>21,27</b>
Caricom Participation	<b>8,83</b>	<b>8,26</b>	<b>11,06</b>	<b>21,60</b>	<b>18,89</b>	<b>20,93</b>

Source: Trademap



**GRAPH 7.4**



#### 7.2.1.7. Imports from CARICOM

Guyana's imports from the CARICOM member states have increased during the period 2012-2016 at an average annual rate of 6,47%, from values of US\$471.5 millions in 2012 to US\$605.8 millions in 2016. Trinidad and Tobago is the leading supplier with sales of US\$472.7 millions during 2016 and a growth rate of 13,11% annual average.

Barbados' sales to Guyana in 2016 amount to US\$23.2 millions while in 2012 the value was US\$15.4 millions, with an average annual growth rate of 10.69%. Suriname's participation in Guyana's market decreased from US\$141.8 millions in 2012 to US\$89.2 millions in 2016; Suriname and Jamaica also reduced their exports to Guyana at an annual average rate of 10,98% and 2,69%, respectively.

**Table 7.8. GUYANA'S MAIN CARICOM SUPPLIERS, 2012-2016  
(US\$ 000)**

Supplier	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total imports</b>	<b>1 997 074</b>	<b>1 866 255</b>	<b>1 783 311</b>	<b>2 185 744</b>	<b>1 624 986</b>	<b>-5,02</b>
Trinidad and Tobago	288 777	360 474	375 818	329 202	472 680	13,11
Suriname	141 941	141 927	115 802	31 711	89 155	-10,98
Barbados	15 423	22 180	28 127	28 454	23 156	10,69
Jamaica	15 594	10 465	9 833	11 154	13 981	-2,69
Saint Lucia	4 566	5 246	3 230	10 226	4 155	-2,33

Belize	3 515	7 457	6 042	3 223	1 287	-22,21
Grenada	436	471	313	399	472	2,00
Saint Kitts and Nevis	339	52	50	164	431	6,19
Antigua and Barbuda	85	264	232	1 252	298	36,84
St. Vincent & Grenadines	551	571	289	155	111	-33,00
Bahamas	302	392	88	17	106	-23,03
Haiti	0	8	244	0	0	-
Montserrat	0	0	0	1	0	-
<b>Total Caricom</b>	<b>471 529</b>	<b>549 507</b>	<b>540 068</b>	<b>415 958</b>	<b>605 832</b>	<b>6,47</b>
Participation Caricom (%)	<b>23,61</b>	<b>29,44</b>	<b>30,28</b>	<b>19,03</b>	<b>37,28</b>	<b>12,10</b>

Source : Trademaps

### 7.2.1.8. Trade with the Dominican Republic

Guyana's trade balance with the Dominican Republic is negative. Exports have increased by 0.28% annually with values ranging from US\$3.4 millions in 2012 to US\$5.9 millions in 2016.

Imports from Dominican Republic have fallen at an average rate of 5,02% annually, from US\$14.5 millions in 2012 to US\$10.1 millions in 2016.

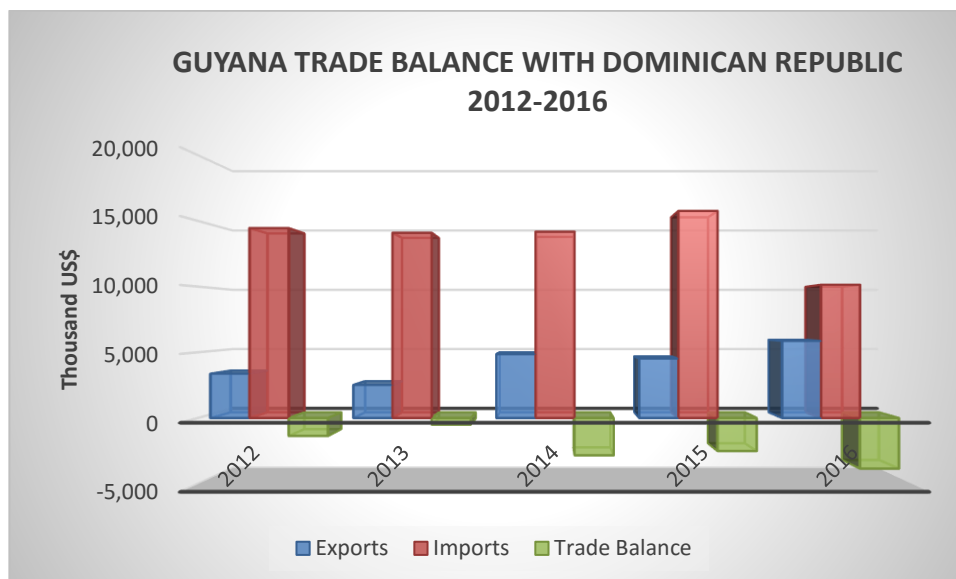
**Table 7.9. GUYANA'S TRADE BALANCE WITH THE DOMINICAN REPUBLIC  
(US\$ 000)**

	2012	2013	2014	2015	2016	Annual Growth Rate (%)
Exports	3 373	2 517	4 852	4 523	5 862	0,28
Imports	14 451	14 090	14 172	15 754	10 138	-5,02
Total Trade	17 824	16 607	19 024	20 277	16 000	-2,70
<b>Trade Balance</b>	<b>-11 078</b>	<b>-11 573</b>	<b>-9 320</b>	<b>-11 231</b>	<b>-4 276</b>	<b>-25,53</b>
Imports Participation (%)	<b>81,08</b>	<b>84,84</b>	<b>74,50</b>	<b>77,69</b>	<b>63,36</b>	3,06

Source: Trademaps

Guyana's exports to the Dominican Republic are mostly coconuts and food preparations while Dominican Republic exports fertilizers and cement to Guyana.

**GRAPH 7.5**



**Table 7.10. GUYANA MAJOR IMPORTS FROM THE DOMINICAN REPUBLIC  
(US\$ 000)**

Subheading	Product description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>1 997 074</b>	<b>1 866 255</b>	<b>1 783 311</b>	<b>2 185 744</b>	<b>1 624 986</b>
'3102909000	Other	1 046	479	1 025	2 529	1 794
'2523291000	Building cement (grey)	1 115	1 033	2 785	746	1 187
'3923501000	Lids and caps	1 025	1 082	877	943	861
'2710198300	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Lubricating oil	-	-	353	821	667
'3102800000	Mixtures of urea and ammonium nitrate in aqueous or ammoniacal solution	-	-	-	-	473
'2711130000	Butanes, liquefied (excl. of a purity of >= 95% of N-butane or isobutane)	-	-	-	-	441
'3909300000	Amino-resins, in primary forms (excl. urea resins, thiourea resins and melamine resins)	27	50	418	367	379
'2104102000	In solid or powder form	288	325	185	460	311
'3907500000	Alkyd resins, in primary forms	395	447	544	395	294
'4819200000	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	-	-	-	-	293
'2710198500	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Lubricating oil	-	-	261	547	235
'3924101000	Cups, forks, knives, plates, spoons and tumblers	103	104	66	60	201
'7214201000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	80	735	285	130	174
'3923290000	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	-	-	-	-	161
'9404900000	Articles of bedding and similar furnishing, fitted with springs or stuffed or internally filled	36	24	62	115	158
'3102100000	Urea, whether or not in aqueous solution (excl. that in pellet or similar forms)	-	-	-	993	150
<b>Total imports from Dominican Republic</b>		<b>14 451</b>	<b>14 090</b>	<b>14 172</b>	<b>15 754</b>	<b>10 138</b>

Source: Trademaps

### 7.3. Import Requirements

### 7.3.1 Goods

MEASURE	DESCRIPTION	LEGAL BASIS
Applicable Customs Tariff	Guyana applies the CARICOM Common External Tariff, with certain exceptions. <sup>23</sup>	CET
Tariff Rates	<ul style="list-style-type: none"> <li>All tariff rates are <i>ad valorem</i>.</li> <li>Tariffs on agricultural products range from zero to 100%, with the highest rate of 100% applied to meat, edible offal, some food preparations, alcoholic beverages, cigars and tobacco.</li> <li>No tariff quota apply.</li> <li>Simple Most Favored Nation (MFN) average tariff rate on agricultural products is 22.7%.</li> <li>The simple average MFN rate is 12.1%.</li> <li>10% average rate for non-agricultural products</li> <li>Average rate of 43.3% on beverage, tobacco and spirit and 100% the highest tariff rate.</li> <li>Tariff rate on fish and fisheries products average 28.8%.</li> <li>Animal and animal products tariff rate average 28.6%.</li> <li>Sugar, confectionary, fruit, vegetables and plants with a simple average tariff rate above from 20% to 40%.</li> <li>Average tariff rate on manufactured goods is 19.9%.</li> <li>Textile and footwear tariff rate range from 0-20% and an average of 11.1% and 16.1% respectively.</li> </ul>	The Customs Act

<sup>23</sup> See DR-CARICOM FTA, Attachment II: Goods Which Shall Be Subject to Most Favored Nation (MFN) Rate of Duty and Attachment V: List and Schedules of Selected Agricultural Products Which Shall Be Subject to Special Trade Arrangements.

MEASURE	DESCRIPTION	LEGAL BASIS
Tariff exemption and preferential tariff.	<ul style="list-style-type: none"> <li>Imports from CARICOM members, Dominican Republic, Colombia, Cuba and Costa Rica are duty free.</li> <li>Duty-free preferential treatment on 96.6% tariff lines on imports from Brazil with the highest average rate of 1.6%.</li> <li>Under the CARIFORUM-EU Economic Partnership Agreement (EPA), 65.4% of tariff lines are duty free on imports from the European Union. Average tariff rate under the EPA is 5.3%.</li> </ul>	Customs Act Part III(A) and Part III(B) of the First Schedule
Taxes on Imports	<ul style="list-style-type: none"> <li>Value-added Tax (VAT) of 16% applied on domestic products and services as well as on imports. Zero-rate applied on certain domestically produced goods but not on their imported equivalents.</li> <li>Zero-rate VAT on imports of raw material incorporated at least 50% on exported goods.</li> <li>Excise tax on alcoholic beverages (40%), tobacco (100%), petroleum products (50%) and motor vehicles.</li> <li>Both VAT and excise tax are levied on the CIF import value.</li> <li>Environmental tax on non-returnable metal, plastic, glass or cardboard container of beverage imported into Guyana, at a rate of G\$10 per container.</li> <li>Environmental tax not applied to domestically-produced beverages.</li> <li>Environmental tax refunded to importers if containers are collected and re-exported.</li> <li>Warehouse rent and charges on imports, when needed.</li> </ul>	VAT Act

MEASURE	DESCRIPTION	LEGAL BASIS
Imports clearance	<ul style="list-style-type: none"> <li>▪ The use of custom brokers is voluntary. Custom brokers must be provided by a licence.</li> <li>▪ Commercial declaration must be completed personally.</li> <li>▪ Pre-arrival custom declaration allowed before merchandise arrival.</li> <li>▪ One day to process import declaration up to five days for large shipments.</li> <li>▪ Physical inspection on imports not required. Random inspections apply.</li> <li>▪ When relevant documentation is correct, goods can be declared on the same day they arrive.</li> <li>▪ Permit for immediate delivery is issued for perishable imports, ten days before the arrival of imports, subject to payment of a bond on estimated duties and taxes.</li> <li>▪ Imports granted with a permit for immediate delivery must meet sanitary and phytosanitary control before enter the market.</li> </ul>	
Custom Valuation	<ul style="list-style-type: none"> <li>▪ Customs valuation based on CIF prices.</li> <li>▪ Mechanisms in force for under-invoicing custom valuation.</li> </ul>	
Imports Regulations and Restriction	<ul style="list-style-type: none"> <li>▪ Importers and exporters must register with the Guyana Revenue Authority to obtain a tax identification number.</li> <li>▪ Preferential rules of origin apply only to imports from CARICOM and trading partner with whom CARICOM has a free trade agreement.</li> <li>▪ Preferential treatment granted to imports meeting the established rules of origin.</li> </ul>	<p>Customs Act</p> <p>Second Schedule (Part I) of the Customs Act</p> <p>Basel Convention</p>

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Import prohibitions and restrictions apply to preserve public health, public order and safety, public morality and international obligations.</li> <li>Import prohibitions include some pesticides, narcotics and hazardous waste.</li> <li>Approval or permits required to import restricted products such as endangered species of flora and fauna.</li> <li>Import permits for restricted chemical and pesticides issued only to registered importers.</li> <li>Imports of citrus material and citrus products from the United States and West Indian Island, grapefruit from Trinidad and Tobago, raw coffee, rice seeds and fresh soft fruits from Suriname, are prohibited based on sanitary and phytosanitary measures.</li> </ul>	
Labelling Requirements	<ul style="list-style-type: none"> <li>Products sold into Guyana's market must meet the established technical regulations and labelling requirements.</li> <li>The Guyana National Bureau of Standards may request a conformity certificated on imports, issued by an accredited laboratory in the country of origin. Certificates must be written in English.</li> <li>Labelling requirements available for a fee.</li> </ul>	Guyana National Bureau of Standards
Licence	<ul style="list-style-type: none"> <li>Import licence apply to all extra-CARICOM imports.</li> <li>Automatic licence only for statistical purpose, covering, among others, agricultural products, fertilizers,</li> </ul>	Licensing Section of the Ministry of Tourism, Industry and Commerce (MTIC)



MEASURE	DESCRIPTION	LEGAL BASIS
	<p>chemicals petroleum oil and transport vehicles.</p> <ul style="list-style-type: none"> <li>▪ Non-automatic licence required for imports of rice, cane and beet sugar, arms and ammunitions.</li> <li>▪ Import licence issued free of charge and process lasts 48 hours.</li> <li>▪ Import licence required for certain agricultural products.</li> <li>▪ Import licence required for import of animals, animal products, and animal parts, subject to obtain a previous permit from the Guyana Livestock Development Authority.</li> </ul>	
Contingency Measures	Guyana does not have legislation regarding contingency measures (anti-dumping, countervailing and safeguard measures).	
Sanitary and Phytosanitary Measures	<ul style="list-style-type: none"> <li>▪ Imports of food, drugs, cosmetic, medical or veterinary devices allow to enter into Guyana's market if they comply the respective legislation in the country of origin.</li> <li>▪ Import licence and a certificate from the country of origin is required to import these products.</li> <li>▪ Imports of animals and animal products and parts are prohibited or restricted only from countries where disease-infected areas are identified by the World Organization for Animal Health.</li> <li>▪ A sanitary certificate from relevant authorities of the exporting country is required to obtain the import permits needed for import licence.</li> <li>▪ Imports of plants require phytosanitary import permit issued by the National Plant Protection Organization. Also, imports of plants</li> </ul>	<p>Animal Movement and Disease Prevention Act</p> <p>The Plant Protection Act</p>

MEASURE	DESCRIPTION	LEGAL BASIS
	<p>require a phytosanitary certificate issued by the relevant authority in the country of origin, 14 days before products arrival.</p> <ul style="list-style-type: none"> <li>▪ Risk assessment conducted on first-time imports of animals and plants imported or a new supplier country.</li> <li>▪ Imports of animals and plants are subject to inspection at the port of entry. Request for inspection must be notified 72 hours previous to arrival of products. Inspection is subject to further analysis if required.</li> <li>▪ Quarantine apply when anomalies are found during port-entry inspections.</li> </ul>	
Standards	<ul style="list-style-type: none"> <li>▪ Standards in Guyana are voluntary.</li> <li>▪ Standards become mandatory (technical regulation) when required to preserve consumer's health and safety. Only standards widely accepted become mandatory.</li> </ul>	
Intellectual Property Rights	<ul style="list-style-type: none"> <li>▪ Patent and industrial designs are protected during 16 years.</li> <li>▪ Under authority considerations of abuse of monopoly rights or for state purpose, a compulsory licence is allowed.</li> <li>▪ Copyright protection granted for 50 years on sound recording, cinematography, broadcasting, and literary, dramatic and musical work.</li> <li>▪ 25 years of copyright protection for published editions of Works.</li> <li>▪ Trademark protection apply on goods but not on services. Registered trademark valid for 7 years and removed if not in use during 5 consecutive years.</li> </ul>	<p>Commercial Registry under the Deeds and Commercial Registries Authority</p> <p>Geographical Indication Act</p>

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Geographical indications protected similar to trademarks.</li> <li>No legislation exists on new plant variety, layout-design of integrated circuits or undisclosed information/trade secrets.</li> <li>Paralell imports of intellectual-property-right goods are limited.</li> </ul>	
Import Documentation	<ul style="list-style-type: none"> <li>Custom declaration/Standard Administration Document–Form C.72</li> <li>Bill of lading/Airway Bill</li> <li>Original invoice</li> <li>Certificate of origin for imports from CARICOM and partners with free trade agreement.</li> </ul> <p>Additional documentation, at request when apply:</p> <ul style="list-style-type: none"> <li>Certificate from the Pesticide, Toxic and Chemical Control.</li> <li>Import licence certificate for imports of pharmaceutical and cosmetics.</li> <li>Cancelled registration of importing reaconditioned motor vehicles, issued by the seller.</li> <li>Freight certified airway bill or delivery order</li> <li>Original bills or receipt.</li> </ul>	Guyana Revenue Authority
Competition Policies	<ul style="list-style-type: none"> <li>Prohibition of all agreement which have or intent to prevent or restrict competition.</li> <li>Prohibited agreements include horizontal and vertical agreements, concerted practices.</li> <li>Authorities may not consider anti-competitive agreements those that contribute to improve production or distribution of goods and the promotion of technical or economic growth.</li> </ul>	Competition and Fair Trading Act

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>No special provisions on import cartels.</li> <li>The control of more than 40% of market share by a company is considered dominant position, not illegal but prohibited its abuse.</li> </ul>	
State Enterprises	<ul style="list-style-type: none"> <li>The state-owned Guyana Sugar Corporation is the only company permanently authorized to import and export sugar.</li> <li>Import of refined sugar allowed under non-automatic licence granted to all other companies.</li> <li>Import and export and commercialization of gold under the control of the state-owned Guyana Gold Board.</li> <li>The Guyana gold Board can authorize private companies or person to sell or export gold.</li> </ul>	
Government Procurement	<ul style="list-style-type: none"> <li>The Procurement Act applies to public procurement at national, ministerial, regional, government agencies level.</li> <li>Open tendering is mandatory except under certain circumstances.</li> <li>Restricted tendering used when there is limited number of contractors or suppliers for complex or specialized goods or services and construction work.</li> <li>Single source procurement used when goods, construction work, or services are available only from one source.</li> <li>Quotations required for procurements up to G\$800,000.</li> <li>Procurement through community participation used in remote</li> </ul>	<p>Procurement Act</p> <p>Public Procurement Commission Tribunal Act</p> <p>Small Business Act</p>

MEASURE	DESCRIPTION	LEGAL BASIS
	<p>communities where competitive procedures are not feasible.</p> <ul style="list-style-type: none"> <li>Procurement below G\$1.5 millions may be procured directly.</li> <li>Threshold for procurements varies depending on procuring entity and type of procurement.</li> </ul>	

Source: WTO Guyana Trade Policy Review

## 7.3.2 Services

### 7.3.2 Trade balance

**Table 7.12. GUYANA TRADE BALANCE IN SERVICES**  
(US\$ 000)

	2011	2012	2013	2014	2015	Annual Growth Rate (%)
Exports	297 598	297 770	164 690	180 841	142 876	-16,76
Imports	433 752	526 341	502 692	426 215	423 359	-0,60
Total Trade	731 350	824 111	667 382	607 056	566 235	-6,20
<b>Trade Balance</b>	<b>-136 154</b>	<b>-228 571</b>	<b>-338 002</b>	<b>-245 374</b>	<b>-280 483</b>	<b>19,80</b>
Export Participation (%)	40,69	36,13	24,68	29,79	25,23	-11,26

Source: Trademap

Guyana has a negative trade balance in services. Service exports have declined from US\$297.6 millions in 2011 to US\$142.8 millions in 2015, an average annual contraction of 16,76%, while imports have practically stagnated with a negative rate of -0,60% in average during the period 2011-2015. Service exports have reduced their participation into total service trade from 40,69% in 2011 to 25,23% in 2015.

**Table 7.13. GUYANA SERVICE EXPORTS** (US\$ 000)

Code	Service description	2011	2012	2013	2014	2015
5	<b>All services</b>	<b>297 598</b>	<b>297 770</b>	<b>164 690</b>	<b>180 841</b>	<b>142 876</b>
4	Travel	95 000	64 028	76 770	78 727	64 586
10	Other business services	38 929	46 839	34 710	38 261	27 262
3	Transport	19 125	21 037	23 140	25 455	20 128
7	Financial services	20 397	22 240	10 850	11 750	14 727
6	Insurance and pension services	11 300	13 000	240	13 219	7 005
9	Telecommunications, computer and information services	63 568	78 883	13 590	9 065	6 092
8	Charges for the use of intellectual property n.i.e.	49 279	51 743	5 390	4 364	3 077

Source: Trademap

By sector, travel represent the main export service activity accounting for US\$64.6 millions in 2015, a sustancial contraction form the US\$95.0 millions revenues in 2011. Other business services also had a contraction from US\$38.9 millions in 2011 to US\$27.3 millions in 2015. Total exports of services in 2015 totalled US\$142.9 millions while in 2011 the total exports were US\$297.6 millions.

Service imports also had a slightly contraction, from US\$433.8 millions in 2011 to US\$423.4 millions in 2015. Other business services and travel have increased their participation and telecommunications and charges for the use of intelectual property have decreased imports during the period.

**Table 7.14. GUYANA SERVICE IMPORTS**  
(US\$ 000)

Code	Service description	2011	2012	2013	2014	2015
5	<b>All services</b>	<b>433 752</b>	<b>526 341</b>	<b>502 692</b>	<b>426 215</b>	<b>423 359</b>
3	Transport	168 240	189 690	159 367	152 258	137 366
10	Other business services	67 504	102 555	106 384	92 737	95 566
4	Travel	79 000	82 324	80 530	76 902	92 643
6	Insurance and pension services	30 980	41 830	46 180	41 055	36 872
9	Telecommunications, computer and information services	45 793	58 127	33 641	26 736	29 666
8	Charges for the use of intelectual property n.i.e.	34 179	41 699	65 990	23 943	18 244
7	Financial services	8 055	10 116	10 600	12 585	13 002

Source: Trademaps

Table below shows a summary of main measures regulating Guyana's service sector:

MEASURE	DESCRIPTION	LEGAL BASIS
General Overview	<ul style="list-style-type: none"> <li>Guayana's major service subsectors include distribution, transport and communications, engineering and construction and government services.</li> <li>CARICOM nationals have few restrictions to provide services in Guyana.</li> <li>CARICOM nationals of the áreas of university graduates, media workers, sport persons, artists, musicians, qualified artisans, non-graduated qualified teachers and nurses, and holders of associate degree and equivalent, are allowed to work and reside in any CARICOM country.</li> </ul>	<p>Caribbean Community (Free Entry of Skilled Nationals) Act</p> <p>Immigration Act</p>

Financial Services	<ul style="list-style-type: none"> <li>▪ Foreign financial institutions established in Guyana receive national treatment.</li> <li>▪ Financial institutions require a licence granted by the Bank of Guyana, to operate (banking business licence and financial business licence).</li> <li>▪ Banking licences allow them to accept and demand deposit, extend credit and any financial service.</li> <li>▪ Financial licences do not allow to offer banking services.</li> <li>▪ Non-bank financial institutions require an authorization from the Bank of Guyana to open a new place of business (a fee apply).</li> <li>▪ Minimum capital in the home country is required for some financial (non-bank) institutions and parent companies of foreign branch or subsidiaries.</li> <li>▪ Restriction on the amount of loans, advances, financial guarantee or any type of credit or liability, apply for non-bank financial institutions.</li> <li>▪ Up to 25% shares is the maximum permitted to shareholder of any financial institution, except authorization of the Bank of Guyana or by the way of capital expansion of the licensed institution.</li> <li>▪ No nationality requirement for establishment of financial institutions.</li> <li>▪ Licensed banks can establish branches or subsidiaries but not representative offices. A origin bank subsidiary must be incorporated in Guyana.</li> <li>▪ Permission from the Ministry of Finance is required for domestic banks, corporations and individuals before borrowing in foreign banks in foreign currency.</li> <li>▪ Accounts in foreign currency in a local bank only allowed to money-exchange dealers and exporters.</li> <li>▪ Foreign investment in the banking sector is open.</li> </ul>	<p>Credit Reporting Act of 2010</p> <p>Money Transfer Agencies (Licensing) Act 2009</p> <p>Financial Institutions Act</p> <p>Insurance Act</p>
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	<ul style="list-style-type: none"> <li>■ <b>Insurance</b> <ul style="list-style-type: none"> <li>▪ Underwriting insurance only allowed to companies registered in Guyana.</li> <li>▪ Underwriting companies or partnership registered in Guyana may act as brokers.</li> <li>▪ No employees, officer or controller of insurance companies can apply for registration as a broker.</li> <li>▪ Under the Insurance Act, there are two kind of insurance activities: the long-term insurance business and general insurance business.</li> </ul> </li> </ul>	
Telecommunications	<ul style="list-style-type: none"> <li>▪ In telecommunications sector, fixed telephony service operates as a monopoly and duopoly in mobile telephony.</li> </ul>	



## 7.5. BUSINESS OPPORTUNITIES FOR DOMINICAN FIRMS

### 7.5.1 Goods

**Table 7.15. EXPORT POTENTIAL OF DOMINICAN EXPORTS TO GUYANA  
(US\$ 000)**

Subheading	Product Description	Imports from DR 2016	Guyana total Imports	DR Potential
'3102909000	Other fertilizers	1 794	4 414	2 620
'2523291000	Building cement (grey)	1 187	28 823	27 636
'3923501000	Lids and caps	861	2 487	1 626
'2710198300	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Lubricating oil	667	18 778	18 111
'3102800000	Mixtures of urea and ammonium nitrate in aqueous or ammoniacal solution	473	1 169	696
'2711130000	Butanes, liquefied (excl. of a purity of >= 95% of N-butane or isobutane)	441	7 703	7 262
'3909300000	Amino-resins, in primary forms (excl. urea resins, thiourea resins and melamine resins)	379	414	35
'2104102000	In solid or powder form	311	1 282	971
'3907500000	Alkyd resins, in primary forms	294	1 928	1 634
'4819200000	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	293	1 450	1 157
'2710198500	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Lubricating oil	235	1 598	1 363
'3814009000	Other Organic composite solvents and thinners, n.e.s.; prepared paint or varnish removers	210	407	197
'3924101000	Cups, forks, knives, plates, spoons and tumblers	201	668	467
'7214201000	Other Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	174	2 288	2 114
'3923290000	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	161	6 295	6 134
'9404900000	Articles of bedding and similar furnishing, fitted with springs or stuffed or internally filled	158	514	356
'3102100000	Urea, whether or not in aqueous solution (excl. that in pellet or similar forms)	150	10 399	10 249
'1507900010	Soya-bean oil and its fractions, whether or not refined (excl. chemically modified and crude)	146	1 625	1 479
'9404290000	Mattresses, fitted with springs or stuffed or internally filled with any material	145	1 025	880
'3105300000	Diammonium hydrogenorthophosphate diammonium phosphate" (excl. that in pellet or similar forms)	134	1 300	1 166
'3103900000	Mineral or chemical phosphatic fertilisers (excl. superphosphates, those in pellet or similar	115	2 271	2 156

Source: Trademap

## **7.5.1.1 Opportunities and Strengths**

### **7.5.1.1.1 Opportunities**

- There exists potential to increase DR's actual exports, including new products currently not being exported, such as industrial products.
- Limited industrial manufacturing.

### **7.5.1.1.2 Strengths**

- Ample export offer
- DR actually exports to Guyana
- Quality export products

## **7.5.1.2 Threats and weaknesses**

### **7.5.1.2.1 Threats**

Conditions (price, packaging, brand) of imports from Guyana's main suppliers.

- Small market
- Trade decreasing, both exports and imports
- Despite a favourable trade balance for DR, imports are decreasing

### **7.5.2.1.2 Weaknesses**

- DR imports are concentrated in a few products
- Deficient commercial and institutional relations
- Language

## **7.5.1.3 Strategies**

Inform DR exporters of potential opportunities in the Guyanese market and conduct a detailed analysis of potential exporters to address market penetration assistance tailored to their needs.

## **7.5.2 Services**

### **7.5.2.1 Opportunities**

- Construction & Engineering (Guyana together with Trinidad and Tobago and Bahamas are key construction importers).

- Creative Industries (mostly Entertainment)

**Trade leads** may be consulted with the Guyana Chamber of Commerce and other business associations, the Guyana Coalition of Services and trade-related government institutions in the tables below.

## OTHER USEFUL INFORMATION

### 7.4. CONNECTIVITY & COMMERCIALIZATION

#### 7.4.1 Main ports and airports

Ports	<ul style="list-style-type: none"> <li>○ Essequibo River Port</li> <li>○ Port of Georgetown</li> <li>○ Port of Kaituma</li> <li>○ Port of Lindend</li> <li>○ New Amsterdam Port</li> </ul>
Airports	<ul style="list-style-type: none"> <li>○ Cheddi Jagan International airport</li> <li>○ Ogle International airport</li> <li>○ Eugene F. Correia International airport</li> <li>○ Kaieteur International Airport</li> </ul>

#### 7.4.2 Distribution Channels

Guyana is characterized by an extensive territory and a small population and local market. Local distributors are recommended; small traders are effective distributors of consumer goods. According to USA International Trade Administration, *"Small Guyanese "traders" regularly travel abroad and purchase wholesale quantities of packaged consumer goods, often choosing second-rate or nearly expired products from discount outlets"* (<https://www.export.gov/article?id=Guyana-Distribution-and-Sales-Channels>)

## 7.1 GUYANA TRADE-RELATED GOVERNMENT INSTITUTIONS AND BUSINESS ASSOCIATIONS

<p><b>Ministry of Foreign Affairs</b> "Takuba Lodge" 254 South Road &amp; Shiv Chanderpaul Dr. Georgetown, Guyana Tel: +592 226 9080 Fax: +592 223 5241 Email: <a href="mailto:minister@minfor.gov.gy">minister@minfor.gov.gy</a></p>	<p><b>Ministry of Finance</b> Main &amp; Urquhart Streets Georgetown, Guyana Tel: +592 227 1114/ 225 6088 Fax: +592 226 1284 Email: <a href="mailto:minister@finance.gov.gy">minister@finance.gov.gy</a></p>
<p><b>Ministry of Agriculture</b> Regent &amp; Vlissengen Roads Bourda, Georgetown, Guyana Tel: +592 227 5049 Fax: +592 227 2978 E-mail: <a href="mailto:info@agriculture.gov.gy">info@agriculture.gov.gy</a></p>	<p><b>Guyana National Bureau of Standards</b> Flat 15 Exhibition Site Sophia Greater Georgetown Guyana Tel: +(592) 219-0062/64/65/66 Fax: +(592) 219-0070 Email : <a href="mailto:info@gnbsgy.org">info@gnbsgy.org</a></p>
<p><b>Guyana Revenue Authority</b> 200-201 Camp Street Georgetown, Guyana Tel.: + (592)227-6060 / 227-8222</p>	<p><b>Georgetown Chamber of Commerce and Industry</b> 156 Waterloo Street North Cummingsburg Georgetown, Guyana Tel.: + 592-226-3519 / 592-225-5846 / 592-227-6441</p>
<p><b>Private Sector Commission of Guyana</b> 157 Waterloo St. Georgetown, Guyana Tel.: + 592 227 6060 / 227 8222 E-mail: <a href="mailto:office@psc.org.gy">office@psc.org.gy</a></p>	<p><b>Guyana Manufacturing and Services Association</b> 157 Waterloo St., North Cummingsburg, Georgetown Guyana Tel: +592-223-7405/6 / 592-225-5615 E-mail: <a href="mailto:gma_guyana@yahoo.com">gma_guyana@yahoo.com</a> www. <a href="http://gmsagy.org/">http://gmsagy.org/</a></p>

#### 4.3. GUYANA IMPORTERS AND DISTRIBUTORS

<b>D Singh Trading</b> 36 Delph St & Campbell Ave Campbellville G/town Guyana Phone 592 225 9052 <a href="https://www.findyello.com/guyana/D-Singh-Trading/profile">https://www.findyello.com/guyana/D-Singh-Trading/profile</a>	Food products distribution
<b>H A Snacks</b> 25 John St Werk-en-Rust * G/town Guyana Phone: 592 227 3391	Food Products-Distributors Cosmetics & Perfumes-Retail
<b>Best Buys Food Supplies</b> 1E Dennis & Middleton sts C/ville G/town Guyana Phone: 592 227 3432 <a href="https://www.findyello.com/guyana/Best-Buys-Food-Supplies/profile">https://www.findyello.com/guyana/Best-Buys-Food-Supplies/profile</a>	Food Products-Distributors Importers and wholesalers
<b>P Ramroop &amp; Sons</b> 23 Lombard St Werk-en-Rust * G/town Guyana Phone: 592 227 6458 <a href="https://www.findyello.com/guyana/P-Ramroop-Sons/profile">https://www.findyello.com/guyana/P-Ramroop-Sons/profile</a>	Importers
<b>Tatabu Trading Enterprise</b> 23 Lombard St Werk-en-Rust G/town Guyana Phone: 592 226 1497 <a href="https://www.findyello.com/guyana/Tatabu-Trading-Enterprise/profile">https://www.findyello.com/guyana/Tatabu-Trading-Enterprise/profile</a>	Importers Plastic products
<b>Value 4 U</b> 14 Barima Ave Bel Air Park Guyana Phone: 592 226 0801 <a href="https://www.findyello.com/guyana/Value-4-U/profile">https://www.findyello.com/guyana/Value-4-U/profile</a>	Distributors-Wholesale Importers
<b>Najab Trading Enterprise</b> 38-39 Robb Street Bourda Guyana Phone: 592 225 0527 <a href="https://www.findyello.com/guyana/Najab-Trading-Enterprise/profile">https://www.findyello.com/guyana/Najab-Trading-Enterprise/profile</a>	Grocers, wholesalers
<b>De Sinco Limited</b> Frank De Abreu – Managing Director 47- 48 Eccles Industrial Site Guyana Phone: 592 226-7109, 592 226-1805 Fax: 592 227-6008 Email: <a href="mailto:desinco@gol.net.gy">desinco@gol.net.gy</a>	Distributors-Wholesale Importers Food Products-Distributors

<b>Sterling Products Limited</b> Providence East Bank Demerara Guyana Phone: 592 265 7403-6 <a href="https://www.findyello.com/guyana/Sterling-Products-Limited/profile">https://www.findyello.com/guyana/Sterling-Products-Limited/profile</a>	Ice Cream & Frozen Desserts- Manufacturers & Distributors Ice Cream & Frozen Desserts- Retail Food Products & Manufacturers Manufacturers Agents & Representatives Food Products-Distributors
<b>Ansa Mcal Trading Ltd</b> Kelvin Singh, Contact name E-Mail: kelvin.singh@ansamcal.com 60-63 Beterverwagting , Industrial Site East Coast Demerara, Guyana Phone: 592-220-0455 Ext 229 Fax: 592-220-0796 <a href="http://www.ansamcalguyana.com">www.ansamcalguyana.com</a>	Beverages Distribution Manufacturing Retail
<b>Toucan Industries Inc.</b> 10 Water Street,Kingston Georgetown, Guyana Phone:592-226-1188,592-225-4607 FAX:592-225-3906 E-mail: toucan@ewirelessgy.com <a href="http://www.toucanindustriessguyana.com/">http://www.toucanindustriessguyana.com/</a>	Importers/Distributors
<b>M. Beepat &amp; Sons Limited</b> Mr. Jonathan Beepat - General Manager jbeepat@beepats.com 100 – 101 Regent Street, Lacytown, Georgetown, Phone: +592 226-1292 Fax: +592 226-1939 E-mail: <a href="mailto:mail@beepats.com">mail@beepats.com</a> <a href="http://www.beepats.com/">http://www.beepats.com/</a>	Distributors
<b>Southerland International</b> 35 & 38 Industrial Estate, Eccles East Bank Demerara, Georgetown Phone: +592 233 3255 Facebook	Food and beverage service and distribution
<b>Carib Foods Distributors Inc</b> 78 Croal Street Stabroek G/town Guyana Phone: 592 226 5701 <a href="https://www.findyello.com/Guyana/Carib-Foods-Distributors-Inc/profile">https://www.findyello.com/Guyana/Carib-Foods-Distributors-Inc/profile</a>	Distribution/Wholesale

<b>Sunfoods Enterprise</b> 33 A Industrial Site Ruinveldt Guyana Phone: 592 225 4462 <a href="https://www.findyello.com/Guyana/Sunfoods-Enterprise/profile">https://www.findyello.com/Guyana/Sunfoods-Enterprise/profile</a>	Distribution/Wholesale
<b>M&amp;S Imports</b> 154 Regent St., Bourda G/town Guyana Phone: 592 223 6262 <a href="https://www.findyello.com/Guyana/M-S-Imports/profile">https://www.findyello.com/Guyana/M-S-Imports/profile</a>	Distributors-Wholesale General Merchandise-Wholesale
<b>Associated Packers Industry</b> 47/48 John & Sheriff Streets, Guyana Phone: 592 233 2188 <a href="https://www.findyello.com/Guyana/Associated-Packers-Industry/profile">https://www.findyello.com/Guyana/Associated-Packers-Industry/profile</a>	Distributors-Retail Packaging Service
<b>Best Warehouse Deals (BWD)</b> 236 South Road Bourda Guyana Phone: 592 227 0554 <a href="https://www.findyello.com/Guyana/Best-Warehouse-Deals-BWD/profile">https://www.findyello.com/Guyana/Best-Warehouse-Deals-BWD/profile</a>	Distribution/Wholesale
<b>BLT Enterprise Inc</b> A of H Durban St, Worthmanville G/town Guyana Phone: 592 227 4450 <a href="https://www.findyello.com/Guyana/BLT-Enterprise-Inc/profile">https://www.findyello.com/Guyana/BLT-Enterprise-Inc/profile</a>	Fertilizers Distributors-Wholesale Packaging Service
<b>JW Potter Enterprise Sole Distributor</b> Dylon Tulip Dc-Fix 35 Second & Light Sts Alberttown Guyana Phone: 592 231 5880 <a href="https://www.findyello.com/Guyana/JW-Potter-Enterprise-Sole-Distributor-Dylon-Tulip-Dc-Fix/profile">https://www.findyello.com/Guyana/JW-Potter-Enterprise-Sole-Distributor-Dylon-Tulip-Dc-Fix/profile</a>	Distribution/Wholesale
<b>Top Brandz Distributors</b> 40 Goedverwagting, East Coast Guyana Phone: +592 222-1323 <a href="https://directory.gy/business/8041/Top_Brandz_Distributors">https://directory.gy/business/8041/Top_Brandz_Distributors</a>	Distribution/Wholesale
<b>Bryden &amp; Fernandes Inc.</b> 53 - 55 Water Street, G/town Phone: +592 225-4585, +592 226-0801 E-Mail: <a href="mailto:guyana@brydens.com">guyana@brydens.com</a> <a href="http://www.brydens.com">www.brydens.com</a>	Distribution/Wholesale

**Table 7.16. GUYANA MAIN IMPORTS RELEVANT FOR DR  
(US\$ 000)**

Subheading	Product description	2012	2013	2014	2015	2016
	<b>Total imports</b>	<b>1997074</b>	<b>1866255</b>	<b>1783311</b>	<b>2185744</b>	<b>1624986</b>
'2523291000	Building cement (grey)	16720	21020	26923	31400	28823
'3824900000	Other chemical products and preparations of the chemical or allied industries	152	145	219	5047	22765
'1001900000	Wheat and meslin (excl. durum wheat)	23057	0	14168	17893	20808
'8609000000	Containers, incl. containers for the transport of fluids	0	0	0	8738	14866
'3102100000	Urea, whether or not in aqueous solution (excl. that in pellet or similar forms)	16986	35230	17544	7373	10399
'7304290000	Casing and tubing, seamless, of iron or steel, of a kind used in drilling for oil or gas	184	189	56	11	9399
'2202101000	Aerated beverages	8375	9224	9098	8880	9338
'0407002000	Hatching eggs, not for breeder flock	7560	10421	9700	9136	9294
'2309909000	Other preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	3745	3706	3967	4409	8397
'2202109000	Other Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	8668	9394	6410	3953	8239
'1901100000	Food preparations for infant use, put up for retail sale, of flour, groats, meal, starch	4524	5383	4916	6698	7612
'2203001000	Beer	9889	9846	9521	7422	7444
'7307990000	Tube or pipe fittings, of iron or steel (excl. cast iron or stainless steel products; flanges)	585	527	448	888	6508
'3402203010	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	5334	5860	6691	5430	6503
'7010901000	Carboys, bottles, flasks, jars, pots, of a kind	7445	5450	9048	6441	6440
'3923290000	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	6306	5569	6388	5823	6295
'4818100000	Toilet paper in rolls of a width of <= 36 cm	6006	6557	6051	5728	6235
'1905310000	Sweet biscuits	4458	4622	4999	4732	5338



Subheading	Product description	2012	2013	2014	2015	2016
'1905901010	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	2942	3041	2934	3354	5300
'0703200000	Garlic, fresh or chilled	2765	3440	2232	2836	5092
'2402200000	Cigarettes, containing tobacco	6448	6377	6089	5626	4979
'0406100010	Fresh cheese "unripened or uncured cheese", incl. whey cheese	3936	5430	5223	6515	4823
'1516200010	Vegetable fats and oils and their fractions, partly or wholly hydrogenated, inter-esterified	4473	4261	5147	3992	4813
'2009909000	Other mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented	1174	979	1391	2861	4440
'3102909000	Other mineral or chemical nitrogen fertilisers (excluding urea; ammonium sulphate; ammonium nitrate)	2130	738	3229	5786	4414
'1701999000	Other cane or beet sugar and chemically pure sucrose, in solid form	4553	4244	3525	4317	4050
'6908901000	Tiles, cubes and similar articles the largest surface of which is capable of being enclosed	3514	3854	3229	3731	3976
'2106909000	Other food preparations, n.e.s.	3628	3755	4414	3470	3497
'0701900000	Fresh or chilled potatoes (excl. seed)	2670	3193	2738	3132	3357
'3402902000	Other detergents	292	197	330	1320	3351
'3926909000	Other articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	1245	1380	1504	1840	3320
'2202909000	Other non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	3680	4531	3394	3578	3306
'2309903000	Prepared complete poultry feed	61	384	228	3387	3202
'3004909000	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	22567	13641	6343	6399	2784
'3305100000	Shampoos	290	438	273	290	2769
'6305330000	Sacks and bags, for the packing of goods, of polyethylene or polypropylene strip or the like	1587	3179	4309	3713	2741
'4821100000	Paper or paperboard labels of all kinds, printed	2957	2387	3150	2675	2649
'6405900000	Footwear with outer soles of rubber or plastics, with uppers other than rubber, plastics, leather	7978	2925	2257	1472	2532
'3923501000	Lids and caps	2602	2727	2540	2677	2487

Subheading	Product description	2012	2013	2014	2015	2016
'9018390000	Other needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary	2065	321	429	540	2457
'1704900000	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum)	2170	1978	2046	2092	2425
'7214201000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations of iron	1997	6199	5619	5965	2288
'2103909090	Preparations for sauces and prepared sauces; mixed condiments and seasonings	110	362	37	1441	2241
'1901909000	Other malt extract; food preparations of flour, groats, meal, starch or malt extract	1055	1278	887	1476	2230
'3306101000	Toothpastes	2646	2256	1347	2029	2202
'1806900000	Chocolate and other preparations containing cocoa, in containers or immediate packings of <=	2062	2231	2332	2157	2177
'2103902000	Mayonnaise	714	970	1092	2194	2124
'2005209000	Other potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excluding frozen)	886	905	937	1425	2102
'2103201000	Tomato ketchup	1866	1904	1937	1968	1996
'3907500000	Alkyd resins, in primary forms	2150	3006	1816	1627	1928
'3210001000	Water-thinned paints (emulsion paints or dispersion paints)	886	893	1110	1520	1668
'6908101000	Tiles	1727	1660	1584	1628	1623
'1905329000	Waffles and wafers: Other	1322	1344	1399	1195	1621
'9403609000	Other Wooden furniture (excluding for offices, kitchens and be	2284	2629	2512	1749	1583
'0703101000	Onions	1114	1399	1586	1460	1578
'1902190000	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	175	249	162	612	1525
'9403500000	Wooden furniture for bedrooms (excl. seats)	1281	1344	946	1159	1474

Source: Trademap

## HAITI COUNTRY PROFILE

### 8.1. GENERAL DESCRIPTION AND KEY SOCIO- ECONOMIC INDICATORS

#### 8.1.1. Social and demographic indicators

Haiti shares the Hispaniola island with the Dominican Republic. Its 27,560 square kilometers and an estimated population of 10.8 millions in 2016, results in a population density of 394 people per square kilometers.

Birth rate is high, 25.8 per 1000 people and life expectancy at birth was estimated 63 years, one of the lowest in the continent. By 2012, labor force was estimated in 56.9% of total population over 15 year-old. That year, labor force total was estimated in 4.4 million people.

**Table 8.1. KEY SOCIO DEMOGRAPHIC INDICATORS**  
(Value in 000 US\$ and percentage)

INDICATOR	2012	2013	2014	2015	2016
Land area (sq. km)	27 560	27 560	27 560	27 560	27 560
Population, total	10 289 210	10 431 776	10 572 466	10 711 061	10 847 334
Population Density	373,34	378,51	383,62	388,65	393,59
Birth rate, crude (per 1,000 people)	25,76	25,33	24,93	24,55	
Life expectancy at birth, total (years)	62,03	62,39	62,71	63,01	
Labor force participation rate, total (% of total population ages 15+)	56,90				
Labor Force, Total	4 388 239	4 495 293	4 601 708	4 705 739	4 810 079
Unemployment, total (% of total labor force) (modeled ILO estimate)	14,10	13,97	13,94	13,49	13,19

Source: World Bank Data

Haiti is the poorest country in the Americas. The estimated GDP in 2016 was US\$8.0 billions with a growth of 1,4% that year. GDP per capita fell to US\$739.60 in 2016, US\$74.95 less than previous year 2015.

Tourism is an important revenue source in Haiti. During 2015, revenues for that concept amounted US\$609 millions, an increase of 5.36% related to revenues during 2015. Tourism arrival totaled 516,000 during 2016.

**Table 8.2. KEY ECONOMIC INDICATORS**  
(Value in 000 US\$ and percentage)

Indicator	2012	2013	2014	2015	2016
GDP in 000 US\$ (current)	7 890 216	8 452 509	8 776 360	8 724 656	8 022 638
GDP growth (annual %)	2,89	4,23	2,81	1,21	1,44
GDP per capita (current US\$)	766,84	810,27	830,11	814,55	739,60
Foreign direct investment, net inflows (BoP, current 000 US\$)	156 000	160 377	99 000	109 430	n.a.
International tourism, expenditures (current 000 US\$)	473 000	473 000	418 000	475 000	447 000
International tourism, number of arrivals	349 000	349 000	420 000	465 200	516 000
International tourism, receipts (current 000 US\$)	447 000	447 000	546 000	578 000	609 000

Source: World Bank Data

## 8.2. GENERAL TRADE OVERVIEW AND TRENDS

### 8.2.1. International trade

#### 8.2.1.1. Trade Balance

Total trade in Haiti amounted US\$3.6 billions during 2016, having a negative average annual rate of -4,90% during the period 2012-2016. While exports show a positive average annual growth rate of 2,49%; imports have fallen by -7,36% annually during the period.

Haitian trade balance is highly negative. With a negative annual average rate of -12,37, the trade balance was US\$1.4 billions. Exports participation in total trade is about 24%.

**Table 8.3. HAITI TRADE BALANCE**  
(US\$ 000)

	2012	2013	2014	2015	2016	Annual Growth Rate (%)
Exports	969 568	1 055 284	1 105 042	1 166 004	1 069 824	2,49
Imports	3 394 839	3 775 162	4 244 820	3 650 850	2 500 108	-7,36
Total Trade	4 364 407	4 830 446	5 349 862	4 816 854	3 569 932	-4,90
<b>Trade Balance</b>	<b>-2 425 271</b>	<b>-2 719 878</b>	<b>-3 139 778</b>	<b>-2 484 846</b>	<b>-1 430 284</b>	<b>-12,37</b>
Export Participation (%)	<b>22,22</b>	<b>21,85</b>	<b>20,66</b>	<b>24,21</b>	<b>29,97</b>	<b>7,77</b>

Source: Trademaps

Main Haitian exports are textiles, cocoa beans, mangos, rum, beer, among others.

**Table 8.4. HAITI MAIN EXPORTS PRODUCTS**  
(US\$ 000)

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>All products</b>	<b>3 394 839</b>	<b>3 775 162</b>	<b>4 244 820</b>	<b>3 650 850</b>	<b>2 500 108</b>
'999999	Commodities not elsewhere specified	365 467	452 841	440 081	448 246	408 187
'100630	Semi-milled or wholly milled rice, whether or not polished or glazed	202 559	232 398	222 987	207 915	196 952
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	37 506	57 831	140 402	69 481	102 857
'151190	Palm oil and its fractions, whether or not refined (excluding chemically modified and crude)	62 259	93 281	92 937	88 503	100 070
'170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter (excluding ...	45 066	58 013	59 517	53 761	74 599
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	70 261	60 924	60 794	52 559	63 276
'040291	Milk and cream, concentrated but unsweetened (excluding in solid forms)	44 989	42 581	47 125	38 990	34 647
'600622	Dyed cotton fabrics, knitted or crocheted, of a width of > 30 cm	4 052	11 671	21 335	23 989	30 848
'722790	Bars and rods of alloy steel other than stainless, hot-rolled, in irregularly wound coils (excluding	1 813		492	26 551	28 245
'600632	Dyed fabrics, knitted or crocheted, of synthetic fibres, of a width of > 30 cm (excluding warp	4 098	7 018	12 173	19 383	28 028
'600410	Knitted or crocheted fabrics, of a width of > 30 cm, containing >= 5% by weight elastomeric	1 424	6 326	13 613	26 640	26 799
'100199	Wheat and meslin (excluding seed for sowing, and durum wheat)	6 953	46 519	45 948	37 993	26 444
'070320	Garlic, fresh or chilled	14 142	12 114	13 307	16 018	22 463
'870323	Motor cars and other motor vehicles principally designed for the transport of persons	9 856	10 446	18 746	18 012	22 027
'870333	Motor cars and other motor vehicles principally designed for the transport of persons	27 049	14 996	18 335	18 684	21 552
'580631	Narrow woven fabrics of cotton, with a width of <= 30 cm, n.e.s.	22 513	24 892	30 690	23 162	20 807
'440710	Coniferous wood sawn or chipped lengthwise, sliced or peeled, whether or not planed, sanded	12 578	18 062	13 316	15 630	19 217

Subheading	Product Description	2012	2013	2014	2015	2016
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	18 526	20 124	25 580	27 179	17 585
'210690	Food preparations, n.e.s.	24 528	27 733	24 596	19 531	15 886
'252329	Portland cement (excluding white, whether or not artificially coloured)	49 301	64 925	70 908	72 788	15 483
'871120	Motorcycles, incl. mopeds, with reciprocating internal combustion piston engine	17 570	19 022	21 227	21 707	15 321
'850720	Lead acid accumulators (excluding spent and starter batteries)	7 958	6 621	12 876	10 526	14 095
'190531	Sweet biscuits	29 613	31 775	43 559	27 825	13 354
'961900	Sanitary towels (pads) and tampons, napkins and napkin liners for babies, and similar articles	7 154	9 303	15 357	11 878	13 243
'100119	Durum wheat (excluding seed for sowing)			4 727	13 090	12 971
'190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract	13 442	11 570	14 221	10 283	12 563
'701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	4 109	10 241	10 336	11 957	11 858
'690890	Glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes	11 966	10 688	10 912	11 553	10 789
'071339	Dried, shelled beans "Vigna and Phaseolus", whether or not skinned or split (excluding beans	4 093	9 224	3 719	15 254	10 734
160100	Sausages and similar products, of meat, offal or blood; food preparations based on these products	10 890	12 063	25 443	15 923	10 527
'401120	New pneumatic tyres, of rubber, of a kind used for buses and lorries	17 381	17 311	17 433	13 416	10 324
190219	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	16 498	18 769	14 364	12 639	10 036

Source: Trademap

### 8.2.1.3 Main Export Markets

Main export markets for Haiti sales are the United States of America, which bought in 2016 an amount of US\$917.6 millions in goods, followed by far by Mexico and Canada, which bought US\$29.5 and US\$28.9 millions respectively. During the period 2012-2016, exports grew at an average annual rate of 2,49%. Exports to the United States of America have grown by 3,71 annually, Mexico market grew by 14,78 and Canada felt by -1,12% in average. Exports to Algeria show an impressive growth of 317% during the period, from US\$23.00 in 2012 to US\$7.0 millions in 2016.

**Table 8.5. HAITI TOP TEN EXPORT MARKETS**  
(US\$ 000)

Export Markets	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total Exports</b>	<b>969 568</b>	<b>1 055 284</b>	<b>1 105 042</b>	<b>1 166 004</b>	<b>1 069 824</b>	2,49
United States of America	793 040	866 489	927 370	971 974	917 583	3,71
Mexico	16 986	20 295	22 045	22 053	29 477	14,78
Canada	30 196	31 488	36 622	30 123	28 870	-1,12
France	8 608	9 788	11 512	13 948	13 055	10,97
Belgium	5 509	11 309	9 913	7 168	8 478	11,38
Spain	5 768	4 570	4 867	5 253	7 521	6,86
Algeria	23	725	6 443	1 743	6 980	317,38
United Kingdom	6 424	8 501	10 619	6 448	6 761	1,29
China	9 968	15 010	14 832	10 466	6 385	-10,54
Netherlands	756	2 386	1 182	1 227	4 689	57,81
<b>Total Top Ten</b>	<b>877 278</b>	<b>970 561</b>	<b>1 045 405</b>	<b>1 070 403</b>	<b>1 029 799</b>	4,09
Participation of Top Ten (%)	90,48	91,971	94,60	91,80	96,26	1,56

Source: Trademap

**GRAPH 8.1**



#### 8.2.1.4 Main Import Products

Haiti imports mainly food and food preparations, textiles, cement, plastic products, pharmaceuticals.

#### 8.2.1.5 Main suppliers

Haiti imports have decreased by -7,36% during the period under analysis. In 2016, imports totaled US\$2.5 billions, an absolute reduction of US\$1.2 billions which represent 31.2%.

The United States of America and the Dominican Republic are the major Haitian suppliers. The former exported goods to Haiti during 2015 in an amount of US\$1.14 billions while the Dominican Republic exported US\$1.01 billions that year. Imports from the United States have increased steadily during the period 2012-2016 by 1,22% annually, while imports from the Dominican Republic decreased by -0.82% during the period 2012-2015.

Other important suppliers are China, with import value of US\$453.9 millions during 2016 and Indonesia with US\$108.5 million the same year. Both countries imports have grown annually by 12,27% and 22,86% respectively.



**Table 8.6. HAITI TOP TEN SUPPLIERS  
(US\$ 000)**

Supplier	2012	2013	2014	2015	2016	Annual Growth Rate
<b>Total imports</b>	<b>3 394 839</b>	<b>3 775 162</b>	<b>4 244 820</b>	<b>3 650 850</b>	<b>2 500 108</b>	<b>-7,36</b>
United States of America	1 050 230	1 226 730	1 276 652	1 140 574	1 102 512	1,22
Dominican Republic	1 037 422	1 042 883	1 423 206	1 012 159	N/A	-0,82
China	283 708	323 494	391 379	434 224	453 908	12,47
Indonesia	47 614	72 360	85 330	94 895	108 483	22,86
India	61 589	63 259	73 359	75 127	65 727	1,64
Guatemala	22 758	34 708	45 898	41 819	57 370	26,00
Republic of Korea	23 105	29 784	39 105	46 684	51 977	22,47
Peru	78 759	74 729	72 310	56 515	49 951	-10,76
France	49 085	54 011	63 523	48 700	48 288	-0,41
Canada	35 968	36 833	43 577	43 306	47 965	7,46
Mexico	44 703	60 479	66 918	54 259	45 010	0,17
<b>Total Top Ten</b>	<b>2 734 941</b>	<b>3 019 270</b>	<b>3 581 257</b>	<b>3 048 262</b>	<b>2 031 191</b>	<b>-7,17</b>
Participation Top Ten (%)	<b>80,56</b>	<b>79,98</b>	<b>84,37</b>	<b>83,49</b>	<b>81,24</b>	<b>0,21</b>

Source: Trademap

**GRAPH 8.2**



### 8.2.1.6 Trade with CARICOM

Haitian exports to CARICOM countries are both small and decreasing. Total exports to the region are less than 1% in average with amount of US\$1.0 millions during 2012 and US\$756 thousand in 2016. Exceptional imports from Trinidad and Tobago during 2013 totalled US\$5.4 millions.

**Table 8.7. HAITI EXPORTS TO CARICOM COUNTRIES**  
(US\$ 000)

Export Markets	2012	2013	2014	2015	2016
<b>Total Exports</b>	<b>969 568</b>	<b>1 055 284</b>	<b>1 105 042</b>	<b>1 166 004</b>	<b>1 069 824</b>
Jamaica	10	35	198	284	596
Barbados	56	80	114	188	79
ST. Vincent & Grenadines	25	31	29	29	30
Saint Lucia	16	6	65	26	23
Belize	0	1	0	2	14
Antigua and Barbuda	9	8	7	6	4
Guyana	0	8	244	0	0
Bahamas	667	67	85	329	
Trinidad and Tobago	247	5 386	398	152	
Suriname	0	16	0		
Dominica	7	2			
<b>Total Exports to Caricom</b>	<b>1 037</b>	<b>5 640</b>	<b>1 140</b>	<b>1 016</b>	<b>746</b>
Caricon Participation (%)	<b>0,11</b>	<b>0,53</b>	<b>0,10</b>	<b>0,09</b>	<b>0,07</b>

Source: Trademap

### 8.2.1.7 Imports from CARICOM

Imports from CARICOM vary significantly during the period 2012-2016. In 2012 Haitian imports from the region totalled US\$9.1 millions and US\$13.7 millions during 2016; during the period 2013-2015 import values ranged from US\$47.0 millions to US\$42.2 millions.

**Table 8.8. CARICOM SUPPLIERS TO HAITI**  
(US\$ 000)

Supplier	2012	2013	2014	2015	2016
<b>Total imports</b>	<b>3 394 839</b>	<b>3 775 162</b>	<b>4 244 820</b>	<b>3 650 850</b>	<b>2 500 108</b>
Bahamas	174	241	67	161	
Barbados	526	680	1 065	524	368
Belize	33	1	0	85	188
Dominica	447	666			
Guyana	252	683	5 460	13 366	8 816
Jamaica	1 712	880	1 943	1 247	4 343
Saint Vincent and the Grenadines	77	59	318	5	1
Suriname	283	961	2 344		
Trinidad and Tobago	5 624	42 821	30 981	31 148	
<b>Total Caricom</b>	<b>9 128</b>	<b>46 992</b>	<b>42 178</b>	<b>46 536</b>	<b>13 716</b>
Participation Caricom	0,27	1,24	0,99	1,27	0,55

Source: Trademaps

### 8.2.1.8. Trade with the Dominican Republic

Haitian exports to the Dominican Republic grew significantly during 2015 by 320,5% annually, from US\$691 thousand during 2012 to US\$51.4 million in 2015. Imports from Dominican Republic decreased by -0,82% during the period, from US\$1.03 millions in 2012 to US\$1.06 millions in 2015.

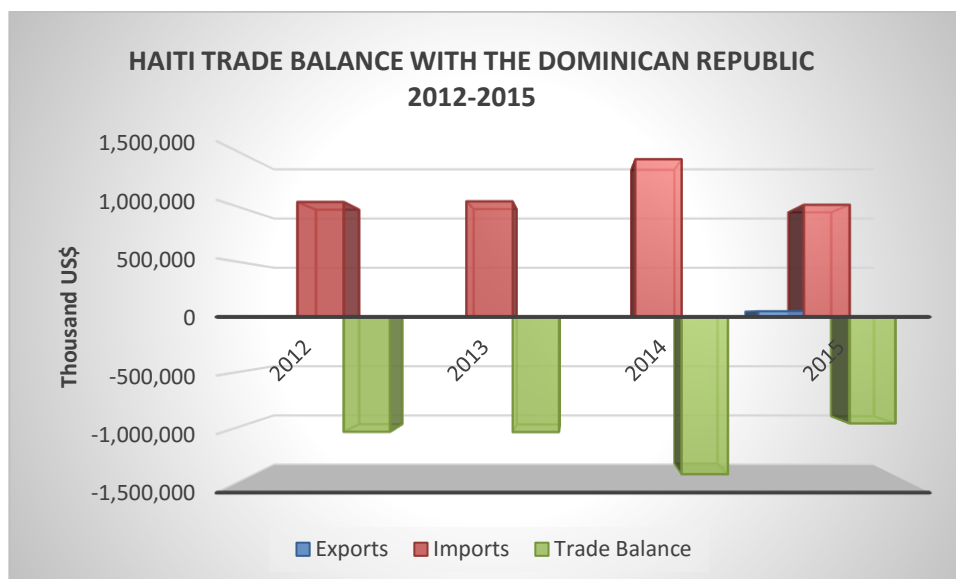
**Table 8.9. HAITI TRADE BALANCE WITH THE DOMINICAN REPUBLIC**  
(US\$ 000)

	2012	2013	2014	2015	Annual Growth Rate (%)
Exports	691	3 640	4 578	51 368	320,47
Imports	1 037 422	1 042 883	1 423 206	1 012 159	-0,82
Total Trade	1 038 113	1 046 523	1 427 784	1 063 527	0,81
<b>Trade Balance</b>	<b>-1 036 731</b>	<b>-1 039 243</b>	<b>-1 418 628</b>	<b>-960 791</b>	<b>-2,50</b>
Export Participation (%)	<b>0,07</b>	<b>0,35</b>	<b>0,32</b>	<b>4,83</b>	317,10

Source: Trademap

Major Haitian exports to DR are textiles.

**GRAPH 8.3.**



Haiti imports from DR basically food (including preparations for sauces, mixed condiments and seasonings, bakery products) and beverages, textiles, construction material, pharmaceutical products, fertilisers.

**Table 8.16. HAITI MAJOR IMPORTS FROM THE DOMINICAN REPUBLIC  
(US\$ 000)**

Subgiding	Product description	2012	2013	2014	2015
	<b>Total imports</b>	<b>1 037 422</b>	<b>1 042 883</b>	<b>1 423 206</b>	<b>1 012 159</b>
'521213	Woven fabrics of cotton, containing predominantly, but < 85% cotton by weight	0	154 567	170 704	162 720
'610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	142 255	17 543	20 618	145 899
'252329	Portland cement (excluding white, whether or not artificially coloured)	47 468	55 146	64 065	64 678
'210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	26 464	42 224	74 052	41 863
'110100	Wheat or meslin flour	52 112	46 900	78 385	35 203
'620343	Men's or boys' trousers, bib and brace overalls, breeches and shorts of synthetic fibres	15 018	28 466	26 052	19 894
'210320	Tomato ketchup and other tomato sauces	9 022	10 232	30 548	18 045
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	4 096	4 654	11 643	16 465
'392410	Tableware and kitchenware, of plastics	5 940	10 482	25 940	16 147
'520819	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 200 g/m <sup>2</sup> , unbleached	10 004	12 566	16 030	16 036
'151519	Linseed oil and fractions thereof, whether or not refined, but not chemically modified	12	0	27 718	14 169

Subgiding	Product description	2012	2013	2014	2015
'190531	Sweet biscuits	14 325	14 534	25 257	12 560
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	6 660	9 042	16 205	11 800
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	9 378	11 816	20 222	11 147
'520859	Woven fabrics of cotton, containing $\geq 85\%$ cotton by weight and weighing $\leq 200$ g/m <sup>2</sup> , printed	12 114	16 560	14 357	10 258
'110313	Groats and meal of maize "corn"	4 548	11 745	15 506	10 107
'721420	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	12 137	6 990	9 966	9 456
'392329	Sacks and bags, incl. cones, of plastics (excluding those of polymers of ethylene)	9 892	9 006	10 447	9 380
'160100	Sausages and similar products, of meat, offal or blood; food preparations based on these products	4 939	4 476	19 244	8 679
'721410	Bars and rods, of iron or non-alloy steel, not further worked than forged	6 168	13 031	6 317	8 070
'721710	Wire of iron or non-alloy steel, in coils, not plated or coated, whether or not polished	5 878	7 369	15 135	7 999
'100640	Broken rice	7 391	5 250	15 135	7 843

Note: Data collected from trading partners. Source: Trademap

### 8.3. IMPORT REQUIREMENTS

#### 8.3.1 Goods

MEASURE	DESCRIPTION	LEGAL BASIS
Aplicable Customs Tariff	The CARICOM Common External Tariff (CET) applies to products imported from third countries. It also applies to 2 Lists subject to MFN treatment and special arrangements under the DR-CARICOM FTA.	CET
Tariff Rates	<ul style="list-style-type: none"> <li>All tariffs are <i>ad valorem</i>, except for grated cheese or cheese in powder form which have specific rate.</li> <li>Tariff rates range from 0% to 40%.</li> <li>About 44.3% of tariff lines are duty-free.</li> <li>Simple average tariff rate is 4.9%.</li> <li>Almost 80% of all tariff lines have a 5% rate.</li> <li>Simple average tariff on agricultural products is 5.6%, with a top of 40%.</li> <li>Tariff rate on animal and vegetable products is 6.1%.</li> <li>Zero rate on forest products.</li> <li>Fishery products tariff rate is 0.7%.</li> </ul>	
Bound Rates	<ul style="list-style-type: none"> <li>Bound rates on about 89.4% of all tariff lines.</li> </ul>	

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Tariff rates on agricultural products were bound from 0% to 50% with an average of 21.3%.</li> <li>Some edible animal products were bound at a 20% rate.</li> <li>Vinegar and some grape must were bound at 21%.</li> </ul>	
Tariff ceilings	Ceiling rate of 40% applies to products such as spirits, cigars, cigarillos and cigarettes of tobacco.	
Preshipment Inspection	<ul style="list-style-type: none"> <li>Imports over a FOB value of US\$5,000.00 or more are subject to a mandatory pre-shipment inspection.</li> <li>Before five days of shipment, importers have to submit an import declaration for imports valued from US\$3,000.00 and up.</li> <li>The type of inspection will depend on the information provided by the importer in the import declaration.</li> <li>Physical inspection is usually made at the production, storage or shipping place (export country).</li> <li>Imports in bulk are usually inspected at destination.</li> <li>Inspection fee is 5% of the CIF value of imports.</li> </ul>	
Verification of Conformity	<ul style="list-style-type: none"> <li>Haiti has implemented a programme to verify conformity of goods prior to the shipment; it applies to all commercial imports.</li> <li>Verification fee is 0.40% of FOB invoice value, with minimum fee of US\$400.00 and maximum of US\$8,000.00.</li> </ul>	
Imports clearance	<ul style="list-style-type: none"> <li>Most imports are subject to pre-shipment inspection fees of 5% of their c.i.f. value.</li> <li>The use of custom broker is mandatory. Only Haitian citizens may act as brokers.</li> <li>There are two brokers categories: one allowed to deal with all the customs process and another one dealing only with transactions below G1.0 million.</li> <li>Traders established in Haiti must obtain a tax registration card and a professional card.</li> <li>One of three channels are selected according to the nature of the goods, origin and previous transactions of the operator:</li> </ul>	

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>- Green channel used for immediate release of goods.</li> <li>- Yellow channel for a more detailed verification of the declaration and documents. Verification may result in redirecting the goods to the green channel, the red channel or a fine is imposed.</li> <li>- Red channel used when goods require physical inspection.</li> </ul>	
Clearance time	<ul style="list-style-type: none"> <li>▪ Import procedures may take 26 days.</li> </ul>	
Custom Valuation	<ul style="list-style-type: none"> <li>▪ Import duties are paid on the CIF value of goods.</li> <li>▪ Duties are paid in Gourdes at the official exchange rate of the respective day.</li> <li>▪ Value of goods are verified both during and after custom clearance.</li> <li>▪ Additional duties and fines may result of inspection, on an amount to 30% of the custom value.</li> </ul>	
Imports Restriction	<ul style="list-style-type: none"> <li>▪ Constitution prohibits the imports of agricultural products, except in cases of <i>force majeure</i>. Also, the imports of waste and residue of foreign origin is prohibited.</li> <li>▪ Imports of counterfeit coins, banknotes or documents, and equipment used to manufacture or print them; obscene or pornographic articles, are prohibited.</li> <li>▪ Imports of weapon and their ammunition prohibited, except when delivered to the government.</li> <li>▪ Imports of narcotics and psychotropic substances are prohibited except when authorized by the Ministry responsible for public health.</li> <li>▪ Goods whose import is prohibited but the measure is not applied: <ul style="list-style-type: none"> <li>- Worn clothing, bedding and footwear.</li> <li>- Import, produce, sell or use polyethylene bags and articles in expanded polystyrene for one-off use for food.</li> </ul> </li> </ul>	<p>Constitution</p> <p>Custom Code</p>

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Imports of flour from Dominican Republic are subject to an analysis certificate issued by the exporting country. The analysis must include the percentage of additives in the product.</li> <li>Import of some products from Dominican Republic is prohibited delivered by road; those products can be imported by sea or air transport.</li> <li>Authorization of relevant authorities is required to import certain goods and recommendation from the Ministry of Public Health and Population is needed for pharmaceutical and medical goods.</li> <li>Imports of used vehicles is restricted to one vehicle per person per year.</li> </ul>	
Labelling Requirements	<ul style="list-style-type: none"> <li>Proper label for food and pharmaceutical products is required. No label requirement for other type of goods.</li> <li>Labels must be in one of the Haiti official languages.</li> <li>Labels on processed food must include: <ul style="list-style-type: none"> <li>List of ingredients in order of predominance.</li> <li>Name and address of manufacturer.</li> <li>Expiration date.</li> </ul> </li> <li>Label on pharmaceutical products must include: <ul style="list-style-type: none"> <li>Weight or quantity of active ingredients</li> <li>Lot control number.</li> <li>Expiration date.</li> <li>Generic or commercial name</li> </ul> </li> </ul>	
Excise Taxes	<ul style="list-style-type: none"> <li>Different excise taxes are applied to similar products. Higher rate to imports and lower rate to domestic products (imported whisky, rum and beer are taxes at a rate of 16% of the CIF value; domestic products are taxes at 4% of ex-factory value).</li> <li>Petroleum products have a variable excise tax, based on a reference price.</li> </ul>	
Other Charges and Taxes	<ul style="list-style-type: none"> <li>Inspection fee of 5%.</li> <li>Contribution to local community management fund of 2% of the CIF value plus customs duty, except for petroleum products, agricultural inputs, some food products (milk, rice, flour,</li> </ul>	



MEASURE	DESCRIPTION	LEGAL BASIS
	<p>beans, sugar, animal feed), postal packages, pharmaceuticals, books and exercise books.</p> <ul style="list-style-type: none"> <li>▪ Down payment of 2% of CIF value related to corporation tax.</li> <li>▪ Goods declared for storage have a monthly rate of 2% of declared or estimated value.</li> <li>▪ Stamp duty of G\$5.00 per declarations and vouchers.</li> <li>▪ Stamp duty of G\$5.00 per litre of diesel fuel.</li> <li>▪ Turnover Tax of 10% on imports and based on the CIF value, except for petroleum products; inputs for manufacturing medicines; newspapers, books and school supplies; agricultural materials, equipment and inputs.</li> </ul>	
Licences and permits	<ul style="list-style-type: none"> <li>▪ No import license is required for most importing goods.</li> <li>▪ Import license only needed for imports of firearms, pharmaceutical products, petroleum products, and chicken and poultry products.</li> <li>▪ Imports of pharmaceutical products require the following: <ul style="list-style-type: none"> <li>- Import permit from the Ministry of Commerce and Industry.</li> <li>- A sanitary registration requested by the Ministry of Health. Clinical studies, toxicology and pharmaceutical certification, as well as three sample of each product to be imported, are requested to issuing the sanitary registration.</li> </ul> </li> </ul>	
Market Regulations	<ul style="list-style-type: none"> <li>▪ Quality control required to sale, import or export some products.</li> <li>▪ Plants and animal health control applied on coffee, cocoa, fruit, vegetables, tubers, seafood, live plants, animal and animal products.</li> <li>▪ Marketing and export of plants and animal products require relevant ministerial authorization.</li> <li>▪ The origin of imports of chicken and poultry must be declared on request.</li> </ul>	

MEASURE	DESCRIPTION	LEGAL BASIS
Sanitary and Phytosanitary Measures	<ul style="list-style-type: none"> <li>Sanitary restrictions and/or prohibitions apply on Salami and poultry products, 27 fruits and 4 vegetables, live animals and meat products from Dominican Republic; pig from Dominican Republic, United States, Canada, Brazil and Mexico.</li> <li>Sanitary and phytosanitary control measures apply on domestic sales, exports and imports of live animals, meat, foodstuffs of animal origin and animal or plant products.</li> </ul>	
Standards	<ul style="list-style-type: none"> <li>In Haiti, international standards serve as reference only since it has not specific legislation on standard, testing or certification.</li> <li>Standards required for food and pharmaceutical products.</li> </ul>	
Safeguards	<ul style="list-style-type: none"> <li>No legislation or regulations on anti-dumping or countervailing measures in force in Haiti.</li> <li>Under the Revised Treaty of Chaguaramas, Haiti as member of CARICOM may impose quantitative restrictions to imports for balance of payment reasons or to protect an economic sector threatened by increased imports from another country.</li> </ul>	
Import Documentation	<ul style="list-style-type: none"> <li>Commercial invoice.</li> <li>Bill of lading/Airway bill.</li> <li>Packing list.</li> <li>Declaration of value on imports over G1,000.00.</li> <li>Other documents required according to the imported goods are: <ul style="list-style-type: none"> <li>Fumigation certificate for worn clothing.</li> <li>Phytosanitary or veterinary certificate.</li> <li>Certificate from the Ministry of Public Health for pharmaceuticals.</li> </ul> </li> </ul>	
Price Control	<ul style="list-style-type: none"> <li>Legislation on price control is outdated and not applied in Haiti.</li> <li>Petroleum products, electricity, water, fixed telephony services and road transport of passenger are subject to price regulation.</li> </ul>	

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Temporary price control may be applied to food products.</li> </ul>	
State Enterprises	<ul style="list-style-type: none"> <li>Haiti has not state-trading companies.</li> <li>Government participate in certain enterprises aimed at providing goods and services of general interest.</li> <li>Government may join private enterprises which are administered and managed by a board nominated by the government.</li> <li>Haitian government privatized most of state-owned companies (electricity, cement, ports, telephone, water, flour production)</li> </ul>	
Other issues	High costs at Haiti's state-owned international seaports are the major non-tariff barrier confronting American exporters. Poor physical infrastructure and lax management also contribute to high warfage and taxes.	

Source: WTO-Haiti Trade Policy Review; [www.export.gov](http://www.export.gov)

### 8.3.2 Services

#### 8.3.2.2 Trade balance

Haitian trade balance in services is negative. Exports services range from US\$549.0 millions in 2012 to US\$723.5 millions in 2015, an average annual growth of 7,14%. Export services account for almost 38% in average of total service trade.

**Table 8.12. HAITI TRADE BALANCE IN SERVICES**  
(US\$ 000)

	2012	2013	2014	2015	Annual Growth Rate (%)
Exports	548 995	651 998	701 187	723 510	7,14
Imports	1 116 020	1 090 220	1 096 390	986 360	-3,04
Total Trade	1 665 015	1 742 218	1 797 577	1 709 870	0,67
<b>Trade Balance</b>	<b>-567 025</b>	<b>-438 222</b>	<b>-395 203</b>	<b>-262 850</b>	<b>-17,49</b>
Export Participation (%)	32,97	37,42	39,01	42,31	6,43

Source: Trademaps

Imports of services have decreased by -3,04% during 2012-2015 and total trade in services have a positive annual growth rate of 0,67% in that period. Travel is the most important source of revenue in the service sector. During 2012, the travel value totaled US\$446.8 millions amount that increased to US\$608.8 millions during 2015.

**Table 8.13. HAITI SERVICE EXPORTS**  
(US\$ 000)

Code	Service description	2012	2013	2014	2015
S	<b>All services</b>	<b>548 995</b>	<b>651 998</b>	<b>701 187</b>	<b>723 510</b>
4	Travel	446 835	546 233	577 832	608 855
8	Charges for the use of intellectual property n.i.e.	20 460	22 765	28 615	29 732
9	Telecommunications, computer, and information services	25 500	26 000	27 000	27 000
11	Personal, cultural and recreational services			9 870	11 023
12	Government goods and services n.i.o.p.	56 200	57 000	57 870	46 900

Source: Trademap

Services imports are decreasing in Haiti. During 2012 import of services amounted US\$1,116.0 millions while in 2015 imports totaled US\$986.3 millions. Transport is the main service imported by Haiti. Travel services have grown from US\$63.8 millions in 2012 to US\$70.4 millions in 2015

**Table 8.14. HAITI SERVICE IMPORTS**  
(US\$ 000)

Code	Service description	2012	2013	2014	2015
S	<b>All services</b>	<b>1 116 020</b>	<b>1 090 220</b>	<b>1 096 390</b>	<b>986 360</b>
3	Transport	640 680	606 579	690 987	636 510
4	Travel	63 789	62 314	70 690	70 360
5	Construction		33 000	29 531	8 170
6	Insurance and pension services			1 512	
7	Financial Services	210	14	1	
8	Charges for the use of intellectual property n.i.e.	1640	1 586	2 164	1 642
9	Telecommunications, computer, and information services	12 000	14 805	21 852	3 765
10	Other business services		2 700	2 400	2 400
11	Personal, cultural and recreational services		58 603	38 668	42 844
12	Government goods and services n.i.o.p.	343100	310 621	238 589	220 667

Source: Trademap

### 8.3.2.3 Service Regulations

SERVICES		
General Overview	<ul style="list-style-type: none"> <li>▪ Haiti is a net importer of services.</li> <li>▪ Haiti is signatory of the General Agreement on Trade in Services (GATS).</li> <li>▪ Under GATS Haiti bound the educational services in adult training centers in rural areas, banking and other financial services (except insurance) without limitation on market access or national treatment on all modes of supply.</li> <li>▪ Construction, related engineering services, hotel and restaurant services were bound without limitation on market access or national treatment on all modes of supply.</li> <li>▪ Veterinary services were bound, except on measures related to consumption abroad (Mode 2) which remains unbound.</li> <li>▪ Reinsurance and retrocession cross-border services were bound without limitations.</li> </ul>	
Tourism	<p>In recent years, there has been a considerable increase in the number of visitor arrivals in Haiti. In 2013, for the first time in its history, the destination received more than a million visitors (TABLE 4.4). However, a large proportion of tourist arrivals, estimated by the authorities at around 65 to 70%, actually consists of Haitians living abroad.</p> <p>In 2015, Haiti's hotel capacity was estimated at around 9,000 rooms in a total of 460 to 470 hotels. For a few years, Haiti has been benefiting from the direct investments of several large international hotel chains. The authorities estimate that Haitian hotel capacity should exceed 13,000 rooms by 2017.</p> <p>Since July 2014, visitors holding a foreign passport have been required to pay a tourist fee of US\$10 (€8 or C\$10).</p> <p>This measure is intended to finance the promotion of the destination, the reinforcement of the Tourism Police (Politour) and training in tourism-related occupations in Haiti.</p>	

## SERVICES

	Where tourism is concerned, Haiti has made concessions under the GATS for hotel and restaurant services.	
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Source: Haiti Trade Policy Review

## 8.5. BUSINESS OPPORTUNITIES FOR DOMINICAN FIRMS

### 8.5.1 Goods

**Table 8.15. DOMINICAN EXPORT POTENTIAL  
(US\$ 000)**

Subheading	Product Description	Imports from DR 2015	Import from World 2015	Potential for DR Exports
	<b>Total Dominican Exports</b>	<b>1.012.159</b>	<b>3650850</b>	<b>2.638.691</b>
'030542	Smoked herring "Clupea harengus, Clupea pallasii", incl. fillets (excluding offal)	4.392	13 897	9.505
'040221	Milk and cream in solid forms, of a fat content by weight of > 1,5%, unsweetened	1.410	7 386	5.976
'040721	Fresh eggs of domestic fowls, in shell (excluding fertilised for incubation)	3.157	3 361	204
'100590	Maize (excluding seed for sowing)	1.234	2 247	1.013
'100640	Broken rice	7.843	8 632	789
'110100	Wheat or meslin flour	35.203	39 903	4.700
'110313	Groats and meal of maize "corn"	10.107	12 840	2.733
'110423	Hulled, pearled, sliced, kibbled or otherwise worked maize grains (excluding rolled, flaked, ...)	1.007	1 922	915
'150790	Soya-bean oil and its fractions, whether or not refined (excluding chemically modified and ...)	3.074	4 161	1.087
'151190	Palm oil and its fractions, whether or not refined (excluding chemically modified and crude)	1.414	88 503	87.089
'151710	Margarine (excluding liquid)	1.365	3 118	1.753
'160100	Sausages and similar products, of meat, offal or blood; food preparations based on these products	8.679	15 923	7.244
'190219	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	2.142	12 639	10.497
'190531	Sweet biscuits	12.560	27 825	15.265
'200599	Vegetables and mixtures of vegetables, prepared or preserved otherwise than by vinegar, non-frozen	2.526	3 125	599
'200989	Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening	1.638	2 697	1.059
'200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented	4.078	4 607	529
'210320	Tomato ketchup and other tomato sauces	18.045	18 474	429
'210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	41.863	46 123	4.260

Subheading	Product Description	Imports from DR 2015	Import from World 2015	Potential for DR Exports
'210690	Food preparations, n.e.s.	2.420	19 531	17.111
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	4.239	7 336	3.097
'220421	Wine of fresh grapes, incl. fortified wines, and grape must	4.982	7 019	2.037
'220840	Rum and other spirits obtained by distilling fermented sugar-cane products	6.769	8 064	1.295
'250100	Salts, incl. table salt and denatured salt, and pure sodium chloride	1.144	1 898	754
'252329	Portland cement (excluding white, whether or not artificially coloured)	64.678	72 788	8.110
'271012	Light oils and preparations, of petroleum or bituminous minerals which $\geq 90\%$ by volume	5.856	6 436	580
'310210	Urea, whether or not in aqueous solution (excluding that in pellet or similar forms)	1.738	3 336	1.598
'330590	Preparations for use on the hair (excluding shampoos, preparations for permanent waving)	1.227	3 874	2.647
'340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded	2.948	13 528	10.580
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	11.800	16 812	5.012
'382440	Prepared additives for cements, mortars or concretes	1.209	1 641	432
'390110	Polyethylene with a specific gravity of $< 0,94$ , in primary forms	1.792	8 793	7.001
'391721	Rigid tubes, pipes and hoses, of polymers of ethylene	2.081	2 909	828
'392010	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	3.283	5 475	2.192
'392020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	1.753	2 912	1.159
'392310	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics	1.782	2 751	969
'392321	Sacks and bags, incl. cones, of polymers of ethylene	7.376	9 253	1.877
'392329	Sacks and bags, incl. cones, of plastics (excluding those of polymers of ethylene)	9.380	11 018	1.638
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	7.512	13 726	6.214
'392350	Stoppers, lids, caps and other closures, of plastics	2.903	5 954	3.051
'392390	Articles for the conveyance or packaging of goods, of plastics (excluding boxes, cases, crates)	1.722	3 664	1.942
'392410	Tableware and kitchenware, of plastics	16.147	22 482	6.335
'392490	Household articles and toilet articles, of plastics (excluding Tableware, kitchenware, baths)	3.589	6 346	2.757

Subheading	Product Description	Imports from DR 2015	Import from World 2015	Potential for DR Exports
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	16.465	20 934	4.469
'481810	Toilet paper in rolls of a width of <= 36 cm	3.533	4 114	581
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	11.147	12 161	1.014
'481930	Sacks and bags, of paper, paperboard, cellulose wadding or webs of cellulose fibres	1.150	1 729	579
'482110	Paper or paperboard labels of all kinds, printed	3.439	6 963	3.524
'551219	Woven fabrics containing >= 85% polyester staple fibres by weight, dyed	1.511	3 193	1.682
'580620	Narrow woven fabrics of textile materials, containing >= 5% elastomeric yarn or rubber thread	1.046	2 338	1.292
'600410	Knitted or crocheted fabrics, of a width of > 30 cm, containing >= 5% by weight	4.011	26 640	22.629
'600532	Dyed warp knit fabrics of synthetic fibres "incl. those made on galloon knitting machines"	7.546	11 561	4.015
'610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	145.899	150 959	5.060
'620343	Men's or boys' trousers, bib and brace overalls, breeches and shorts of synthetic fibres	19.894	20 419	525
'621790	Parts of garments or clothing accessories, of all types of textile materials, n.e.s.	2.007	2 596	589
'630533	Sacks and bags, for the packing of goods, of polyethylene or polypropylene strip or the like	1.272	2 904	1.632
'631090	Used or new rags, scrap twine, cordage, rope and cables and worn-out articles thereof, of textile	6.728	7 313	585
'640220	Footwear with outer soles and uppers of rubber or plastics, with upper straps or thongs assembled	1.125	6 189	5.064
'721041	Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, hot-rolled or cold-rolled	1.884	9 390	7.506
'721310	Bars and rods, hot-rolled, in irregularly wound coils of iron or non-alloy steel, with indentations	3.382	5 578	2.196
'721420	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	9.456	13 376	3.920
'730890	Structures and parts of structures, of iron or steel, n.e.s.	1.638	9 981	8.343
'760421	Hollow profiles of aluminium alloys, n.e.s.	1.197	1 823	626
'831110	Coated electrodes of base metal, for electric arc-welding	1.040	1 488	448
'845229	Sewing machines, industrial type (excluding automatic units)	2.914	4 197	1.283
'940370	Furniture of plastics (excluding medical, dental, surgical or veterinary, and seats)	2.090	2 965	875



Subheading	Product Description	Imports from DR 2015	Import from World 2015	Potential for DR Exports
'961900	Sanitary towels (pads) and tampons, napkins and napkin liners for babies, and similar articles	2.089	11 878	9.789

Source: Trademap

The following table shows the scenarios for Dominican export potential assuming 10-20-30% increase of export value.

**Table---DOMINICAN EXPORT POTENTIAL SCENARIOS IN HAITI MARKET  
(US\$ 000)**

Subheading	Product Description	DR Export Potential	10%	20%	30%
'030542	Smoked herring "Clupea harengus, Clupea pallasii", incl. fillets (excluding offal)	9 505	951	1 901	2 852
'040221	Milk and cream in solid forms, of a fat content by weight of > 1,5%, unsweetened	5 976	598	1 195	1 793
'100590	Maize (excluding seed for sowing)	1 013	101	203	304
'100640	Broken rice	789	79	158	237
'110100	Wheat or meslin flour	4 700	470	940	1 410
'110313	Groats and meal of maize "corn"	2 733	273	547	820
'110423	Hulled, pearled, sliced, kibbled or otherwise worked maize grains (excluding rolled, flaked)	915	92	183	275
'150790	Soya-bean oil and its fractions, whether or not refined (excluding chemically modified)	1 087	109	217	326
'151190	Palm oil and its fractions, whether or not refined (excluding chemically modified and crude)	87 089	8 709	17 418	26 127
'151710	Margarine (excluding liquid)	1 753	175	351	526
'160100	Sausages and similar products, of meat, offal or blood; food preparations based on these products	7 244	724	1 449	2 173
'190219	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	10 497	1 050	2 099	3 149
'190531	Sweet biscuits	15 265	1 527	3 053	4 580
'200989	Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening	1 059	106	212	318
'210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	4 260	426	852	1 278
'210690	Food preparations, n.e.s.	17 111	1 711	3 422	5 133
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	3 097	310	619	929
'220421	Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested	2 037	204	407	611

Subheading	Product Description	DR Export Potential	10%	20%	30%
'220840	Rum and other spirits obtained by distilling fermented sugar-cane products	1 295	130	259	389
'250100	Salts, incl. table salt and denatured salt, and pure sodium chloride	754	75	151	226
'252329	Portland cement (excluding white, whether or not artificially coloured)	8 110	811	1 622	2 433
'271012	Light oils and preparations, of petroleum or bituminous minerals which $\geq$ 90% by volume	580	58	116	174
'310210	Urea, whether or not in aqueous solution (excluding that in pellet or similar forms)	1 598	160	320	479
'330590	Preparations for use on the hair (excluding shampoos, preparations for permanent waving)	2 647	265	529	794
'340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded	10 580	1 058	2 116	3 174
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations	5 012	501	1 002	1 504
'382440	Prepared additives for cements, mortars or concretes	432	43	86	130
'390110	Polyethylene with a specific gravity of < 0,94, in primary forms	7 001	700	1 400	2 100
'391721	Rigid tubes, pipes and hoses, of polymers of ethylene	828	83	166	248
'391990	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics	363	36	73	109
'392010	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	2 192	219	438	658
'392020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	1 159	116	232	348
'392190	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported	287	29	57	86
'392310	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics	969	97	194	291
'392321	Sacks and bags, incl. cones, of polymers of ethylene	1 877	188	375	563
'392329	Sacks and bags, incl. cones, of plastics (excluding those of polymers of ethylene)	1 638	164	328	491
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	6 214	621	1 243	1 864
'392350	Stoppers, lids, caps and other closures, of plastics	3 051	305	610	915

Subheading	Product Description	DR Export Potential	10%	20%	30%
'392390	Articles for the conveyance or packaging of goods, of plastics (excluding boxes, cases, crates	1 942	194	388	583
'392410	Tableware and kitchenware, of plastics	6 335	634	1 267	1 901
'392490	Household articles and toilet articles, of plastics (excluding tableware, kitchenware, baths	2 757	276	551	827
'392590	Building elements for the manufacture of floors, walls, partition walls, ceilings, roofs, etc.	282	28	56	85
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	4 469	447	894	1 341
'481810	Toilet paper in rolls of a width of <= 36 cm	581	58	116	174
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	1 014	101	203	304
'481930	Sacks and bags, of paper, paperboard, cellulose wadding or webs of cellulose fibres	579	58	116	174
'482110	Paper or paperboard labels of all kinds, printed	3 524	352	705	1 057
'540110	Sewing thread of synthetic filaments, whether or not put up for retail sale	243	24	49	73
'551219	Woven fabrics containing >= 85% polyester staple fibres by weight, dyed	1 682	168	336	505
'580620	Narrow woven fabrics of textile materials, containing >= 5% elastomeric yarn or rubber thread	1 292	129	258	388
'600410	Knitted or crocheted fabrics, of a width of > 30 cm, containing >= 5% by weight elastomeric	22 629	2 263	4 526	6 789
'600532	Dyed warp knit fabrics of synthetic fibres "incl. those made on galloon knitting machines"	4 015	402	803	1 205
'610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	5 060	506	1 012	1 518
'611020	Jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, knitted or crocheted	367	37	73	110
'620343	Men's or boys' trousers, bib and brace overalls, breeches and shorts of synthetic fibres	525	53	105	158
'621790	Parts of garments or clothing accessories, of all types of textile materials, n.e.s.	589	59	118	177
'630533	Sacks and bags, for the packing of goods, of polyethylene or polypropylene strip or the like	1 632	163	326	490

Subheading	Product Description	DR Export Potential	10%	20%	30%
'631090	Used or new rags, scrap twine, cordage, rope and cables and worn-out articles thereof, of textile	585	59	117	176
'640220	Footwear with outer soles and uppers of rubber or plastics, with upper straps or thongs assembled	5 064	506	1 013	1 519
'721041	Flat-rolled products of iron or non-alloy steel, of a width of $\geq$ 600 mm, hot-rolled or cold-rolled	7 506	751	1 501	2 252
'721310	Bars and rods, hot-rolled, in irregularly wound coils of iron or non-alloy steel, with indentations	2 196	220	439	659
'721420	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	3 920	392	784	1 176
'721499	Bars and rods, of iron or non-alloy steel, only hot-rolled, only hot-drawn or only hot-extruded	227	23	45	68
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections)	8 343	834	1 669	2 503
'760421	Hollow profiles of aluminium alloys, n.e.s.	626	63	125	188
'831110	Coated electrodes of base metal, for electric arc-welding	448	45	90	134
'845229	Sewing machines, industrial type (excluding automatic units)	1 283	128	257	385
'940370	Furniture of plastics (excluding medical, dental, surgical or veterinary, and seats)	875	88	175	263
'961900	Sanitary towels (pads) and tampons, napkins and napkin liners for babies, and similar articles	9 789	979	1 958	2 937

Source: Trademap

### 8.5.1.1 Opportunities and strengths

#### 8.5.1.1.1 Opportunities

- DR is the second largest supplier of Haiti
- Haiti has a low agriculture production and industrial development
- Ease cross-border transport
- Big market

#### 8.5.1.1.2 Strengths

- Available export offer
- Quality export products
- Haiti is a natural market for DR products
- Land transportation is available

#### 8.5.1.2 Threats and weaknesses

##### 8.5.1.2.1 Threats

- Population with very low purchase power
- Imports from DR constantly subject to changes in regulations
- Very weak economy
- Donations of food reduce imports opportunities of Dominican products
- Current initiative of consolidating some 900 tariff lines at a higher tariff at the WTO, 377 of which the DR has expressed formally main supplier and/or substantial interest. If approved, this may result in serious decrease of DR exports to Haiti.
- Land transportation for 23 Dominican goods banned and only allowed by sea or air transport.
- Port charges are very high.

##### 8.5.1.2.2 Weaknesses

- The DR must compete with USA for market share.
- Dominican authorities powerless to control unilateral decisions from Haitian authorities that affect Dominican exports market entry to that country.

### OTHER USEFUL INFORMATION

#### 8.4.1 Main ports and airports

Ports	Port au Prince Cap Haitien Fort Liberte Miragoane Aux Cayes
Airports	Toussaint Lorverture International Airport Cap Haitien International Airport

### 1.4.2 Distribution Channels

The main distribution channels in Haiti are:

- Importers/Distributors/Wholesalers located in main cities usually supply small retailers.
- Small retailers in rural areas usually travel to city markets to purchase directly from wholesalers.
- Specialty - niche - stores established after the quake to cater to the international community.

### 4.4 HAITIAN IMPORTERS AND DISTRIBUTORS

<b>Associated Food Distributors</b> 3 Rue Justin Juste Route De L'Aéroport, Port-au-Prince, Haiti Tel: +509-28151200 <a href="http://www.afdhaiti.com/">http://www.afdhaiti.com/</a>	Wholesale and distribution
<b>Sohdisa</b> Delmas 2 #3 Port au Prince, Haiti Tel. 263-0614 <a href="http://sohdisa.com/">http://sohdisa.com/</a>	Wholesale and food distribution
<b>Home Distributors</b> 41, Angle Rues Lamarre et Darguin (Plaza 41) Pétion-Ville, Port-au-Prince, Haiti Tel.: +50937633735 <a href="mailto:alturnier@yahoo.com">alturnier@yahoo.com</a>	Telecommunication, services
<b>D'Adesky Import Export, S. A.</b> Bas de Dalmas Angle Blvd. La Saline No.3 Port-au-Prince, Haiti Tel.: +1 509 2514 2499 Cel.: 506 3459 5570 E-Mail: <a href="mailto:ddadesky@dadesky.com">ddadesky@dadesky.com</a>	Import and distribution of food, beverage, spirits, chemicals.
<b>Sodipal S. A.</b> 18 Rt De Clercine Port-Au-Prince, Haiti Tel.: 509-3702 0772 Mr. Stephan Roy Fax: 509-257-9631 / <a href="http://www.sodipal.com">http://www.sodipal.com</a>	Importer and Distributor of food items

<b>Desa Import Export, S. A.</b> Mr. Collins Mothersil 34-T20B Route De Freres, Petion-Ville, Port-Au-Prince, Haiti Tel.: 509-3883 3163 <a href="https://www.gmdu.net/corp-791212.html">https://www.gmdu.net/corp-791212.html</a>	Wholesale-distributor of food, beverage, canned food
<b>Hesco</b> Mr. Jeandaniel Stines Aeoport, Rue Barbancourt Ruelle Jeudi# 5, Port-Au-Prince, Haiti Tel.:509-509-921-6433 <a href="https://www.gmdu.net/corp-17664.html">https://www.gmdu.net/corp-17664.html</a>	Wholesale of food, beverage, chicken and pork meat

#### 4.3 HAITI CHAMBERS OF COMMERCE, BUSINESS ASSOCIATIONS & 4.4 GOVERNMENT INSTITUTIONS

<b>Ministry of Public Health and Population</b> <a href="http://mspp.gouv.ht/newsite/">http://mspp.gouv.ht/newsite/</a>	<b>Customs General Administration</b> Tel.: 509 2817 0382 / 2817 0268 <a href="http://www.douane.gouv.ht/">http://www.douane.gouv.ht/</a>
<b>Bureau Haitienne De Normalisation</b> Ministère du Commerce et de l'Industrie Blvd des Industries Rte de L'Aéroport Port-au-Prince, Haïti TEL: +509 2230 5804 E-mail: <a href="mailto:bhn@mci.gouv.ht">bhn@mci.gouv.ht</a>	<b>Chamber of Commerce and Industry of Haiti</b> Boulevard La Saline Port-au-Prince, Haïti Phone: + 509 29 46 7777
<b>Ministry of Economy and Finance</b> 5, Avnue Charles Sumner Port-au-Prince, Haiti www. <a href="http://www.mef.gouv.ht/">http://www.mef.gouv.ht/</a>	<b>Ministry of Industry and Commerce</b> 6 Rue Légitime Port-au-Prince, Haiti Tel.: 509 2943 4488 E-mail: <a href="mailto:info@haiticommerce.gouv.ht">info@haiticommerce.gouv.ht</a>

## 5 JAMAICA COUNTRY PROFILE



### 9.1. GENERAL DESCRIPTION AND KEY SOCIO- ECONOMIC INDICATORS

#### 9.1.1 Social and demographic indicators

**Table 9.1. JAMAICA SOCIO-DEMOGRAPHIC INDICATORS**  
(Values in 000 US\$ and percentage)

Indicator	2012	2013	2014	2015	2016
Land area (sq. km)	10.830	10.830	10.830	10.830	10.830
Population, total	2.840.992	2.851.807	2.862.087	2.871.934	2.881.355
Population Density	262	263	264	265	266
Birth rate, crude (per 1,000 people)	17,36	17,16	16,98	16,81	
Life expectancy at birth, total (years)	75,30	75,49	75,66	75,81	
Labor force participation rate, total (% of total population ages 15+)	61,89	63,01	62,82	63,13	
Labor Force, Total	1.337.270	1.386.012	1.408.224	1.425.611	1.444.282
Unemployment, total (% of total labor force)	13,70	15,25	13,70	13,31	13,26

Source: World Bank Data

**TABLE 9.2 JAMAICA ECONOMIC INDICATORS**  
(US\$ 000)

Indicator	2012	2013	2014	2015	2016
Foreign direct investment, net inflows (current, 000 US\$)	413.333	544.747	582.148	924.977	790.449
GDP (current, 000 US\$)	14.802.430	14.276.559	13.897.561	14.261.995	14.027.151
GDP growth (annual %)	-0,62	0,50	0,69	1,00	1,38
GDP per capita (current US\$)	5.210	5.006	4.856	4.966	4.868
Inflation, consumer prices (annual %)	6,90	9,34	8,29	3,68	2,35
International tourism, expenditures (current, 000 US\$)	418.000	392.000	457.000	411.000	
International tourism, number of arrivals	1.986.000	2.008.400	2.080.000	2.123.000	2.182.000
International tourism, receipts (current, 000 US\$)	2.069.000	2.074.000	2.255.000	2.401.000	

Source: World Bank Data



## 9.2. GENERAL TRADE OVERVIEW AND TRENDS

### 9.2.1 International trade

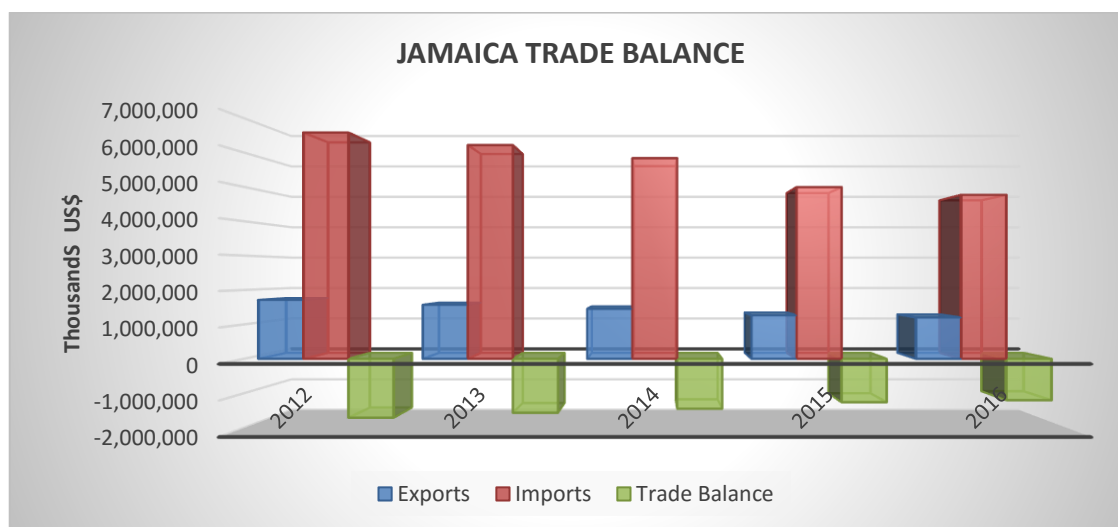
#### 9.2.1.1 Trade Balance

**Table 9.3. JAMAICA TRADE BALANCE**  
(US\$ 000)

	2012	2013	2014	2015	2016	Annual Growth Rate (%)
Exports	1.711.790	1.569.117	1.451.988	1.262.585	1.201.787	-8,46
Imports	6.580.358	6.216.155	5.835.517	4.993.030	4.767.089	-7,74
Total Trade	8.292.148	7.785.272	7.287.505	6.255.615	5.968.876	-7,89
<b>Trade Balance</b>	<b>-4.868.568</b>	<b>-4.647.038</b>	<b>-4.383.529</b>	<b>-3.730.445</b>	<b>-3.565.302</b>	<b>-7,49</b>
Exports Participation (%)	20,64	20,15	19,92	20,18	20,13	-0,62

Source: Trademaps

**GRAPH 9.1.**



### 9.2.1.2 Main export products

**Table 9.4. JAMAICA MAIN EXPORT PRODUCTS  
(US\$ 000)**

Subheading	PRODUCT DESCRIPTION	2012	2013	2014	2015	2016
	<b>Total exports</b>	<b>1.711.790</b>	<b>1.569.117</b>	<b>1.451.988</b>	<b>1.262.585</b>	<b>1.201.787</b>
'281820	Aluminium oxide (excluding artificial corundum)	508.898	529.863	529.447	542.299	446.787
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	365.583	333.673	298.534	193.470	172.871
'260600	Aluminium ores and concentrates	130.436	129.394	131.219	129.859	92.154
'220840	Rum and other spirits obtained by distilling fermented sugar-cane products	55.860	48.352	44.733	35.026	39.804
'090111	Coffee (excluding roasted and decaffeinated)	13.693	16.312	13.486	25.197	27.659
'071430	Yams "Dioscorea spp.", fresh, chilled, frozen or dried, whether or not sliced	0	0	22.115	19.406	25.866
'200899	Fruit and other edible parts of plants, prepared or preserved	16.147	15.442	12.733	14.578	21.540
'210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	14.416	15.420	16.710	13.385	19.085
'220300	Beer made from malt	26.538	10.144	11.106	9.086	17.166
'999999	Commodities not elsewhere specified	5.835	6.077	64.014	53.085	13.005
'190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	9.284	9.769	10.734	7.734	12.689
'731100	Containers of iron or steel, for compressed or liquefied gas	887	802	803	3.058	11.246
'281830	Aluminium hydroxide	6.744	5.928	7.825	12.595	10.885
'230990	Preparations of a kind used in animal feeding	9.343	11.650	10.154	9.524	9.633
'220510	Vermouth and other wine of fresh grapes, flavoured with plants or aromatic substances, in containers	4.820	5.743	5.790	2.731	9.448

Subheading	PRODUCT DESCRIPTION	2012	2013	2014	2015	2016
'170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter	0	0	0	66	9.108
'711319	Articles of jewellery and parts thereof, of precious metal other than silver	5.190	6.302	2.719	2.478	7.488

Source: Trademap

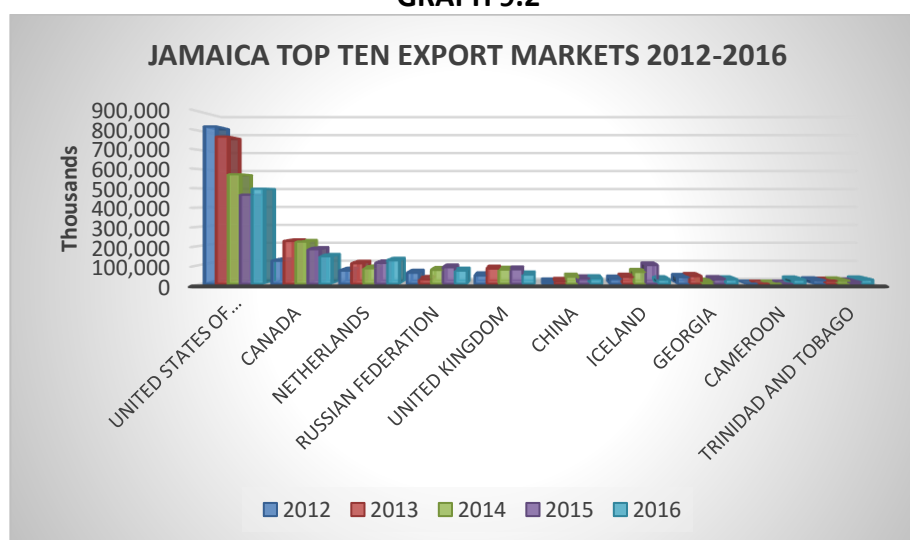
### 9.2.1.3 Main Export Markets

**Table 9.5. JAMAICA TOP TEN EXPORT MARKETS  
(US\$ 000)**

Export Market	2012	2013	2014	2015	2016
<b>Total Exports</b>	<b>1.711.790</b>	<b>1.569.117</b>	<b>1.451.988</b>	<b>1.262.585</b>	<b>1.201.787</b>
United States of America	823.450	770.756	573.403	467.011	498.424
Canada	121.583	225.075	221.528	182.458	145.312
Netherlands	70.610	108.502	82.377	110.353	124.429
Russian Federation	59.225	25.216	74.177	87.766	70.567
United Kingdom	44.891	81.217	75.904	77.248	49.834
China	11.430	15.003	38.120	28.626	29.050
Iceland	27.151	37.581	63.580	99.002	23.839
Georgia	36.204	41.465	11.304	25.054	23.782
Cameroon	0	0	6	0	22.542
Trinidad and Tobago	18.254	16.397	17.400	12.118	22.525
<b>Total Top Ten</b>	<b>1.212.798</b>	<b>1.321.212</b>	<b>1.157.799</b>	<b>1.089.636</b>	<b>1.010.304</b>
Participation Top Ten	<b>70,85</b>	<b>84,20</b>	<b>79,74</b>	<b>86,30</b>	<b>84,07</b>

Source: Trademap

**GRAPH 9.2**



#### 9.2.1.4 Main import products

**Table --- JAMAICA MAIN IMPORT PRODUCTS**  
(Value in 000 US\$)

Code	Product Description	2012	2013	2014	2015	2016
	<b>Total imports</b>	<b>6.580.358</b>	<b>6.216.155</b>	<b>5.835.517</b>	<b>4.993.030</b>	<b>4.767.089</b>
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	1.028.319	915.796	909.225	510.682	393.221
'270900	Petroleum oils and oils obtained from bituminous minerals, crude	939.268	921.210	642.628	414.322	324.240
'870323	Motor cars and other motor vehicles principally designed for the transport of persons	136.396	139.221	112.624	124.773	244.804
'271012	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume	0	0	308.715	174.290	171.606
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	123.135	114.377	127.637	130.965	127.307
'210690	Food preparations, n.e.s.	63.107	69.608	69.596	67.325	87.374
'870322	Motor cars and other motor vehicles principally designed for the transport of persons	48.948	43.969	33.115	43.159	85.628
'281512	Sodium hydroxide "caustic soda" in aqueous solution "soda lye or liquid soda"	83.521	78.639	62.566	42.012	71.767
'999999	Commodities not elsewhere specified	116.283	113.631	171.932	155.413	62.791
'230400	Oilcake and other solid residues, whether or not ground or in the form of pellets	36.230	50.612	64.183	38.192	52.667
'870421	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston	28.721	26.696	16.251	20.780	51.439
'851762	Machines for the reception, conversion and transmission or regeneration of voice, images	15.857	14.514	25.764	45.093	44.907
'440710	Coniferous wood sawn or chipped lengthwise, sliced or peeled, whether or not planed	23.793	33.345	35.042	30.493	33.971
'170199	Cane or beet sugar and chemically pure sucrose, in solid form (excluding cane and beet sugar)	43.360	35.854	33.869	32.123	33.186
'100510	Maize seed for sowing	41.086	41.514	39.740	21.307	30.028
'401110	New pneumatic tyres, of rubber, of a kind used for motor cars	24.329	19.605	23.572	21.463	28.686
'701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	31.269	28.764	30.303	31.885	27.884

Code	Product Description	2012	2013	2014	2015	2016
'851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	28.007	33.377	43.689	37.443	25.891
'722830	Bars and rods of alloy steel other than stainless, not further worked than hot-rolled	41.325	39.067	40.428	51.647	25.801
'100590	Maize (excluding seed for sowing)	36.468	39.816	29.705	28.133	25.770
'690890	Glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes	23.949	25.943	25.688	27.203	25.678
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	26.260	27.943	24.674	23.379	25.168
'870333	Motor cars and other motor vehicles principally designed for the transport of persons	21.756	9.384	8.625	10.430	24.426
'220720	Denatured ethyl alcohol and other spirits of any strength	135.959	82.020	41.001	30.469	23.910
'220710	Undenatured ethyl alcohol, of actual alcoholic strength of $\geq 80\%$	248.301	149.733	41.738	46.083	23.458
'870210	Motor vehicles for the transport of $\geq 10$ persons, incl. driver, with compression-ignition	10.312	6.196	9.286	10.246	22.807
'490199	Printed books, brochures and similar printed matter (excluding those in single sheets; dictionaries	29.885	22.440	40.572	36.282	21.675
'852872	Reception apparatus for television, colour, whether or not incorporating radio-broadcast receivers	12.999	11.616	12.200	13.906	21.242
'271113	Butanes, liquefied (excluding of a purity of $\geq 95\%$ of N-butane or isobutane)	37.801	33.632	37.698	23.704	20.998
'100630	Semi-milled or wholly milled rice, whether or not polished or glazed	22.281	17.710	20.548	24.120	20.240

Source: Trademap

### 9.2.1.5 Main suppliers

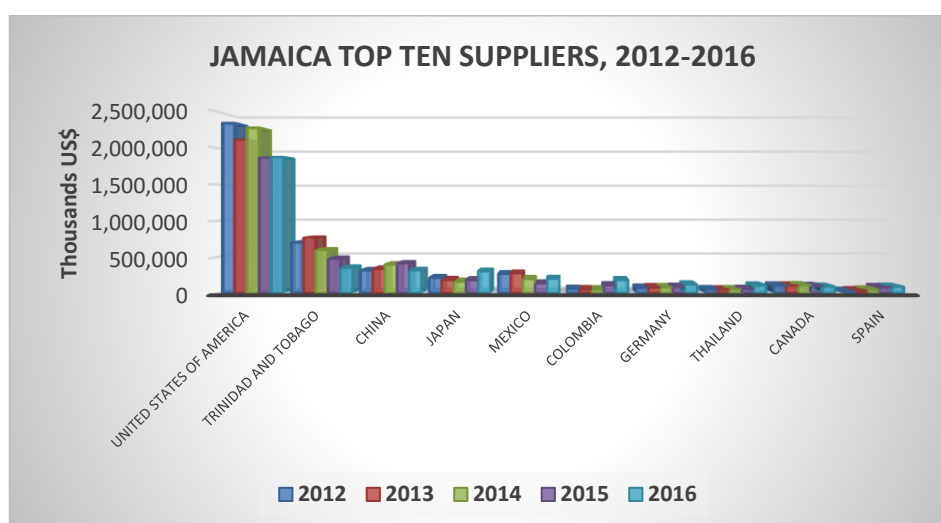
**Table 9.6. JAMAICA TOP TEN SUPPLIERS, 2012-2016**  
(US\$ 000)

Supplier	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total imports</b>	<b>6.580.358</b>	<b>6.216.155</b>	<b>5.835.517</b>	<b>4.993.030</b>	<b>4.767.089</b>	-7,74
United States of America	2.349.156	2.122.704	2.285.945	1.873.113	1.880.873	-5,41
Trinidad and Tobago	698.991	764.541	596.164	474.415	346.667	-16,08
China	310.452	332.839	394.115	408.995	311.083	0,05

Japan	208.387	179.831	156.362	177.253	300.357	9,57
Mexico	264.109	272.121	194.188	130.273	196.640	-7,11
Colombia	54.589	48.133	46.193	104.078	179.033	34,57
Germany	70.511	77.661	78.158	83.802	115.713	13,18
Thailand	47.787	45.312	47.785	52.072	101.302	20,66
Canada	101.309	100.493	106.082	94.682	85.526	-4,15
Spain	25.002	32.215	44.208	80.107	83.684	35,26
<b>Total Top Ten</b>	<b>4.130.293</b>	<b>3.975.850</b>	<b>3.949.200</b>	<b>3.478.790</b>	<b>3.600.878</b>	<b>-3,37</b>
Participation of Top Ten (%)	<b>62,77</b>	<b>63,96</b>	<b>67,68</b>	<b>69,67</b>	<b>75,54</b>	<b>4,74</b>

Source: Trademap

**GRAPH 9.3**



#### 9.2.1.6 Trade with CARICOM

**Table 9.7. JAMAICA TRADE BALANCE WITH CARICOM  
(US\$ 000)**

	2012	2013	2014	2015	2016	Annual Growth Rate (%)
Exports	107.010	71.244	94.148	59.792	97.355	-2,34
Imports	904.227	981.685	780.579	627.876	499.019	-13,81
Total Trade	1.011.237	1.052.929	874.727	687.668	596.374	-12,37
<b>Trade Balance</b>	<b>-797.217</b>	<b>-910.441</b>	<b>-686.431</b>	<b>-568.084</b>	<b>-401.664</b>	<b>-15,75</b>
Exports Participation (%)	<b>10,58</b>	<b>6,77</b>	<b>10,76</b>	<b>8,69</b>	<b>16,32</b>	11,45

Source: Trademaps

Trade balance of Jamaica in respect to CARICOM is negative with export decreasing at a negative growth rate of 2,34% annually during the period 2012-2016.

**Table 9.8. JAMAICA EXPORTS TO CARICOM COUNTRIES**  
(US\$ 000)

Export Market	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>World</b>	<b>1.711.790</b>	<b>1.569.117</b>	<b>1.451.988</b>	<b>1.262.585</b>	<b>1.201.787</b>	-8,46
Antigua and Barbuda	5.955	5.951	5.689	3.923	6.571	2,49
Bahamas	21.815	2.515	2.387	1.715	2.986	-39,17
Barbados	23.819	9.347	9.279	7.079	12.836	-14,32
Belize	3.438	3.130	6.961	2.963	5.675	13,35
Dominica	2.741	3.353	4.981	1.574	6.753	25,28
Grenada	2.283	2.772	2.289	1.610	2.510	2,40
Guyana	9.791	7.483	12.235	7.803	11.777	4,73
Haiti	1.712	880	1.943	1.247	4.343	26,20
Montserrat	325	283	409	263	355	2,23
Saint Kitts and Nevis	2.476	2.377	5.470	3.296	2.297	-1,86
Saint Lucia	6.827	7.306	7.582	5.294	10.239	10,66
Saint Vincent and the Grenadines	2.225	1.799	2.292	1.167	3.101	8,65
Suriname	5.349	7.651	15.231	9.740	5.387	0,18
Trinidad and Tobago	18.254	16.397	17.400	12.118	22.525	5,40
<b>Total Caricom</b>	<b>107.010</b>	<b>71.244</b>	<b>94.148</b>	<b>59.792</b>	<b>97.355</b>	-2,34
<b>Participation Caricom</b>	<b>6,25</b>	<b>4,54</b>	<b>6,48</b>	<b>4,74</b>	<b>8,10</b>	6,69

Source: Trademap

### 9.2.1.7 Imports from CARICOM

**Table 9.9. MAIN CARICOM SUPPLIERS TO JAMAICA**  
(US\$ 000)

Caricom Supprier	2012	2013	2014	2015	2016	Annual Growth Rate (%)
<b>Total imports</b>	<b>6.580.358</b>	<b>6.216.155</b>	<b>5.835.517</b>	<b>4.993.030</b>	<b>4.767.089</b>	-7,74
Trinidad and Tobago	698.991	764.541	596.164	474.415	346.667	-16,08
Guyana	40.395	47.007	49.597	44.820	39.074	-0,83
Suriname	45.998	46.297	39.993	41.750	36.849	-5,39
Bahamas	49.133	25.522	16.512	29.861	30.812	-11,01
Barbados	26.174	62.992	21.125	15.771	27.515	1,26
Belize	19.016	19.907	16.078	13.173	12.736	-9,54
Antigua and Barbuda	28	492	34	63	2.131	195,36
Saint Lucia	2.342	3.345	2.148	1.606	1.514	-10,33
Dominica	20.774	10.738	37.686	5.772	598	-58,81

Haiti	10	35	198	284	596	177,85
Grenada	454	473	775	203	461	0,38
Saint Vincent and the Grenadines	912	271	88	158	60	-49,35
Saint Kitts and Nevis	0	65	181	0	6	
<b>Total Caricom</b>	<b>904.227</b>	<b>981.685</b>	<b>780.579</b>	<b>627.876</b>	<b>499.019</b>	<b>-13,81</b>
Participation Caricom	<b>13,74</b>	<b>15,79</b>	<b>13,38</b>	<b>12,58</b>	<b>10,47</b>	<b>-6,58</b>

Source: Trademaps

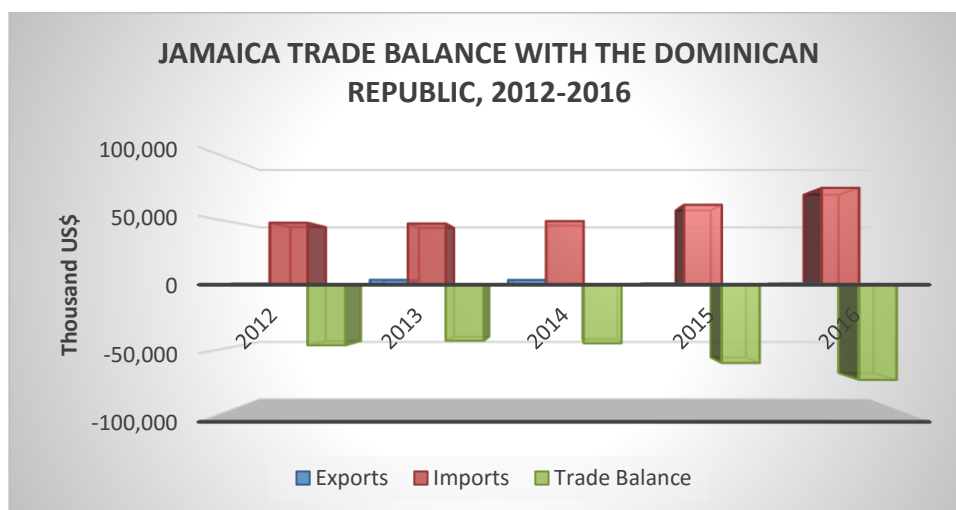
### 9.2.1.8 Trade with the Dominican Republic

Jamaica trade with the Dominican Republic shows a negative balance which has increase by 11,97% during the period 2012-2016. Total trade between the two partners has been increasing at an annual rate of 11,62% annually. Exports to the Dominican Republic have grown by 1,88% annually with values ranging from US\$968 thousands in 2012 to US\$1.0 millions in 2016. The annual growth rate of imports had a greater increase of 11,79% during the period with valued of US\$47.7 millions in 2012 to US\$74.6 millions in 2016.

**Table 9.10 TRADE BALANCE WITH THE DOMINICAN REPUBLIC (US\$000)**

	2012	2013	2014	2015	2016	Annual Growth Rate (%)
Exports	968	3.852	3.711	1.061	1.043	1,88
Imports	47.743	47.109	49.013	61.492	74.566	11,79
Total Trade	48.711	50.961	52.724	62.553	75.609	11,62
Trade Balance	-46.775	-43.257	-45.302	-60.431	-73.523	11,97
Exports Participation (%)	1,99	7,56	7,04	1,70	1,38	-8,72

Source: Trademap





**Table – JAMAICA MAIN IMPORTS FROM DOMINICAN REPUBLIC  
2012-2016 (Value in 000 US\$)**

Subheading	Product Description	2012	2013	2014	2015	2016
'2711130000	Butanes, liquefied (excl. of a purity of >= 95% of N-butane or isobutane)	-	-	-	4 031	10 967
'2711120000	Propane, liquefied	-	-	-	2 357	7 103
'2008992000	Fruit and other edible parts of plants, prepared or preserved, whether or not containing added	1 584	3 512	2 194	3 224	3 898
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasonings	3 493	2 312	2 241	3 238	3 157
'2005209000	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excl. frozen). Other	-	1 988	2 709	3 023	3 109
'4819200000	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	1 762	1 293	985	1 482	2 923
'2523291000	Portland cement (excl. white, whether or not artificially coloured): Building cement (grey)	684	2 457	4 351	5 797	2 409
'2710197300	Petroleum oils and oils obtained from bituminous minerals, other than crude	-	-	1 277	3 016	2 377
'1703102000	Cane molasses resulting from the extraction or refining of sugar: Edible	-	2 231	1 501	2 062	2 112
'1905909090	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	1 396	2 452	2 362	2 125	2 085
'4819100000	Cartons, boxes and cases, of corrugated paper or paperboard	377	684	845	2 007	2 071
'3923909000	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates	994	1 140	1 385	1 611	1 711
'3917230000	Rigid tubes, pipes and hoses, and fittings therefor, of polymers of vinyl chloride	419	1 135	1 591	1 956	1 529
'3907500000	Alkyd resins, in primary forms	1 818	1 930	1 444	2 115	1 254
'3923901000	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates	478	517	648	1 198	1 088
'3920430000	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl chloride,	-	-	-	49	1 053
'6703000000	Human hair, dressed, thinned, bleached or otherwise worked; wool, other animal hair	580	1 063	855	899	1 019
'3105300000	Diammonium hydrogenorthophosphate "diammonium phosphate" (excl. that in pellet or similar forms)	-	187	-	-	969
'3907990000	Saturated polyesters in primary forms (excl. polycarbonates, alkyd resins and poly"ethylene	760	896	847	908	720
'3921190000	Plates, sheets, film, foil and strip, of cellular plastic, unworked or merely surface-worked	-	24	309	455	692
'3920100000	Plates, sheets, film, foil and strip, of non-cellular plastics, not reinforced, laminated	-	-	-	324	684
'3102210000	Ammonium sulphate (excl. that in pellet or similar forms, or in packages	-	275	-	-	664

Subheading	Product Description	2012	2013	2014	2015	2016
'2104102010	Soups and broths and preparations therefor: In solid or powder form Fish, Cock and Noodle Soups	-	37	22	87	659
'3924101000	Tableware and kitchenware, of plastics: Cups, forks, knives, plates, spoons and tumblers	323	594	768	748	632
'3921900000	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly ...	94	416	120	354	588
'8474200000	Crushing or grinding machines for solid mineral substances	38	-	-	-	583
'2835250000	Calcium hydrogenorthophosphate "dicalcium phosphate"	-	-	-	-	538
'1104120010	Rolled or flaked grains of oats Grains rolled or oats:	442	644	658	424	500

Source: Trademap

### 3. Import Requirements

#### 3.1 Goods

MEASURE	DESCRIPTION	LEGAL BASIS
Applicable Customs Tariff	Jamaica applies the CARICOM common external tariff (CET) with several exceptions.	CET
Tariff Rates	<ul style="list-style-type: none"> <li>Simple Most Favored Nation (MNF) average tariff is 10.4%.</li> <li>20.8% in average for agricultural products and 7.9% for non-agricultural products.</li> <li>Average tariff rate is 50% in bound tariff lines.</li> <li>Tariff rates are <i>ad valorem</i> and levied on the CIF value of imports.</li> <li>Some meat and edible meat offal and edible vegetables have a 100% tariff rate.</li> <li>26 lines of dairy products with tariff rates of 75% and 50%.</li> <li>Tariff rates on agricultural products range between 0% and 100%; 0% to 50% range for non-agricultural products.</li> <li>The higher average tariff is levied on animal and animal products, dairy products, fruits, vegetables and plants, sugar and confectionary, beverages, spirits and tobacco.</li> <li>No seasonal or tariff quota apply.</li> </ul>	<p>Customs Act, Customs Regulations 1955</p> <p>Customs Tariff</p>
Custom Duty Exemptions	<ul style="list-style-type: none"> <li>Exceptions to the CET are included in List A (suspension of CET for a determined period)</li> </ul>	

	<p>and List C (minimum CET rate agreed but members can apply a higher rate).</p> <ul style="list-style-type: none"> <li>▪ Duty waiver applies to imports of refined sugar as raw material in the production of exporting goods.</li> </ul>	
Preferential Tariff	<ul style="list-style-type: none"> <li>▪ Duty-free treatment granted to CARICOM members for goods meeting origin criteria.</li> <li>▪ A list of exception applies to imports from other CARICOM countries. CET tariff apply to such listed products.</li> <li>▪ Imports from country with whom Jamaica has a free trade agreement are duty-free, subject to meeting the established origin criteria.</li> </ul>	<p>Chaguarama Treaty</p> <p>Free trade agreements</p>
Taxes on Imports	<ul style="list-style-type: none"> <li>▪ Imports entering Jamaica are subject to a stamp duty.</li> <li>▪ An additional stamp duty applies to certain products, mostly agricultural products.</li> <li>▪ The highest stamp duties are: <ul style="list-style-type: none"> <li>- 90% for certain vegetables and oil seeds (5 lines)</li> <li>- 86% for edible vegetables and certain roots and tubers (18 lines)</li> <li>- 80% for certain vegetables and poultry (whole birds and certain cuts) (12 lines)</li> <li>- 77.1% for meat (2 lines)</li> <li>- 70% for cereals, products of the milling industry, grains and residues, and waste from the food industry (24 lines).</li> </ul> </li> <li>▪ Quarry tax, royalties and bauxite levy on the mining sector.</li> </ul>	<p>Custom Act</p> <p>Alumina Industries Encouragement Act</p> <p>Petroleum Refinery Encouragement Act</p>
Preshipment Inspection	<ul style="list-style-type: none"> <li>▪ No mandatory pre-shipment inspections.</li> <li>▪ Import examinations by the Contraband Enforcement Team conducted on a risk or intelligence basis.</li> </ul>	Custom Act
Imports clearance	<ul style="list-style-type: none"> <li>▪ No licences custom broker needed to clear imports of US\$5,000 or less, CIF value (Declaration IMS4).</li> </ul>	

	<ul style="list-style-type: none"> <li>▪ Mandatory custom broker for imports over US\$5,000 (Jamaican resident) (Declaration IM4).</li> <li>▪ Importers without customs violations excepted from inspection (random examination apply).</li> <li>▪ Four lines for risk assessment on imports:</li> <li>▪ Red line for high risk goods and require examination.</li> <li>▪ Yellow line for medium risk goods. Additional documentation or examination may be required.</li> <li>▪ Blue and green lines for risk-free goods.</li> </ul>	
Clearance time	<ul style="list-style-type: none"> <li>▪ Imports require about 80 hours and US\$906.00 regarding border compliance.</li> </ul>	
Custom Valuation	<ul style="list-style-type: none"> <li>▪ Duty charges based on the transaction value.</li> <li>▪ When transaction value is not declared, the following methods apply:</li> <li>▪ Transaction value of identical goods.</li> <li>▪ Transaction value of similar goods.</li> <li>▪ Deductive value method.</li> <li>▪ Computer valued method.</li> <li>▪ The fall-back method</li> </ul>	Section 19 of the Customs Act
Imports Restriction	<ul style="list-style-type: none"> <li>▪ Import licences</li> <li>▪ Import prohibitions based on the Custom Act and other international acts.</li> </ul>	
Labelling Requirements	<ul style="list-style-type: none"> <li>▪ Packaged food offered for sale should include in the label the following information: <ul style="list-style-type: none"> <li>- Brand name of trade name, if any.</li> <li>- Common name of the food.</li> <li>- Statement of the weight, volume, number or measure of content.</li> <li>- Declaration of added colour, if any.</li> <li>- Name and address of the manufacturer, packer, importer, vendor or any person who assumes the responsibilities of the manufacturer, packer, importer or vendor.</li> </ul> </li> <li>▪ Label must be written in English.</li> <li>▪ Correct date format.</li> <li>▪ Consumption date.</li> </ul>	Standards, Processed Food and Weights and Measures Acts  Food and Drug Act

	<ul style="list-style-type: none"> <li>Units in metric system.</li> </ul>	
Other Charges and Taxes	<ul style="list-style-type: none"> <li>General consumption tax on goods and services and on imported goods (CIF value) in force. Six rates apply: <ul style="list-style-type: none"> <li>0% on zero rated good and services.</li> <li>2% on books and other printed material.</li> <li>10% on tourism.</li> <li>16.5% standard rate.</li> <li>21.5% that include 5% of advanced consumption tax.</li> <li>25% on telephone services and equipment.</li> </ul> </li> <li>Petroleum products, goods expressly exempt under the Act and capital goods are excepted from the consumption tax.</li> <li>A special consumption tax (Specific rate or combined <i>ad valorem</i> plus specific tax) apply to some imported and domestic goods (alcoholic beverages, tobacco, some fuel, motor vehicles)</li> <li>Environment Protection Levy on imports at a rate of 0.5% of the CIF value, as well as to the sale of domestic or imported manufactured goods.</li> <li>Customs Administrative Fee.</li> <li>Standard Compliance Fee on most food products imported, tobacco, chemicals, some textiles and apparel, and most industrial products, at a 0.3% rate.</li> <li>Stamp duty of J\$5.00 on all imports up to a CIF value of J\$5,500.00 and J\$10.00 over that value.</li> </ul>	
Licences and permits	<ul style="list-style-type: none"> <li>Import licence before importation is required for imports of concentrated milk and cream, fireworks, motor vehicles, specific motor vehicle parts and motorized equipment, other plant parts for perfume and pharmaceutical purposes; cannabis resin; vegetables, saps and extracts; and refined sugar.</li> <li>Licences are granted by the Trade Board Limited.</li> <li>Automatic licence for industrial products.</li> </ul>	Trade Act, Law 4 (1955)

	<ul style="list-style-type: none"> <li>Free-zone enterprises benefited from single-entity status are not subject to import licence.</li> <li>Import licence are processed within three working days and are subject to a fee. Licence is valid for one year.</li> <li>Licence for refined sugar and powder milk are valid for three to six months.</li> </ul>	
Sanitary and Phytosanitary Measures	<ul style="list-style-type: none"> <li>Imports of fresh fruits and vegetables, plants and plant parts, require pre-entry permits and permits must be accompanied by phytosanitary certifications.</li> <li>Import permits from the Veterinary Services Division is required for live animal and animal products.</li> <li>Import of animals subject to quarantine at the Government Quarantine Station.</li> <li>Import permits required for pharmaceutical and nutraceutical products.</li> <li>Inspection upon arrival in a random basis on food for human consumption.</li> <li>Some random tests for pesticide residue on fresh product.</li> <li>Sanitary and phytosanitary measures provisions in the Free Trade Agreement between the Dominican Republic and CARICOM.</li> </ul>	
Standards	<ul style="list-style-type: none"> <li>Technical regulations (compulsory standards) and labelling requirements implemented through the Standard Compliance Programme on all goods imported or locally produced.</li> <li>45 compulsory standards apply, among others, to brewery products, toys, labelling and pre-packaged food, bread, furniture, and building and associated materials.</li> <li>Random inspection and sampling at entry ports are made to ensure compliance with standards and technical regulations.</li> <li>Annual inspection and registration is required to all food processing establishments.</li> </ul>	
Safeguards	<ul style="list-style-type: none"> <li>The Anti-dumping and Subsidies Commission can conduct investigation in relation to dumping, subsidies and safeguard on its own</li> </ul>	Safeguard Act, 2001

	initiative, or based on a written complaint or on behalf of a domestic industry.	Safeguard Regulations, 2003
Import Documentation	<ul style="list-style-type: none"> <li>▪ Invoice.</li> <li>▪ Bill of lading / Airway bill.</li> <li>▪ Certificate of origin.</li> <li>▪ Value declaration.</li> <li>▪ Import licence and/or permit, if required.</li> <li>▪ Health and sanitary or phytosanitary certification, if needed.</li> </ul>	
Price Control	<ul style="list-style-type: none"> <li>▪ Price control and food subsidies were eliminated.</li> <li>▪ Administered prices apply to some goods and services (water, electricity, telecommunications, transport services, coffee) which are determined by the corresponding authority.</li> <li>▪ Usually prices are adjusted annually according to inflation less a productivity factor.</li> </ul>	
State Enterprises	<ul style="list-style-type: none"> <li>▪ The Jamaica Commodity Trading Company is a state-owned entity in charge of commercial imports and exports of sensitive goods, only in cases where the intervention of the government is needed.</li> <li>▪ Government is involved in trading activities through the Petroleum Corporation of Jamaica as well as in the mining sector</li> </ul>	
Government Procurement	<ul style="list-style-type: none"> <li>▪ Open tendering (open to all local and foreign suppliers).</li> <li>▪ Selective tendering (for registered and qualified local and foreign contractors).</li> <li>▪ Limited tendering (approved contractors are invited to tender), which requires justification regarding the nature of the procurement, the urgency and the specialization of the good, work of service demanded.</li> <li>▪ At least 15% of annual procurements must be granted to SMEs.</li> <li>▪ Depending on the established threshold, approval of tendering must be done by the head of the procuring entity or Cabinet approval is required.</li> </ul>	Public Procurement Act (PPA) (Not in force yet)

Intellectual Property Rights	<ul style="list-style-type: none"> <li>▪ Copyright protection during 95 years for original literary, dramatic, musical and artistic works.</li> <li>▪ Protection of geographical indications for products originate in localities that enjoy a particular quality or reputations.</li> <li>▪ Parallel imports are not allowed, except provision in the Patent Act and the Design Act which do not prohibit parallel imports.</li> <li>▪ No compulsory licencing of patent.</li> <li>▪ Infringement of copyright and trademarks rights are subject to fines or imprisonment, or both, depending on the nature of the offense.</li> </ul>	<p>Copyright Act</p> <p>Trade Marks Act</p> <p>Layout-Designs (Topographies) Act</p>
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Source: WTO - Jamaica Trade Policy Review 2017

## 3.2 Services

### 3.2.1 Trade balance

Jamaica trade balance is positive. Service exports have grown at an annual average rate of 3.98% during the period 2012-2016, while imports decreased during the period at an annual average rate of -0.55%. Total trade of services has grown at an average annual rate of 2.05%.

**Table—JAMAICA TRADE BALANCE IN SERVICES**  
(Value in 000 US\$)

	2012	2013	2014	2015	2016	Annual Growth Rate (%)
Export	2 755 723	2 755 116	2 952 205	3 058 827	3 221 478	3,98
Import	2 177 420	2 058 550	2 244 699	2 160 976	2 129 500	-0,55
Total Trade	4 933 143	4 813 666	5 196 904	5 219 803	5 350 978	2,05
<b>Trade Balance</b>	<b>578 303</b>	<b>696 566</b>	<b>707 506</b>	<b>897 851</b>	<b>1 091 978</b>	<b>17,22</b>
Export Participation (%)	<b>55,86</b>	<b>57,24</b>	<b>56,81</b>	<b>58,60</b>	<b>60,20</b>	<b>1,89</b>

Source: Trademaps

Export services in Jamaica totaled US\$3,221.5 millions during 2016, with an annual average growth of 3.98% during the period 2012-2016. Travel is the service sector that contribute more to the PIB. Travel services have grown at an average annual rate of 5,27%, followed by far by other business services whose exports totaled US\$225.6 millions during 2016.



**Table --- JAMAICA SERVICE EXPORTS  
(US\$ 000)**

Code	Service description	2012	2013	2014	2015	2016	Annual Growth Rate (%)
S	<b>All services</b>	<b>2 755 723</b>	<b>2 755 116</b>	<b>2 952 205</b>	<b>3 058 827</b>	<b>3 221 478</b>	3,98
4	Travel	2 069 490	2 073 900	2 255 210	2 400 612	2 541 417	5,27
10	Other business services	168 123	186 262	198 655	197 306	225 636	7,63
3	Transport	234 190	227 120	218 244	185 554	171 943	-7,43
9	Telecommunications, computer and information services	109 965	97 139	122 691	122 405	129 162	4,10
11	Personal, cultural and recreational services	105 560	105 013	105 013	105 013	105 013	-0,13
12	Government goods and services n.i.o.p.	33 039	33 039	31400	31 408	31 408	-1,26
7	Financial services	30 876	25 276	11 944	8 753	9 338	-25,84
8	Charges for the use of intellectual property n.i.e.	4 033	4 993	6 255	5 522	5 249	6,81
6	Insurance and pension services	448	2 373	2 796	2 253	2 311	50,71

Note: 2016 values are estimated

Jamaica total imports of services accounted for US\$2,129.5 million, showing a slight reduction in its annual growth rate of -0.55% in average. Service imports are dominated by transport whose import value in 2016 totaled US\$747.0 million, followed by other business services which amounted US\$676.6 million value during the same year. Service in trade had the biggest growth during the period 2012-2016, at an annual rate of 8.59% during the period.

**Table --- JAMAICA SERVICE IMPORTS  
(Value in 000 US\$)**

Code	Service description	2012	2013	2014	2015	2016	Annual Growth Rate (%)
S	<b>All services</b>	<b>2 177 420</b>	<b>2 058 550</b>	<b>2 244 699</b>	<b>2 160 976</b>	<b>2 129 500</b>	<b>-0,55</b>
3	Transport	960 350	915 950	914 279	758 885	746 966	-6,09
10	Other business services	557 112	564 062	620 045	649 184	676 593	4,98
4	Trade	184 165	178 129	197 862	234 533	256 080	8,59
6	Insurance and pension services	166 993	133 810	175 382	152 039	142 207	-3,94
9	Telecommunications, computer and information services	72 511	33 869	80 542	80 542	80 542	2,66
12	Government goods and services n.i.o.p.	74 340	63 705	62 797	61 573	61 573	-4,60
8	Charges for the use of intellectual property n.i.e.	60 120	55 851	50 762	50 757	50 757	-4,14
11	Personal, cultural and recreational services	29 896	29 593	42 285	42 285	42 285	9,05
7	Financial services	39 551	39 547	39 611	39 611	39 611	6,71
5	Construction	32 382	44 034	61 134	91 568	32 886	0,39

### 3.2.1 Service regulations

MEASURE	DESCRIPTION	LEGAL BASIS
General Overview	<ul style="list-style-type: none"> <li>○ Service sector is the major contributor to Jamaican economy, accounting for over 70% of GDP.</li> <li>○ Major sector attracting foreign direct investment are tourism, mining and telecommunications.</li> <li>○ No market access restriction regarding commercial presence.</li> <li>○ Total foreign ownership is allowed in all sectors, except for certain professional services that require joint venture.</li> <li>○ CARICOM citizens do not require work permit in any of the sectors.</li> </ul>	
Tourism	No specific commitments affect the tourism sector.	
Financial Services	<ul style="list-style-type: none"> <li>• De-risking by overseas correspondent banks implemented.</li> <li>• Foreign exchange agencies and remittance service providers are supervised by the Bank of Jamaica.</li> <li>• Companies in the area of insurance services are supervised by the Financial Service Commission of Jamaica.</li> </ul>	The Banking Service Act

Source: WTO - Jamaica Trade Policy Review 2017

## 5. BUSINESS OPPORTUNITIES FOR DOMINICAN FIRMS

### 5.1 Goods

**Table—DOMINICAN EXPORT POTENTIAL TO JAMAICA**  
(Value in 000 US\$)

Subheading	Product Description	Imports from DR 2016	Import from World 2016	Potential for DR Exports
	<b>Total Imports from Dominican Republic</b>	<b>74 566</b>		
'2711130000	Butanes, liquefied (excl. of a purity of >= 95% of N-butane or isobutane)	10 967	20 998	10 031
'2711120000	Propane, liquefied	7 103	15 465	8 362
'2008992000	Fruit and other edible parts of plants, prepared or preserved, whether or not containi	3 898	8 163	4 265
'2103909000	Preparations for sauces and prepared sauces; mixed condiments and seasoning	3 157	11 786	8 629
'2005209000	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excl. frozen): Other	3 109	8 269	5 160
'4819200000	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	2 923	12 577	9 654
'2523291000	Portland cement (excl. white, whether or not artificially coloured): Building cement (grey)	2 409	2 409	-
'2710197300	Petroleum oils and oils obtained from bituminous minerals, other than crude	2 377	16 472	14 095
'1703102000	Cane molasses resulting from the extraction or refining of sugar: Edible	2 112	5 719	3 607
'1905909090	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	2 085	8 185	6 100
'4819100000	Cartons, boxes and cases, of corrugated paper or paperboard	2 071	10 243	8 172
'3923909000	Articles for the conveyance or packaging of goods, of plastics	1 711	7 434	5 723
'3917230000	Rigid tubes, pipes and hoses, and fittings therefor, of polymers of vinyl chloride	1 529	6 037	4 508
'3907500000	Alkyd resins, in primary forms	1 254	1 926	672
'3923901000	Articles for the conveyance or packaging of goods, of plastics	1 088	2 715	1 627
'3920430000	Plates, sheets, film, foil and strip, of non-cellular polymers of vinyl chloride	1 053	1 216	163
'6703000000	Human hair, dressed, thinned, bleached or otherwise worked; wool, other animal hair	1 019	3 587	2 568
'3105300000	Diammonium hydrogenorthophosphate "diammonium phosphate" (excl. that in pellet or similar forms	969	1 776	807
'3907990000	Saturated polyesters in primary forms	720	1 284	564
'3921190000	Plates, sheets, film, foil and strip, of cellular plastic, unworked or merely surface-worked	692	3 798	3 106
'3920100000	Plates, sheets, film, foil and strip, of non-cellular plastics, not reinforced, laminated	684	1 907	1 223

'3102210000	Ammonium sulphate (excl. that in pellet or similar forms	664	682	18
'2104102010	Soups and broths and preparations therefor: In solid or powder form Fish, Cock and Noodle Soups	659	1 522	863
'3924101000	Tableware and kitchenware, of plastics: Cups, forks, knives, plates, spoons and tumblers	632	3 709	3 077
'3921900000	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated	588	4 438	3 850
'8474200000	Crushing or grinding machines for solid mineral substances	583	2 002	1 419
'2835250000	Calcium hydrogenorthophosphate "dicalcium phosphate"	538	576	38
'1104120010	Rolled or flaked grains of oats Grains rolled or oats	500	3 122	2 622

Source: Trademap

### 5.1.1 Opportunities and strenghts

#### 5.1.1.1 Opportunities

Opportunity for actual Dominican exports to increase their participation in Jamaica total imports

Opportunity to introduce new product lines actually imported by Jamaica

Number of visitors is increasing and more demand for goods and services is required

Open market for most of the service sectors and subsectors

#### 5.1.1.2 Strenghts

Jamaica is one of the major Dominican trading partner of the CARICOM region  
Dominican export offer is in line with Jamaica's demand for goods and services

### 5.1.2 Threats and weaknesses

#### 5.1.2.1 Threats

Both exports and imports are decreasing in Jamaica

#### 5.2.1.2 Weaknesses

Dominican exporters focused on a few markets

Dominican exports dominated by free-zone goods

## OTHER USEFUL INFORMATION

### Main ports and airports

Ports	<ul style="list-style-type: none"> <li>○ Kingston Container Terminal</li> <li>○ North Terminal</li> <li>○ South Terminal (Gordon Cay)</li> <li>○ West Terminal</li> <li>○ Fifth Terminal</li> <li>○ Lucea</li> <li>○ Montego Bay</li> <li>○ Ocho Rios</li> <li>○ Port Antonio</li> <li>○ Port Esquivel</li> <li>○ Port Kaiser</li> <li>○ Port Rhoades</li> <li>○ Rio Bueno</li> <li>○ Rocky Point</li> <li>○ Falmouth</li> </ul>
Airports	<ul style="list-style-type: none"> <li>○ Norman Manley Airport (Kingston)</li> <li>○ Sir Donald Sangster Airport (Montego Bay)</li> <li>○ Ian Fleming Airport (Ocho Rios)</li> </ul>

### 4.2 Distribution channels

Importers, distributors and sales agents are the main contact point in the distribution channel for imports into Jamaica.

### JAMAICA MAJOR IMPORTERS AND DISTRIBUTORS

<b>Industrial Sales Ltd</b> 107 Marcus Garvey Dr Kingston 13 Jamaica Phone: 876 922 1220 <a href="http://www.seprod.com/">http://www.seprod.com/</a>	Food Products & Manufacturers Food Products-Distributors
<b>Caribbean Producers Ja Ltd</b> 1 Guinep Way, Montego Freeport, Montego Bay, Saint James, Jamaica W.I.  Phone: 1-876-979-8134-6  Mobile: 1-888-225-5275 Fax: 953-6898 Email: custsvc@cpj.com Web: <a href="http://www.cpj.com">http://www.cpj.com</a> <a href="http://www.caribbeanproducers.com/">http://www.caribbeanproducers.com/</a>	Liquor-Wines- Wholesale & Manufacturers Food Products-Distributors
<b>Superking Distributors Ltd</b> 36 Caracas Ave Freezone Kingston 15 Jamaica Phone: 876 758 6677 <a href="https://www.findyello.com/Jamaica/Superking-Distributors-Ltd/profile">https://www.findyello.com/Jamaica/Superking-Distributors-Ltd/profile</a>	Food products distribution
<b>Fresh &amp; Direct Ltd</b> 43 Second St N P W Kingston 13 Jamaica Phone: 876 757 4835 <a href="https://www.findyello.com/Jamaica/Fresh-Direct-Ltd/profile">https://www.findyello.com/Jamaica/Fresh-Direct-Ltd/profile</a>	Food Products-Distributors Farms
<b>T' S E D D Distributors Ltd</b> 10A Ripon Rd Kingston 5 Jamaica Phone: 876 926 8440 <a href="http://www.tsedd.com/">http://www.tsedd.com/</a>	Food Products-Distributors Juices
<b>Poly Foods Ltd</b> 8 Elgin Rd Kingston 5 Jamaica Phone: 876 926 7212 <a href="https://www.findyello.com/Jamaica/Poly-Foods-Ltd/profile">https://www.findyello.com/Jamaica/Poly-Foods-Ltd/profile</a>	Food Products-Distributors Food Products & Manufacturers
<b>Parang Industries Ltd</b> 38 Beechwood Ave Kingston 5 Jamaica Phone: 876 906 0347	Food Products-Distributors Chemicals-Wholesale, Manufacturers & Distributors

<a href="http://www.walkerswood.com/">http://www.walkerswood.com/</a>	Hotel & Resort Equipment & Supplies Cosmetics-Manufacturers & Distributors
<b>Select Brands</b> 379 Spanish Town Rd Kingston 11 Jamaica Phone: 876 758 3777 <a href="http://www.selectbrandsja.com/">http://www.selectbrandsja.com/</a>	Liquor-Wholesale & Manufacturers Wines-Wholesale & Manufacturers Food Products-Distributors
<b>Musson Trading</b> 178 Spanish Town Rd, Kingston 11, Jamaica Phone: 876 923 5426 <a href="http://www.mussonjamaica.com/manufacturing">http://www.mussonjamaica.com/manufacturing</a>	Food Products-Distributors
<b>Dango's Enterprise Ltd</b> Bogue Ind Est Montego Bay, St James Jamaica Phone 876 940 0342 <a href="https://www.findyello.com/Jamaica/Dangos-Enterprise-Ltd/profile">https://www.findyello.com/Jamaica/Dangos-Enterprise-Ltd/profile</a>	Food Products-Distributors
<b>Jamking Warehousing &amp; Distributors Ltd</b> 79-80 Zagreb Ave Kingston 15 Jamaica Phone: 876 757 5766 <a href="https://www.findyello.com/Jamaica/Jamking-Warehousing-Distributors-Ltd/profile">https://www.findyello.com/Jamaica/Jamking-Warehousing-Distributors-Ltd/profile</a>	Food Products-Distributors
<b>La Car Ltd</b> 93 Dumbarton Ave Kingston 10 Jamaica Phone: 876 754 8937 <a href="https://www.findyello.com/Jamaica/La-Car-Ltd/profile">https://www.findyello.com/Jamaica/La-Car-Ltd/profile</a>	Food Products-Distributors
<b>Independent Enterprise Ltd</b> 2 Morrison St Spanish Town, St Catherine Jamaica Phone: 876 907 0667 <a href="https://www.findyello.com/Jamaica/Independent-Enterprise-Ltd/profile">https://www.findyello.com/Jamaica/Independent-Enterprise-Ltd/profile</a>	Food products & manufacturers, grocers-wholesale, cosmetics & perfumes-retail, beauty salons-equipment & supplies, wigs & hair pieces, food products-distributors
<b>Central Trading Company Ltd.</b> 17 Retirement Rd, Kingston 5. Kingston Jamaica Phone: 876 968 1681 <a href="https://www.findyello.com/Jamaica/Central-Trading-Company-Ltd-/profile">https://www.findyello.com/Jamaica/Central-Trading-Company-Ltd-/profile</a>	Food products distribution
<b>Canjam Trading Ltd</b> 66 1/2 Half Way Tree Rd Kingston 10 Jamaica Phone: 876 926 4497	Food products distribution

<a href="https://www.findyello.com/Jamaica/Canjam-Trading-Ltd/profile/66-1-2-H-W-T">https://www.findyello.com/Jamaica/Canjam-Trading-Ltd/profile/66-1-2-H-W-T</a>	
<b>Ena Wong Sam Ltd</b> 6-8 Norman Rd, Kingston C S O, Jamaica Phone: 876 928 8956 <a href="http://enawongsamltd.com/">http://enawongsamltd.com/</a>	Food Products-Distributors Chocolate & Cocoa
<b>Taffcur Trading Co Ltd</b> 23 Hanning Rd Kingston 5 Jamaica Phone:876 960 5088 <a href="https://www.findyello.com/Jamaica/Taffcur-Trading-Co-Ltd/profile">https://www.findyello.com/Jamaica/Taffcur-Trading-Co-Ltd/profile</a>	Food products distribution
Ontino's Wholesale Phone: 876 247 0022 <a href="https://www.findyello.com/Jamaica/ONTINOS-WHOLESALE/profile">https://www.findyello.com/Jamaica/ONTINOS-WHOLESALE/profile</a>	Food products distribution



**JAMAICA CHAMBER OF COMMERCE, BUSINESS ASSOCIATIONS AND  
GOVERNMENT INSTITUTIONS**

<p><b>Ministry of Foreign Affairs and Foreign Trade</b> Ambassador Sheila Sealy Monteith, Permanent Secretary ps@mfaft.gov.jm 21 Dominica Drive Kingston 5 Tel: (876) 926-4220 Fax: (876) 929-6733 Email: info@mfaft.gov.jm www.mfaft.gov.jm</p>	<p><b>Jamaica Customs Agency</b> Newport East, Kingston 15 Tel: 876 922 5140-8 / 922 8770-3 Email: quick.response@jacustoms.gov.jm <a href="https://www.jacustoms.gov.jm/">https://www.jacustoms.gov.jm/</a> <a href="https://www.jacustoms.gov.jm/service/duties-taxes">https://www.jacustoms.gov.jm/service/duties-taxes</a></p>
<p><b>Bureau of Standards Jamaica</b> Stephen Wedderburn, Executive Director SWedderburn@bsj.org.jm 6 Winchester Road P.O. Box 113 Kingston 10 Tel: (876) 632-4BSJ (4275) – Flow Tel: (876) 618-1534 – Digicel Fax: (876)-929-4736 Email: info@bsj.org.jm</p>	<p><b>Jamaica Chamber of Commerce and Industry</b> 85A Duke Street Post Box 172 Kingston, Jamaica Phone: 1876-922-0150-1 Fax: 1876-924-9056 Email: jamcham@cwjamaica.com Web: <a href="http://www.jcc.org.jm">http://www.jcc.org.jm</a></p>
<p><b>Jamaica Manufacturers Association</b> Phones: 1 876 922 8880 / 1 876 922 8869 Fax: 922 - 9205 <a href="http://caribbeanassociationsdirect.org.com/index.php/171-jamaica-manufacturers-association.html">http://caribbeanassociationsdirect.org.com/index.php/171-jamaica-manufacturers-association.html</a></p>	

**Table --- JAMAICA MAIN IMPORT PRODUCTS RELEVANT TO THE DR**  
**(Value in 000 US\$)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>6 580 358</b>	<b>6 216 155</b>	<b>5 835 517</b>	<b>4 993 030</b>	<b>4 767 089</b>
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	123 135	114 377	127 637	130 965	127 307
'210690	Food preparations, n.e.s.	63 107	69 608	69 596	67 325	87 374
'170199	Cane or beet sugar and chemically pure sucrose, in solid form	43 360	35 854	33 869	32 123	33 186
'701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass, of a kind used	31 269	28 764	30 303	31 885	27 884
'722830	Bars and rods of alloy steel other than stainless, not further worked than hot-rolled, hot-drawn	41 325	39 067	40 428	51 647	25 801
'690890	Glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes	23 949	25 943	25 688	27 203	25 678
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	26 260	27 943	24 674	23 379	25 168
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	18 113	16 702	17 431	18 010	19 271
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	24 865	25 409	24 900	22 525	17 012
'210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	14 776	15 142	14 983	17 522	14 818
'340290	Surface-active preparations, washing preparations, incl. auxiliary washing preparations	14 006	14 426	12 251	14 887	14 385
'220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	37 145	35 254	30 741	27 031	13 962
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections)	16 105	14 353	14 799	15 353	12 697
'481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	9 549	9 629	9 721	11 586	12 577
'392329	Sacks and bags, incl. cones, of plastics (excluding those of polymers of ethylene)	12 252	11 758	11 024	12 037	12 430
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	11 494	10 657	11 824	11 466	12 332
'392350	Stoppers, lids, caps and other closures, of plastics	9 956	10 314	11 160	11 929	11 383

Subheading	Product Description	2012	2013	2014	2015	2016
'190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	8 736	11 265	11 389	11 079	11 229
'711319	Articles of jewellery and parts thereof, of precious metal other than silver	33 737	29 164	27 332	24 520	10 715
'200410	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid, frozen	10 171	11 312	10 195	11 039	10 419
'940360	Wooden furniture (excluding for offices, kitchens and bedrooms, and seats)	9 949	9 406	11 377	12 605	10 311
'020230	Frozen, boneless meat of bovine animals	14 143	12 907	10 834	12 230	10 256
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	8 802	8 524	9 276	10 702	10 243
'392390	Articles for the conveyance or packaging of goods, of plastics (excluding boxes, cases, crates)	7 209	8 487	10 419	11 454	10 149
'200899	Fruit and other edible parts of plants, prepared or preserved	9 091	9 851	8 045	8 049	10 015
'240220	Cigarettes, containing tobacco	7 916	7 073	6 618	6 541	9 941
'020629	Frozen edible bovine offal (excluding tongues and livers)	12 663	9 502	9 681	9 341	9 284
'170490	Sugar confectionery not containing cocoa, incl. white chocolate (excluding chewing gum)	9 551	9 543	9 174	8 995	9 202
'732690	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire)	7 320	7 145	6 534	8 335	8 620
'040711	Fertilised eggs for incubation, of domestic fowls	-	-	19 081	21 773	8 601
'190531	Sweet biscuits	8 902	9 898	8 629	8 883	8 486
'200520	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excluding frozen)	2 670	5 260	5 842	6 948	8 272
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	10 618	10 572	12 453	9 745	8 142
'482110	Paper or paperboard labels of all kinds, printed	7 952	7 339	7 605	8 498	7 556
'340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded	9 605	10 978	9 651	8 477	7 540
'940320	Metal furniture (excluding for offices, seats and medical, surgical, dental or veterinary)	5 256	4 762	6 958	7 908	7 385

Subheading	Product Description	2012	2013	2014	2015	2016
'391732	Flexible tubes, pipes and hoses of plastics, not reinforced or otherwise combined	2 835	4 668	5 443	6 015	7 373
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	3 789	3 505	4 160	5 355	7 045
940350	Wooden furniture for bedrooms (excluding seats)	6 637	5 595	7 409	8 113	6 947
'151790	Edible mixtures or preparations of animal or vegetable fats or oils	8 356	7 701	7 720	6 945	6 588
'200911	Frozen orange juice, unfermented, whether or not containing added sugar or other sweetening	3 586	3 704	3 918	6 010	6 457
'392410	Tableware and kitchenware, of plastics	6 788	6 610	7 128	7 369	6 251
'481820	Handkerchiefs, cleansing or facial tissues and towels, of paper pulp, paper, cellulose wadding	4 518	4 647	6 085	6 026	6 063
'691010	Ceramic sinks, washbasins, washbasin pedestals, baths, bidets, water closet pans, flushing	4 049	4 603	5 178	5 255	5 723
'170310	Cane molasses resulting from the extraction or refining of sugar	2	14 015	3 306	2 063	5 719
'330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments)	5 691	6 303	6 573	6 327	5 502
'841850	Furniture "chests, cabinets, display counters, show-cases and the like" for storage and display	3 787	3 311	4 564	5 547	5 471
'300420	Medicaments containing antibiotics, put up in measured doses	4 137	3 082	4 274	4 361	5 348
'640590	Footwear with outer soles of rubber or plastics, with uppers other than rubber, plastics, leather	7 762	4 856	3 614	3 763	5 044
'180690	Chocolate and other preparations containing cocoa, in containers or immediate packings	8 750	8 685	7 271	6 328	4 964
'210410	Soups and broths and preparations therefor	7 341	7 210	5 621	5 786	4 823
'640299	Footwear with outer soles and uppers of rubber or plastics (excluding covering the ankle)	8 466	7 774	8 856	8 947	4 821
'481810	Toilet paper in rolls of a width of <= 36 cm	7 008	5 650	5 960	4 991	4 674
'392490	Household articles and toilet articles, of plastics (excluding tableware, kitchenware, baths)	4 640	4 815	4 743	4 962	4 540

Subheading	Product Description	2012	2013	2014	2015	2016
'940389	Furniture of other materials, including cane, osier or similar materials (excluding of bamboo)	2 129	2 303	2 544	3 387	4 481
'940429	Mattresses, fitted with springs or stuffed or internally filled with any material	1 870	2 620	6 730	5 103	4 441
'392190	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly	4 645	4 931	5 142	4 381	4 438
'481940	Sacks and bags, incl. cones, of paper, paperboard, cellulose wadding or webs of cellulose fibres	2 173	2 051	2 570	2 064	4 281
'330590	Preparations for use on the hair (excluding shampoos, preparations for permanent waving)	4 474	4 204	4 362	3 964	4 104
'392119	Plates, sheets, film, foil and strip, of cellular plastic, unworked or merely surface-worked	3 962	3 266	3 388	3 680	3 798
'380894	Disinfectants (excluding goods of subheading 3808.50)	3 102	3 082	3 495	2 918	3 450
'761699	Articles of aluminium, n.e.s.	2 577	2 286	1 795	2 838	3 446
'940370	Furniture of plastics (excluding medical, dental, surgical or veterinary, and seats)	848	975	1 636	1 447	3 353
'151710	Margarine (excluding liquid)	2 386	3 121	3 183	3 475	3 073
'300410	Medicaments containing penicillins or derivatives thereof with a penicillanic acid structure	3 545	3 156	3 631	3 640	2 899
'180631	Chocolate and other preparations containing cocoa, in blocks, slabs or bars of <= 2 kg, filled	1 646	2 042	1 893	1 994	2 898
'610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	4 657	4 157	3 854	3 890	2 821
'020130	Fresh or chilled bovine meat, boneless	195	420	510	1 753	2 750
'252329	Portland cement (excluding white, whether or not artificially coloured)	17 723	10 420	14 179	13 206	2 469
'100610	Rice in the husk, "paddy" or rough	1 234	2 315	3 964	2 292	2 445
'481930	Sacks and bags, of paper, paperboard, cellulose wadding or webs of cellulose fibres,	5 249	5 564	4 787	3 488	2 065
'200949	Pineapple juice, unfermented, Brix value > 20 at 20°C, whether or not containing added sugar	287	151	1 417	1 571	2 014
'390750	Alkyd resins, in primary forms	2 918	2 824	2 249	2 808	1 926
'392310	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics	3 119	2 867	3 539	2 418	1 890

Subheading	Product Description	2012	2013	2014	2015	2016
'392321	Sacks and bags, incl. cones, of polymers of ethylene	2 455	2 896	1 852	1 950	1 890
'330510	Shampoos	1 983	1 692	1 638	1 700	1 588
'340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded	3 255	2 703	2 523	1 586	1 463
'610990	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excluding cotton)	2 142	1 591	1 740	1 791	1 366

Source: Trademap

## MONTSERRAT COUNTRY PROFIL

### 1. GENERAL DESCRIPTION AND KEY SOCIO-ECONOMIC INDICATORS

Montserrat is the smallest country in CARICOM and the Organization of Eastern Caribbean States (OECS). Montserrat is not an independent country as other CARICOM states are. It is a British Overseas Territory (like Cayman Islands, Anguilla, Turks & Caicos, and the BVI).

Montserrat lost two thirds of its population after the eruption of a volcano in 1995. Since, the island has struggled to regain its rhythm.

**MONTSERRAT KEY ECONOMIC INDICATORS**

Indicators	
Population	5,000
GDP/capita (USD)	12,384
USA as trading partner	32%
Major Cities	Plymouth
distance to DR (in km)	900 East

Source: World Bank Data

### 2. General Trade Overview and Trends

#### 2.1 International Trade in Goods and services

##### 2.1.1 Trade Balance

The Figures below provide an overview of trade of the country with the world. The country has a negative trade balance in goods, as is the case with many small islands in the Caribbean. The islands are mainly service based.

**Table--- MONTSERRAT TRADE BALANCE  
(US\$ 000)**

	2012	2013	2014
Exports	1 791	5 962	3 376
Imports	36 942	42 075	41 909
Total Trade	38 733	48 037	45 285
<b>Trade Balance</b>	<b>-35 151</b>	<b>-36 113</b>	<b>-38 533</b>
Export Participation (%)	<b>4,62</b>	<b>12,41</b>	<b>7,46</b>

## 2.1.2 Main imports Montserrat

**Table --MONTERRAT MAIN IMPORT PRODUCTS**  
**(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>36 942</b>	<b>42 075</b>	<b>41 909</b>	<b>17 674</b>	<b>37 861</b>
'7204	Ferrous waste and scrap; remelting scrap ingots of iron or steel	-	-	-	3	10 220
'3920	Plates, sheets, film, foil and strip, of non-cellular plastics, not reinforced, laminated	32	70	45	39	9 119
'8703	Motor cars and other motor vehicles principally designed for the transport of persons	1 006	1 183	1 286	862	1 163
'0901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes	21	18	23	1 070	986
'8517	Telephone sets, incl. telephones for cellular networks or for other wireless networks	310	199	925	1 208	550
'8426	Ships' derricks; cranes, incl. cable cranes (excluding wheel-mounted cranes and vehicle cranes)	-	-	-	88	505
'7308	Structures and parts of structures "e.g., bridges and bridge-sections, lock-gates, towers	117	9	626	91	475
'7610	Structures and parts of structures "e.g., bridges and bridge-sections, towers, lattice masts	364	441	324	143	448
'8708	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons	322	323	518	83	425
'8479	Machines and mechanical appliances having individual functions, not specified or included elsewhere	2	6	1	65	409
'2203	Beer made from malt	480	479	539	418	365
'8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable"	145	105	148	85	357
'2523	Cement, incl. cement clinkers, whether or not coloured	526	521	519	331	345





### 2.1.3 Trade in Services

Montserrat has a positive balance in services, like all other OECS countries. Interestingly, the country has a large export of government services. This is due to the fact that the Eastern Caribbean Central Bank is based there.

**Table --- MONTERRAT SERVICE IMPORTS**  
(Value in 000 US\$)

Montserrat Service Imports	2012	2013	2014	2015	2016
All Services	18,184	18,706	16,661	16,559	17,047
Travel	3,018	3,050	3,452	3,439	3,542
Transport	4,022	4,325	3,106	2,929	3,024
Other business services	3,508	3,546	1,085	1,095	1,135
Charges related to intellectual property	123	124	1,051	1,047	1,104
Insurance and pension services	971	1,033	1,027	981	1,017
Government services nes	3,564	3,610	904	912	945
Telecom and ITC services	2,979	3,018			

Source: Trademap

**Table --- MONTERRAT SERVICE EXPORTS**  
(Value in 000 US\$)

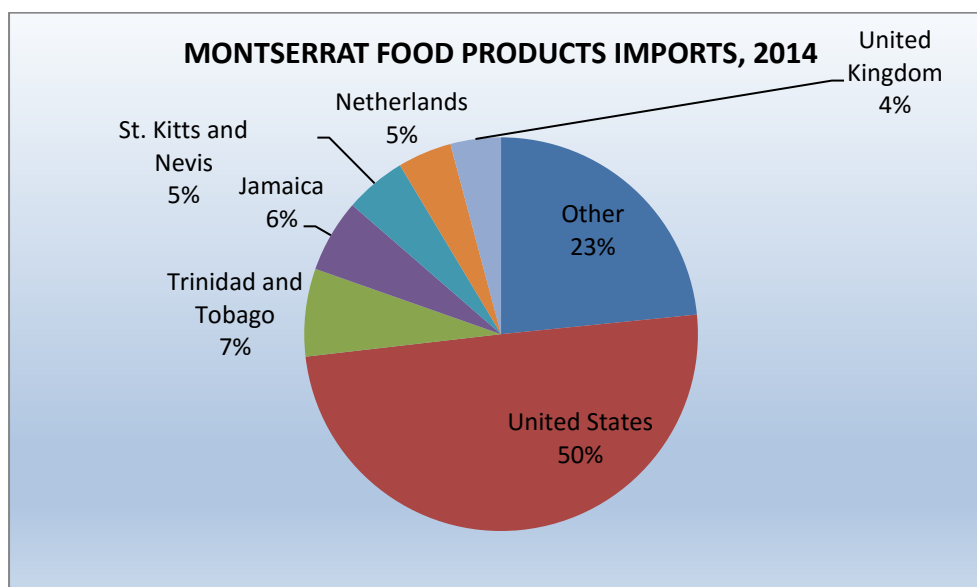
Montserrat Service Exports	2012	2013	2014	2015	2016
All Services	13,296	13,947	14,524	14,758	15,186
Travel	7,026	7,587	9,189	9,472	9,661
Telecom and ITC services	3,329	3,365	3,081	3,044	3,212
Transport	1,876	1,917	1,389	1,379	1,404
Other business services	681	688	630	627	662
Insurance and pension services	296	299	225	225	237
Government services nes	87	88	8	8	8
Repair and maintenance services nes	1	3			

Source: Trademap

### 2.1.4 Main Trading Partners

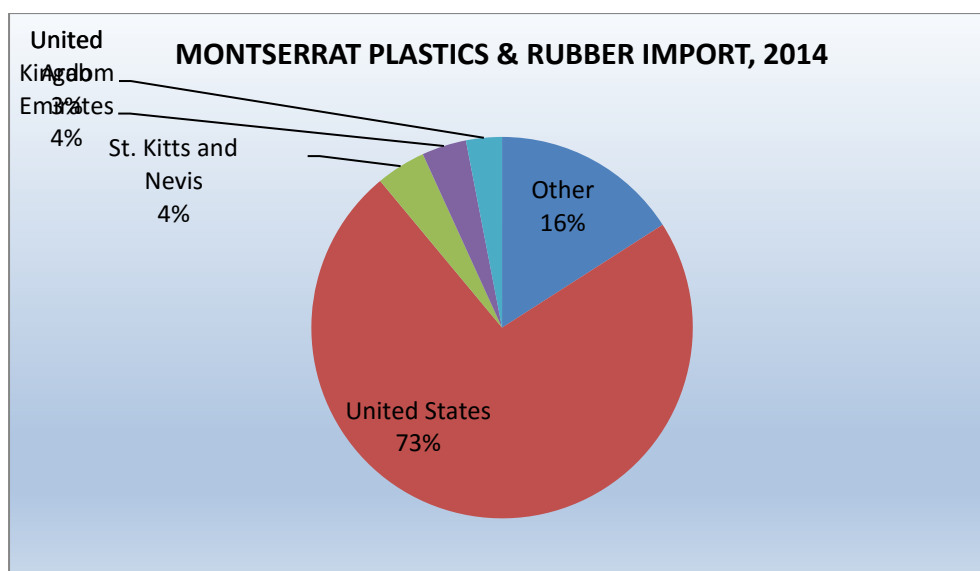
For food products the USA is by far the largest supplier with 50%, reflecting the fact that Montserrat is relatively close to the USA. CARICOM countries make up at least 18% imports of food products to Montserrat.

**Figure 1**



The country imports over 70% of its plastic products from the USA. The DR has no share, which it should be able to improve.

Figure 2



With regard to textiles, the country imports close to 70% from the USA.

## 2.2 Trade with the DR

The DR maintains a positive trade balance with Montserrat of US\$120 thousand in 2012 to US\$17 thousand in 2014.

**Table ---MONTSERRAT TRADE BALANCE WITH THE DOMINICAN REPUBLIC  
(US\$ 000)**

	2012	2013	2014
Exports	0	0	0
Imports	120	31	17
Total Trade	120	31	17
<b>Trade Balance</b>	<b>-120</b>	<b>-31</b>	<b>-17</b>

Source: Trademap

### 3. Import Requirements<sup>24</sup>

Below is an overview of some, but not all, import requirements for the country. The overview for Montserrat is brief because, as a non-sovereign country, Montserrat is not a member of the WTO, does not participate in the World Bank Doing Business study and has not made commitments under EPA.

The overview is indicative of the requirements. It is noted that the importers, distributors or partners in the country are best aware of the rules as they are practically applied and enforced at any given moment, as well as the most recent changes. These partners should be consulted, especially for specific cases.

<b>3.1 Goods<sup>25</sup></b>		
3.1.1 HS Tariff and Product Description	The list of Tariffs as well as consumption tax can be found at the following website <a href="http://www.gov.ms/wp-content/uploads/2012/09/Customs-TariffAmendment-Order-2012.pdf">http://www.gov.ms/wp-content/uploads/2012/09/Customs-TariffAmendment-Order-2012.pdf</a>	
3.1.2 Taxes		
Consumption tax	5 or 15%	
3.1.4 EPA	EUR 1 certificate needed. Bilateral and diagonal cumulation can currently be applied. Cumulation with neighbouring developing countries is not automatically allowed. Time limited exclusions from cumulation for rice, sugar and products with high sugar content. Non-originating materials may be up to 15% of the ex-works price of the final product.	
	EC firms are eligible to procure in CARIFORUM Supplies and services larger than SDR 155,000 and works larger than SDR 6,500,000 <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a>	
3.1.5 Rules of Origin	No rules of origin for non-preferential purposes. There are rules within CARICOM	
3.1.6 Valuation	CIF	

<sup>24</sup> The import related websites of the Government are not all functional. The following website provides some information: <https://customsdutyfree.com/montserrat-customs-and-import-duty-tax-calculation-method/>

3.1.7 Government Procurement	All public tenders are posted the following website <a href="http://www.gov.ms/tenders/">http://www.gov.ms/tenders/</a>	
<b>3.2 Services<sup>26</sup></b>		
3.2.1 Commitments		
3.2.2 Government procurement	EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a>	
3.2.3 Regulatory Requirements	<ul style="list-style-type: none"> <li>• Montserrat made no commitments</li> </ul>	

#### 4. Business Opportunities for DR Firms in Montserrat

##### 4.1 Goods

In determining opportunities for DR firms in Montserrat, the consultants have looked both at:

- Opportunities in Montserrat and general strengths of DR private sector
- Threats in approaching Montserrat and possible weaknesses of the DR export sector

##### 4.1.1 Opportunities and strengths

- Increasing market share of presently exported goods in the most viable product categories
- The DR already exports some goods to the country. In some viable categories, the DR has a low market share. The figure below highlights the potential to increase market share and sales.

The DR only exported US\$17,000 in goods to Montserrat in 2015. There is much room for improvement, especially because Montserrat is relatively close to the DR.

<sup>26</sup> Source: EC–CARIFORUM ECONOMIC PARTNERSHIP AGREEMENT SERVICES AND INVESTMENT COMMITMENTS, International Trade Center 2009

**Table ---DOMINICAN REPUBLIC EXPORT POTENTIAL TO MONTSERRAT  
MARKET (US\$ 000)**

Product Description	2016	DR Exports to Montserrat	DR Potential	10%	20%	30%
All products	<b>37,797</b>	<b>17,000</b>				
Iron and steel	10,448	0	10,448	1,044.8	2,089.6	3,134.4
Plastics and articles thereof	9,418	0	9,418	941.8	1,883.6	2,825.4
Machinery, mechanical appliances, nuclear reactors, boilers; parts thereof	2,739	0	2,739	273.9	547.8	821.7
Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	2,298	0	2,298	229.8	459.6	689.4
Electrical machinery and equipment and parts thereof; sound recorders and reproducers	2,122	0	2,122	212.2	424.4	636.6
Commodities not elsewhere specified	2,110	0	2,110	211	422	633
Articles of iron or steel	990	0	990	99	198	297
Coffee, tea, mate and spices	988	0	988	98.8	197.6	296.4

### Opportunities based on the country's main industries

Tourism is a small but important source of income for Montserrat. According to the ECCB, in 2016, Montserrat had 15,000 tourist arrivals, with a total expenditure of around US\$ 8.5 million.

The opportunities would include:

- Furniture and fixtures for hotels, restaurants
- Equipment for restaurants
- Parts for restaurant, hotel and car rental equipment
- Supplies (towels, linen, cleaning agents, utensils, pots, dishware)

#### 1. Opportunities based on non-branded commodities, not produced in CARICOM

For commodities the tariffs are low, varying from 0 to 20% because most commodities are not produced in the country or the CARICOM. Some examples:

- Foods
- Construction materials (cement, iron bars, wood, etc.)
- Parts

#### 2. Opportunities based on inputs for other sectors

The tariffs for raw materials, intermediate and capital goods are low, varying from 0-10%. These might include inputs for:

- Construction
- Installations, repair and maintenance

### 3. Opportunities based on inputs for Carib-Export export strategies

The strategies applicable to Montserrat include:

- The health and wellness industry, including ecotourism.
- Agroprocessing
- Creative services (fashion, music, design, etc.)

### 4. Opportunities based on Caribbean and global trends

Caribbean Development Bank, Compete Caribbean, IDB and others support some specific initiatives, including:

- Renewable and efficient energy (solar, wind, waste-to-energy, etc.)
- Waste management, including recycling
- Climate change and hurricane preparedness
- Improved transportation (air and ocean)
- Improved food security
- Private Sector Development including access to finance

Depending on the funder, DR firms can tender independently or in collaboration with firms in the region.

### 5. Opportunities based on DR strengths and export focus areas

These include:

- Plastics
- Textiles

#### 4.1.2 Threats and weaknesses

The threats and weaknesses facing DR firms when exporting to the country fall into one or several of the following categories.

#### 1. Volume

The country is a very small market. Given the barriers with regard to language, special import regime, transportation, existing preferences, etc., the market might not be

interesting for some DR exporters. **Montserrat could be served through exports to neighboring St. Martin.**

## 2. Strength of competing non-CARICOM countries, their firms, or the distributor

An importing distributor may have a long and important relationship with a supplier in another trading partner country. Consequently, the supplier and shippers are respectively able to provide relatively high volume and shipping discounts. There may also be relatively more shipping options with an established trading partner.

## 3. Preferences

The US is the biggest trading partner, accounting for over 60% of imports, as estimated. The market may have a marked preference, especially for U.S. consumer goods.

## 4. Distance

At 9800 km from the DR, Montserrat is relatively close to the DR and the US.

## 5. Tariffs

Tariffs are especially high for those imported goods that would compete with goods produced in CARICOM. Included herein are several agricultural goods and goods produced thereof, including fruits and vegetables, and large crops such as banana and sugar, as well as rum and tobacco products.

The EPA allows for the reduction of some tariffs, but the country may have excluded their most viable products from the EPA reductions.

### 4.1.3 Strategies

1. **To mitigate the challenges related to ‘small market size’, distance and shipment, the exporter may choose to attempt to sell his product in all of the OECS or CARICOM, using one or more countries as a hub**, even if the product does not present the biggest opportunity in some of the islands. Once the exporter has made the investment to develop business in CARICOM, it may as well maximize the opportunity in all of CARICOM. Furthermore, there may be more shipping options, also for smaller volumes, between the islands than directly from the DR. In the case of Montserrat, the hub may be St. Martin.



## 2. To generate leads the following may be options:

- for government procurement, the consulates of these islands in the DR or DR consulates there
- for opportunities related to tourism, the hospitality association in the country
- for opportunities related to agriculture, the agriculture guide
- for opportunities for small exporters and importers, the internet is a good option, provided the conversation is held in English

**To mitigate the challenge of tariffs (CET)**, one may consult the ‘suspensions list’<sup>27</sup> published periodically by COTED, the Counsel for Trade and Economic Development of the CARICOM. It is noted that the tariffs were established many years ago and not fundamentally revised, while some countries have stopped or reduced the production of certain goods that are on the competing products list (with the highest tariff of 40-45%). When there are shortages for CARICOM-produced goods, the country in which the shortage occurs may ask for a suspension of the tariffs.

Only a few products have CET of 40% today. Most consumer goods have tariffs of 20%, while raw materials and inputs for intermediate goods have tariffs between 0 and 15%. All these goods are imported but do not compete with CARICOM produced goods. CARICOM would have no reason to prefer one originating country over another. DR products would have to compete with products from the USA, India and China, which are the main trading partner. The competition would be in terms of price (and volume discounts), shipping rates, shipping frequency and options.

## 4.2 Services

### 4.2.1 Opportunities

#### 1. Opportunities arising from sector-specific commitments

Montserrat has not made any sector-specific commitments

#### 2. Opportunities based on the country's main industries

As noted, services, much of which is tourism, is very important in Montserrat's economy. The opportunities would include:

<sup>27</sup> <http://caricom.org/media-center/communications/press-releases/tariff-suspensions-approved-by-coted/>

- Capacity building for hotel and restaurant workers and management
- Parts for restaurant, hotel and car rental equipment
- Professional services with regard to e.g. energy and waste management

### 3. Opportunities arising from Carib-Export focus areas

- The health and wellness industry in several islands, including medical tourism and ecotourism.
- Agroprocessing
- Business process outsourcing
- Professional services
- Creative services (fashion, music, design, etc.)

**Leads** can be obtained from Tourism Association, and websites of the government and regional institutes (see Appendices).

### 4. Opportunities arising from other circumstances

- Montserrat is seeking to gain energy from geo-thermal sources. There are opportunities to help this forward
- Montserrat is seeking renewed growth and increase in population after the devastating eruption of the volcano in 1995. Montserrat has never been the same.

## OTHER USEFUL INFORMATION

### Main ports and airports

Sea ports	Plymouth
Airport	Bramble Airport
	Montserrat Port Authority <a href="http://pmac-ports.com/index.php/montserrat-port-authority">http://pmac-ports.com/index.php/montserrat-port-authority</a>

#### 4.3 Distribution channels

In Montserrat, there are two main distribution channels:

3. Importer/agent/distributor which then sells to retail
4. Importer/agent/distributor which is also a retailer.

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications, and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a 'business card'.

#### 4.4 Coalition of Services

Montserrat does not have a Coalition of Service Providers.

<p><b>Ministry of Economic Development and Trade</b>  Reuben Meade  Chief Minister and Minister of Economic Development and Trade  Telephone: (664) 491-2066/2557  Fax: (664) 491-4632  Email: devunit@gov.ms  Website: www.devunit.gov.ms</p>	<p><b>Aravins Enterprises Inc.</b>  T. Aravin, Manager  St. John, Montserrat  Phone: 664 491 7071 / 664 491 6071  E-mail: <a href="mailto:aravinsenterprises@gmail.com">aravinsenterprises@gmail.com</a>  Distributor</p>
<p><b>The Montserrat Tourism Division</b>  E.K. Osbourne Building  Little Bay  Montserrat  664 491 4700 / 664 491 4703 / 664 491 2230</p> <p>MANAGEMENT AND OPERATIONS TEAM</p> <p>Rosetta West-Gerald  Product Development Officer  Cherise Aymer, Marketing Officer  Cassandra Weekes, Research Assistant</p> <p>SENIOR OFFICIALS</p> <p>The Honorable Donaldson Romeo, Premier and Minister of Tourism  Camille C. Gerald, Permanent Secretary, Office of the Premier</p>	<p><b>Montserrat Chamber of Commerce and Industry (MCCI)</b>  Upper Suite Red Cross Building Brades  Montserrat  Tel: +1 664 491 3640  <a href="mailto:chamber@candw.ms">chamber@candw.ms</a></p> <p><b>Montserrat Development Corporation</b>  Closed in May 2015</p>
<p><b>E-Directory Selected CARIFORUM Food Producer Groups, Buyers and Service Providers</b>  Intra-ACP, 2015  <a href="http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf">http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf</a></p>	

**Table—MONTSERRAT MAJOR IMPORTS RELEVANT TO DR  
(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>36 942</b>	<b>42 075</b>	<b>41 909</b>	<b>17 674</b>	<b>37 861</b>
'7204	Ferrous waste and scrap; remelting scrap ingots of iron or steel	-	-	-	3	10 220
'3920	Plates, sheets, film, foil and strip, of non-cellular plastics, not reinforced, laminated	32	70	45	39	9 119
'0901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes	21	18	23	1 070	986
'7610	Structures and parts of structures "e.g., bridges and bridge-sections, towers, lattice masts	364	441	324	143	448
'8479	Machines and mechanical appliances having individual functions, not specified or included elsewhere	2	6	1	65	409
'2523	Cement, incl. cement clinkers, whether or not coloured	526	521	519	331	345
'6810	Articles of cement, concrete or artificial stone, whether or not reinforced	48	10	6	28	255
'0207	Meat and edible offal of fowls of the species Gallus domesticus, ducks, geese, turkeys	671	683	707	248	232

Source: Trademap

## 6 ST. KITTS & NEVIS COUNTRY PROFILE

### 6.2 KEY SOCIO-ECONOMIC INDICATORS

**Table 10.1. ST. KITTS & NEVIS MAIN SOCIO-DEMOGRAPHIC INDICATORS**

Indicators	2012	2013	2014	2015	2016
Land area (sq. km)	260	260	260	260	260
Population, total	52.591	53.169	53.739	54.288	54.821
Population Density	202,3	204,5	206,7	208,8	210,9
Mortality rate, infant (per 1,000 live births)	8,9	8,6	8,2	8	7,6

Source: World Bank Data

**Table 10.2. ST. KITTS & NEVIS MAIN ECONOMIC INDICATORS**

Indicators	2012	2013	2014	2015	2016
GDP (000 US\$)	734.463	788.164	847.778	876.479	916.897
GDP growth (annual %)	-0,60	6,22	5,96	3,76	3,57
GDP per capita (current US\$)	13.966	14.824	15.776	16.145	16.725
Inflation, consumer prices (annual %)	0,82	1,11	0,25	-2,30	-0,69
International tourism, expenditures (000 US\$)	15.000	16.000	16.000	-	-
International tourism, number of arrivals	104.000	107.000	113.000	122.000	-
International tourism, receipts (000 US\$)	109.000	117.000	126.000	134.000	-

Source: World Bank Data

## 10.2 General Trade Overview and Trends

### 1.2.1. International Trade in Goods and services

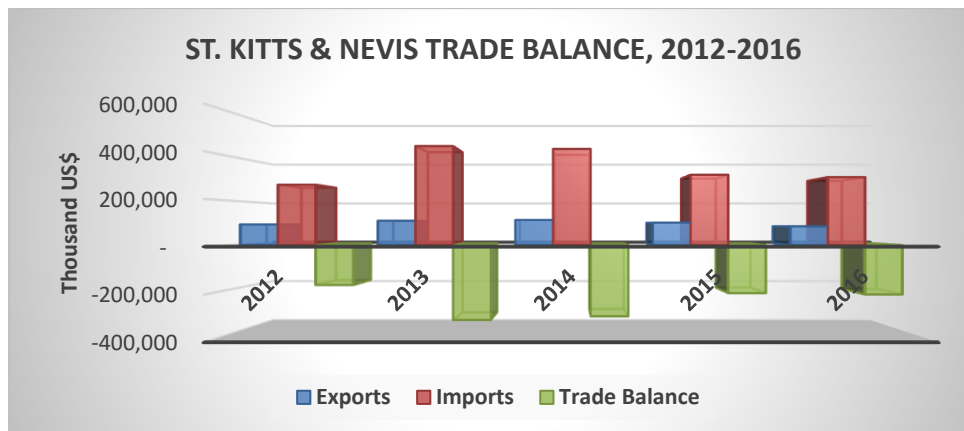
#### 1.2.1.1. Trade Balance

The Figures below provide an overview of trade of the country with the world. The country has a negative trade balance in goods, as is the case with many small islands in the Caribbean. They islands are mainly service based.

**Table 10.3. ST. KITTS AND NEVIS TRADE BALANCE**  
(US\$ 000)

	2012	2013	2014	2015	2016
Exports	92.645	109.182	112.838	100.554	83.863
Imports	270.965	443.949	431.279	315.197	304.686
Total Trade	363.610	553.131	544.117	415.751	388.549
<b>Trade Balance</b>	<b>- 178.320</b>	<b>- 334.767</b>	<b>- 318.441</b>	<b>- 214.643</b>	<b>- 220.823</b>

Source: Trademap



#### Main Imports St. Kitts & Nevis

**Table 10.4. ST. KITTS AND NEVIS MAJOR IMPORTS**  
(US\$ 000)

Subheading	Product label	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>270 965</b>	<b>443 949</b>	<b>431 279</b>	<b>315 197</b>	<b>304 686</b>
'890190	Vessels for the transport of goods and vessels for the transport of both persons and goods	62 166	82 486	83 788	10 701	64 529
'999999	Commodities not elsewhere specified	23 507	22 571	28 442	25 332	23 382
'870323	Motor cars and other motor vehicles principally designed for the transport of persons	2 763	4 492	7 155	8 718	8 734
'853890	Parts suitable for use solely or principally with the apparatus of heading 8535, 8536 or 8537	8 494	10 152	8 889	6 928	6 876
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	7 334	13 119	33 058	10 192	5 534
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	5 090	5 211	5 595	5 719	5 001
'711319	Articles of jewellery and parts thereof, of precious metal other than silver	3 379	4 555	4 387	5 773	4 566

'852990	Parts suitable for use solely or principally with transmission and reception apparatus	4 082	2 211	2 337	4 084	3 498
'890800	Vessels and other floating structures for breaking up					3 031
'848140	Safety or relief valves	3	20	11	17	2 360
'870322	Motor cars and other motor vehicles principally designed for the transport of persons	786	644	1 530	2 492	2 106
'870290	Motor vehicles for the transport of >= 10 persons, incl. driver, not with compression-ignition	805	1 026	1 453	2 248	1 974
'940600	Prefabricated buildings, whether or not complete or already assembled	176	478	627	2 832	1 942

### 1.2.1.2. Trade in Services

St. Kitts & Nevis has a positive balance in services, like all other OECS countries. Interestingly, the country has a large export of government services. This is due to the fact that the Eastern Caribbean Central Bank is based there.

**Table 10.5. ST. KITTS AND NEVIS SERVICE IMPORTS**  
(US\$ 000)

St. Kitts & Nevis Service Imports	2012	2013	2014	2015	2016
<b>All Services</b>	<b>119,579</b>	<b>126,051</b>	<b>136,031</b>	<b>157,937</b>	<b>165,693</b>
Transport	43,944	47,346	44,140	59,174	62,317
Other business services	35,398	36,826	43,381	46,115	48,801
Travel	14,907	15,509	17,511	18,668	19,804
Insurance and pension services	12,520	13,350	15,087	17,655	18,630
Government services nes	6,543	6,686	6,804	6,900	6,996
Telecom and ITC services	2,830	2,944	5,376	5,731	6,079
Charges related to intellectual property	2,073	2,157	2,436	2,436	2,436
Construction	1,363	1,234	1,295	1,260	630

Source: Trademap

### 1.2.1.3. Service Exports

**Table 10.5. ST. KITTS AND NEVIS SERVICE EXPORTS**  
(US\$ 000)

St. Kitts & Nevis Service Exports	2012	2013	2014	2015	2016
<b>All Services</b>	<b>194,429</b>	<b>236,172</b>	<b>279,098</b>	<b>283,969</b>	<b>301,392</b>
Travel	95,003	101,043	108,866	116,890	121,836
Government services nes	57,620	91,605	111,400	103,392	113,644
Transport	15,584	16,674	26,704	30,881	31,963
Other business services	18,430	19,010	22,864	23,292	24,075



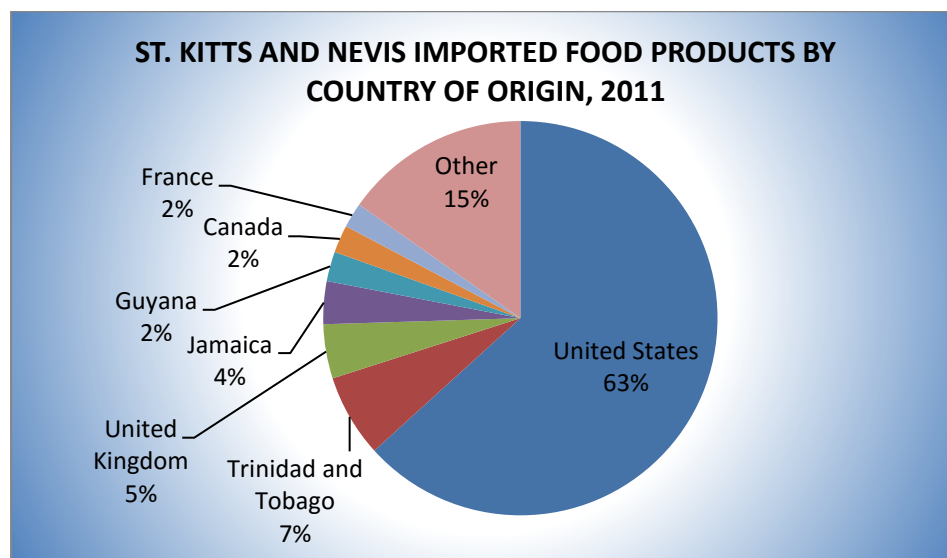
Telecom and ITC services	6,222	6,285	7,524	7,683	8,133
Insurance and pension services	1,252	1,237	1,368	1,445	1,520
Repair and maintenance services nes	82	75	112	116	122
Charges related to intellectual property	100	100	100	100	100
Construction	136	142	160	171	

Source: Trademap

#### 1.2.1.4. Main Trading Partners

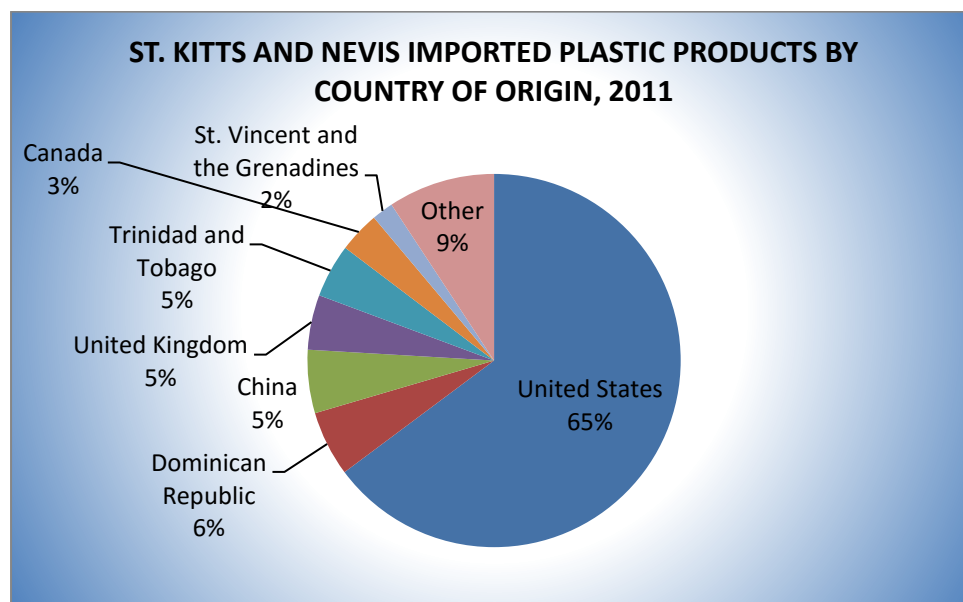
For food products the USA is by far the largest supplier with 63%, reflecting the fact that St. Kitts & Nevis is relatively close to the USA. CARICOM countries make up at least 13% imports of food products to St. Kitts & Nevis.

**GRAPH 10.1**



The country imports over 60% of its plastic products from the USA. The DR has a 6% share, which it should be able to improve.

**GRAPHS 10.2.**



With regard to textiles, the country imports close to 70% from the USA. China is also an important supplier.

### 1.3. Trade with the DR

#### 1.3.1. Trade Balance between DR & St. Kitts & Nevis

The DR maintains a positive trade balance with the country.

**Table 10.6. ST. KITTS AND NEVIS TRADE BALANCE WITH THE DOMINICAN REPUBLIC (US\$ 000)**

	2012	2013	2014	2015
Exports	5	1	17	1
Imports	886	1.061	1.326	1.499
Total Trade	891	1.062	1.343	1.500
Trade Balance	-881	-1.060	-1.309	-1.498

Source: Trademap

### 1.3.2. Exports from DR to St. Kitts & Nevis

The category that includes cement is the principal export to St. Kitts, followed by plastics. These reflect somewhat the country's proximity to the DR.

**Table 10.7. ST. KITTS AND NEVIS IMPORTS FROM DOMINICAN REPUBLIC  
(US\$ 000)**

Subheading	Product Description	2011	2012	2013	2014	2015
'25232900	Cement, incl. cement clinkers	85	339	512	560	561
'39241090	Tableware and kitchenware, of plastics	88	76	143	146	157
'68010000	Setts, curbstones and flagstones of natural stone	0	10	7	150	141
'39233091	Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and othe	363	172	95	26	105
'20052000	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid	3	12	39	86	90
'39239000	Articles for the conveyance or packaging of goods, of plastics (excluding boxes, cases, crates	17	49	60	92	80
'19021900	Pasta, whether or not cooked or stuffed (with meat or other substances) or otherwise prepared	0	20	44	53	59

Source: Trademap

#### 1.4. Import Requirements

HS Tariff and Product Description	CARICOM CET	
Taxes		
Sales Tax/VAT	17% general 10% for hotels 0% for basic foods	
Customs Service Charge	6% on all imports, including those from other OECS states and from CARICOM countries.  12% of the value of goods inclusive of cost, insurance and freight in the case of all goods exempt from tariffs for specific purposes (not on zero-rated tariffs).	
Excise Tax	Aerated beverages, 5%; beer and stout, 15%, wine and other alcoholic beverages, 25%, cigars and cigarettes, 20%, motorcycles, 8%, weapons, 6%, and some petroleum products, 15% or specific duties	
Environmental Levy	Environmental levy on used cars  A deposit levy of EC\$0.30 per container is charged on imported beer, stout, malt, ale, and aerated drinks in non-returnable bottles, under the Trade (Bottle and Can Deposit Levy) Act, Cap. 20:35 (Act No. 1 of 2002). The levy is refunded on re-export of the bottles or if disposal arrangement is not put in place at time of import.	
EPA	EUR 1 certificate needed. Bilateral and diagonal cumulation can currently be applied. Cumulation with neighbouring developing countries is not automatically allowed.	
	Time limited exclusions from cumulation for rice, sugar and products with high sugar content. Non-originating materials may be up to 15% of the ex-works price of the final product. St. Kitts & Nevis has applied the tariff reductions called for in EPA.	

	EC firms are eligible to procure in CARIFORUM Supplies and services larger than SDR 155,000 and works larger than SDR 6,500,000 <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a>	
Rules of Origin	No rules of origin for non-preferential purposes. There are rules within CARICOM	
Valuation	Fair market value	
Items needing import license	Variety of goods including meats, live animals, certain plants. Import licenses are granted at least one month prior to the importation of goods. Validity is for one one shipment, for up to three months. Duration cannot be extended.	
SPS	no written guidelines for the adoption of SPS measures. There is a Plant Quarantine, Animal Quarantine; Pesticides and Toxic Chemicals Control Act; legislation to regulate GMO's	
Prohibited items	There are the usual prohibited items.	
Standards	CARICOM and International standards applied The St. Kitts and Nevis Bureau of Standards is a member of the Caribbean Regional Organization for Standards and Quality (CROSQ), Inter-American Metrology System (SIM), PanAmerican Standards Commission (COPANT), and an Affiliate Member of the International ElectroTechnical Commission (IEC) Country Programme.	
Import Documentation	<ul style="list-style-type: none"> <li>• Bill of lading</li> <li>• Commercial invoice</li> <li>• Customs import declaration</li> <li>• Terminal handling receipt</li> </ul>	
Import Documentation	<ul style="list-style-type: none"> <li>▪ Gate pass</li> <li>▪ Packing list</li> <li>▪ SOLAS certificate</li> <li>▪ Customs receipt for paying customs related fees</li> </ul> <p>Where applicable</p> <ul style="list-style-type: none"> <li>▪ import license and/or permit,</li> <li>▪ certificate of origin,</li> <li>▪ c. veterinary or health certificate.</li> </ul>	

Government Procurement	<ul style="list-style-type: none"> <li>St. Kitts and Nevis is not a party to the WTO Plurilateral Agreement on Government Procurement.</li> <li>A Government Procurement Act was passed in 2012. By 2014, the thresholds for each procurement method had not been established.</li> </ul>	
<b>10.4.2. Services<sup>28</sup></b>		
Commitments	See Services Commitments in the EPA –ITC 2009	
Government procurement	<p>EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million</p> <p><a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></p>	
Regulatory Requirements	<ul style="list-style-type: none"> <li>Where European businesses can establish a commercial presence, key personnel (business visitors, managers, specialists) and graduate trainees, not available locally, can obtain visas to work in the local company, subject to an economic needs test.</li> <li>Requirements to register a company or incorporate locally, in accordance with the relevant national laws.</li> <li>Licensing requirements to hold land.</li> <li>Small business service investments may be reserved for nationals.</li> <li>Requirement to obtain a work permit</li> </ul>	

## 1.5. Business Opportunities for DR Firms in St. Kitts & Nevis

### 1.5.1.1. Goods

In determining opportunities for DR firms in St. Kitts & Nevis, the consultants have looked both at:

- Opportunities in St. Kitts & Nevis and general strengths of DR private sector
- Threats in approaching St. Kitts & Nevis and possible weaknesses of the DR export sector

<sup>28</sup> Source: EC–CARIFORUM ECONOMIC PARTNERSHIP AGREEMENT SERVICES AND INVESTMENT COMMITMENTS, International Trade Center 2009

### 1.5.1.2. Opportunities and strengths

Increasing market share of presently exported goods in the most viable product categories. The DR already exports goods to the country. In some viable categories, the DR has a low market share. The related paragraph will highlight the potential to increase market share and sales.

**Table 10.9. DR EXPORT POTENTIAL TO ST. KITTS & NEVIS MARKETS**  
(US\$ 000)

Subheading	Product Description	Imports from DR 2015	Total Imports 2015	DR Export Potential
'25232900	Cement, incl. cement clinkers	561	3 191	2 630
'39241090	Tableware and kitchenware, of plastics	157	223	66
'68010000	Setts, curbstones and flagstones of natural stone	141	141	-
'39233091	Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and othe	105	345	240
'20052000	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid	90	273	183
'39239000	Articles for the conveyance or packaging of goods, of plastics (excluding boxes, cases, crates	80	182	102
'19021900	Pasta, whether or not cooked or stuffed (with meat or other substances) or otherwise prepared	59	396	337

Source: Trademap

Based on calculated export potential, the following scenarios show the Dominican potential assuming a 10-20-30% increase in sales:

**Table ---- SCENARIOS FOR DOMINICAN EXPORT POTENTIAL TO ST. KITTS & NEVIS**  
(US\$ 000)

Subheading	Product Description	DR Export Potential	10%	20%	30%
'25232900	Cement, incl. cement clinkers	2 630	263	526	789
'39241090	Tableware and kitchenware, of plastics	66	7	13	20
'39233091	Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and othe	240	24	48	72
'20052000	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid	183	18	37	55

'39239000	Articles for the conveyance or packaging of goods, of plastics (excluding boxes, cases, crates	102	10	20	31
'19021900	Pasta, whether or not cooked or stuffed (with meat or other substances) or otherwise prepared	337	34	67	101

Source: Trademap

## 1. Opportunities based on consumption

The tariff for non-competing consumption goods imported into the country is around 20%. These goods are mostly goods that are not produced within CARICOM at high volumes.<sup>29</sup> Therefore, most of the goods are imported from a variety of countries. The related paragraph outlines the volume for several consumer good products.

Consumption is 67% of GDP. The Breakdown is reflected in the following Table.

**Table 10.10**

<b>All items</b>	<b>100.00</b>
Food & Non-Alcoholic Beverages	15.98
Alcoholic Beverages, Tobacco & Narcotics	2.71
Clothing & Footwear	4.20
Housing, Utilities, Gas & Fuels	27.56
Household Furnishings, Supplies & Maintenance	6.10
Health	2.38
Transport	16.14
Communication	8.47
Recreation & Culture	2.92
Education	2.41
Hotels & Restaurants	5.60
Miscellaneous	5.54

## 2. Opportunities based on the country's main industries

As noted above, services, much of which is tourism, accounts for 71% of St. Kitts & Nevis's economy. According to the ECCB, in 2016, S. Kitts & Nevis had 1 million tourist arrivals, with a total expenditure of US\$ 138 million.

The opportunities would include:

- Furnitures and fixtures for hotels, restaurants
- Supplies (towels, linen, cleaning agents, utensils, pots, dishware)

<sup>29</sup> For these goods CARICOM producers can satisfy less than 75% of total CARICOM market demand



### **3. Opportunities based on non-branded commodities, not produced in CARICOM**

For commodities the tariffs are low, varying from 0 to 20% because most commodities are not produced in the country or the CARICOM. Some examples:

- Foods
- Construction materials (cement, iron bars, wood)

### **4. Opportunities based on inputs for other sectors**

The tariffs for raw materials, intermediate and capital goods are low, varying from 0-10%.

These might include inputs for:

- Construction
- Installations, repair and maintenance

### **5. Opportunities based on inputs for Carib-Export export strategies**

The strategies applicable to St. Kitts & Nevis include:

- The health and wellness industry, including medical tourism and ecotourism.
- Agroprocessing
- Business process outsourcing
- Professional services
- Creative Industries (fashion, music, design)

#### **1.5.1.3. Threats and weaknesses**

The threats and weaknesses facing DR firms when exporting to the country fall into one or several of the following categories.

#### **4.1. Volume**

The country is a small market with no more than 2% of the total population of the DR. Given the barriers with regard to language, special import regime, transportation, existing preferences, among others, the market might not be interesting for some DR exporters.

#### **4.2. Strength of competing non-CARICOM countries, their firms, or the distributor**

An importing distributor may have a long and important relationship with a supplier in another trading partner country. Consequently, the supplier and shippers are

respectively able to provide relatively high volume and shipping discounts. There may also be relatively more shipping options with an established trading partner.

#### **4.3. Preferences**

The US is the biggest trading partner, accounting for over 60% of imports, as estimated. The market may have a marked preference, especially for U.S. consumer goods.

#### **5. Distance**

At 800 km from the DR, St. Kitts & Nevis is relatively close to the DR and the US.

#### **6. Tariffs**

Tariffs are especially high for those imported goods that would compete with goods produced in CARICOM. Included herein are several agricultural goods and goods produced thereof, including fruits and vegetables, and large crops such as banana and sugar, as well as rum and tobacco products. The non-application of EPA Art. 238 will continue to hinder trade expansion.

Most consumer goods have tariffs of 20%, while raw materials and inputs for intermediate goods have tariffs between 0 and 15%. All these goods are imported but do not compete with CARICOM produced goods. DR products would have to compete with products from the USA, India and China, which are the main trading partners. The competition would be in terms of price (and volume discounts), shipping rates, shipping frequency and options.

#### **1.6. Services**

##### **1.6.1.1. Opportunities**

### **12. Opportunities arising from sector-specific commitments**

The table below shows the areas in which St. Kitts & Nevis commitments and which would present opportunities for the DR include Hotels & Restaurants, Entertainment and Sporting and other Recreational Services.

## OTHER USEFUL INFORMATION

### 1.7. Trading

#### 1.7.1. Main Ports and Airports

Sea ports	Port of Basseterre
Airport	Robert L. Bradshaw International Airport Vance W. Amory International Airport
Website	<a href="http://www.worldportsource.com/ports/KNA_Port_of_Basseterre_149.php">http://www.worldportsource.com/ports/KNA_Port_of_Basseterre_149.php</a>

#### 1.7.2. Distribution Channels

In St. Kitts & Nevis, there are two main distribution channels  
 Importer/agent/distributor which then sells to retail  
 Importer/agent/distributor which is also a retailer. This is generally the case for:

- large grocery, hardware stores and electronics, appliance, computer stores, etc.
- very small retailers which order and sell small quantities of items with a low ticket price, sometimes advertised via social media
- specialty stores, which sell niche products

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications, and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a 'business card'.

### 1.8. SKN Coalition of Services

According to its website, the St. Kitts & Nevis Coalition of Services was recently founded. The service industries it represents are:

1. Accounting
2. Architecture
3. Corporate Services
4. eCommerce
5. Education Services
6. Energy Management Services
7. Financial Services
8. Health & Spa Services

9. Information Communications Technology
10. Medical and Dental Services
11. Management Consultancy and Advisory Services
12. Real Estate
13. Security Services
- 14. Creative Industries**

## DISTRIBUTORS

COMPANY	ACTIVITY
<b>Ram's Trading Ltd</b> Wholesale St Kitts Phone: 869 466 RAMS <a href="http://www.ramstrading.com">http://www.ramstrading.com</a>	Wholesale and supermarkets
Ocean Cold Storage (St Kitts) Ltd C A P Southwell Indl Park Box 45 Bas St Kitts Phone: 869 465 <a href="http://www.horsfords.com/our-departments/ocean-cold-storage/">http://www.horsfords.com/our-departments/ocean-cold-storage/</a>	Distribution of foodstuff and acts as commission agents, through its Wholesale facilities at Pond's Industrial Site. Ocean Cold Storage (St Kitts) Ltd offers Chicken, Dry Goods, Dry Goods-Non Food, Fixed Assets, Generic, Liquor, Meat and Other Frozen food.
St. Kitts Nevis Anguilla Trading & Development Co. Ltd Mr. Dennis Michael Arthur Morton, Manager PO Box 142 Basseterre Phone: +869 465 2511 Fax: +869 465 1099 <a href="https://tdcgroupltd.com/">https://tdcgroupltd.com/</a>	Parent company of a group of diversified companies involved in trading, finance, insurance and tourism related services. It has a wide portfolio of businesses that includes; Construction and Building Materials, General Hardware, Vehicles and Spare Parts, Agriculture, Finance, Office Equipment and Supplies, and Maritime Supplies



**CONSULATE, TOURISM ASSOCIATION,  
SERVICE COALITION, CHAMBER OF COMMERCE**

<b>Ministry of International Trade, Labour, Social Security, CARICOM Affairs</b> Hon. San Condor, Deputy Prime Minister Horatio Versailles, Permanent Secretary Church Street Basseterre, St. Kitts Tel: (869) 465-2521 Fax: (869) 465-1778	<b>Ministry of Consumer Affairs</b> Government Headquarters, Church Street Basseterre Phone: +1 869 4652521 Ext.1203
<b>Ministry of International Trade, Industry, Commerce and Consumer Affairs</b> P.O. Box 186, Church Street Basseterre Phone +1 869 467 1098 / 16 Fax: +1 869 465 1778	<b>St. Kitts and Nevis Bureau of Standards (SKNBS)</b> La Guerite Basseterre, St Kitts & Nevis Phone: +1 869-465-5279 Fax: +1 869 465 3852
<b>Customs and Excise Department</b> Bird Rock, St. Kitts & Nevis Phone: +1 869-466-7227	<b>Saint Kitts Honorary Consulate in Santo Domingo, Dominican Republic</b> Bonanza Dominicana, C. Por. A. Santo Domingo Mr Fernando Lama Reyes Honorary Consul <a href="mailto:consul.lama@bonanza.dominicana.com.do">consul.lama@bonanza.dominicana.com.do</a> (+1 809) 567-5023
<b>St. Kitts and Nevis Chamber of Industry and Commerce</b> Horsford Road, Fortlands Basseterre Phone: +1 869 465 2980 Fax: +869 465 4490	<b>St. Kitts &amp; Nevis Manufacturers' Association</b> PO Box 392 Basseterre Phone: +1 869 465 6626
<b>The St Kitts Nevis Anguilla Trading and Development Company Limited</b> PO Box 142 Basseterre Phone: +869 465 2511 Fax: +869 465 1099	<b>St Kitts &amp; Nevis Hotels &amp; Tourism Association</b> Unit C9, Sands Complex, Basseterre St Kitts & Nevis <a href="mailto:info@stkittsnevishta.org">info@stkittsnevishta.org</a> (869)4655304 <a href="https://www.stkittsnevishta.org/home">https://www.stkittsnevishta.org/home</a> Facebook page

**St. Kitts & Nevis Coalition of Services**

2nd Floor, Wigley Street  
Newtown Basseterre St. Kitts

+1 (869) 467-1203

[info@skncsi.org](mailto:info@skncsi.org)

[www.skncsi.org](http://www.skncsi.org)

E-Directory Selected CARIFORUM Food Producer Groups, Buyers and Service Providers [Intra-ACP, 2015](#)

[http://agricarib.org/images/docs/E-Directory\\_CARICOM\\_Food\\_Producers\\_Final\\_\(1\).pdf](http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf)

**Table 10.11 ST KITTS-NEVIS MAJOR IMPORTS RELEVANT TO DR  
(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>270.965</b>	<b>443.949</b>	<b>431.279</b>	<b>315.197</b>	<b>304.686</b>
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	5.090	5.211	5.595	5.719	5.001
'711319	Articles of jewellery and parts thereof, of precious metal other than silver	3.379	4.555	4.387	5.773	4.566
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	1.352	1.541	1.861	1.578	1.888
'252329	Portland cement (excluding white, whether or not artificially coloured)	348	606	4.235	3.191	1.688
'940360	Wooden furniture (excluding for offices, kitchens and bedrooms, and seats)	419	1.137	1.309	889	1.579
'210690	Food preparations, n.e.s.	718	798	817	1.198	1.563
'711620	Articles of precious or semi-precious stones "natural, synthetic or reconstructed", n.e.s.	3.596	6.400	4.111	5.924	1.426
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	947	1.038	1.127	1.368	1.284
'060290	Live plants, incl. their roots, and mushroom spawn (excluding bulbs, tubers, tuberous roots)	187	411	346	487	1.149
'200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented	476	497	459	956	1.098
'340290	Surface-active preparations, washing preparations, incl. auxiliary washing preparations	549	830	626	762	1.015



## 7 ST LUCIA COUNTRY PROFILE

### 7.2 General Description and Key Socio-Economic Indicators

St. Lucia, a member of the Organization of Eastern Caribbean States (OECS), has a population of 178,000 and is mainly a service economy.

**Table 11.1. ST. LUCIA KEY SOCIO-DEMOGRAPHIC INDICATORS**

Indicator	2012	2013	2014	2015	2016
Land area (sq. km)	610	610	610	610	610
Population, total	174.835	175.660	176.421	177.206	178.015
Population Density	287	288	289	291	292
Birth rate, crude (per 1,000 people)	12,66	12,508	12,37	12,239	-
Life expectancy at birth, total (years)	74,8	74,9	75,1	75,3	-
Mortality rate, infant (per 1,000 live births)	12,9	12,7	12,4	12,1	11,8
Labor Force, Total	94.455	96.105	97.692	98.955	100.005
Unemployment, total (% of total labor force)	19,06	22,21	22,24	20,57	19,76

Source: World Bank Data

**Table 11.2. ST. LUCIA KEY ECONOMIC INDICATORS**

INDICATOR	2012	2013	2014	2015	2016
GDP (000 US\$)	1.298.815	1.318.052	1.386.188	1.431.135	1.378.627
GDP growth (annual %)	-1,45	0,06	0,37	1,92	0,70
GDP per capita (current US\$)	7.429	7.503	7.857	8.076	7.744
Inflation, consumer prices (annual %)	4,18	1,47	3,52	-0,98	-3,09
Foreign direct investment, net inflows (000 US\$)	75.759	83.515	90.636	92.500	94.588
International tourism, expenditures (current US\$)	45.000.000	46.000.000	-	-	-
International tourism, number of arrivals	307.000	319.000	338.000	345.000	-
International tourism, receipts (000 US\$)	337.000	354.000	390.000	397.000	-

Source: World Bank Data

### 7.3 General Trade Overview and Trends

#### 7.3.1 International Trade

##### 7.3.1.1 Trade Balance

As most other Caribbean countries, St. Lucia has a negative trade balance with respect to goods. The island is mostly a service economy.



**Table 11.3. ST. LUCIA TRADE BALANCE**  
**(US\$ 000)**

	2012	2013	2014	2015	2016
Exports	76.289	154.510	181.610	180.694	119.807
Imports	656.006	898.293	656.836	583.432	668.508
Total Trade	732.295	1.052.803	838.446	764.126	788.315
Trade Balance	-579.717	-743.783	-475.226	-402.738	-548.701

Source: Trademap

### 7.3.1.2 Trade in Goods

Fuels, machinery and vehicles of all kinds are the largest imports, followed by plastics and furniture. The third broad largest category is food and beverages off all kinds.

**Table 11.4. ST. LUCIA MAIN IMPORTS**  
**(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total imports</b>	<b>656.006</b>	<b>898.293</b>	<b>656.836</b>	<b>583.432</b>	<b>668.508</b>
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	32.049	318.254	90.643	42.151	92.804
'271012	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume	-	-	8.516	42.833	28.982
'870323	Motor cars and other motor vehicles principally designed for the transport of persons	12.782	8.092	9.317	8.925	13.569
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	12.872	13.152	12.503	11.187	10.768
'890392	Motor boats and motor yachts, for pleasure or sports (other than outboard motor boats)	1.249	2.860	3.211	314	9.818
'110100	Wheat or meslin flour	9.532	10.573	10.258	9.459	8.603
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	4.983	5.395	4.857	5.394	8.465
'252329	Portland cement (excluding white, whether or not artificially coloured)	8.633	7.964	8.302	8.346	7.372
'210690	Food preparations, n.e.s.	4.642	5.556	6.096	6.466	6.714
'271119	Gaseous hydrocarbons, liquefied, n.e.s. (excluding natural gas, propane, butane, ethylene)	3.953	13.612	12.571	9.040	6.254
'870421	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston	4.466	4.217	3.839	4.248	6.168

Subheading	Product Description	2012	2013	2014	2015	2016
'870322	Motor cars and other motor vehicles principally designed for the transport of persons	3.965	2.647	4.275	4.217	5.782
'440710	Coniferous wood sawn or chipped lengthwise, sliced or peeled, whether or not planed, sanded	5.017	6.341	4.585	5.066	5.451
'851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	3.092	4.157	5.853	4.702	4.326
'701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	4.813	3.626	3.734	3.410	4.050

Source: Trademap

### 7.3.1.3 Trade in services

St. Lucia is service-oriented economy and maintains a generous positive trade balance with respect to services.

**Table 11.5. ST. LUCIA SERVICE IMPORTS**  
(US\$ 000)

St. Lucia Service Imports	2012	2013	2014	2015	2016
All Services	190,069	187,442	193,897	191,289	190,286
Transport	77,729	73,271	75,015	69,918	66,508
Travel	45,173	46,077	47,225	48,211	49,707
Other business services	37,796	38,504	37,014	37,768	38,576
Insurance and pension services	15,162	14,168	14,122	13,128	12,794
Telecom and ITC services	1,986	2,010	7,506	8,959	8,990
Government services nes	6,716	6,787	7,118	7,270	7,489
Charges related to intellectual property	3,900	3,941	4,151	4,238	4,369
Construction	1,606	2,685	1,745	1,798	1,852

Source: Trademap

**Table 11.6. ST. LUCIA SERVICE EXPORTS**  
(US\$ 000)

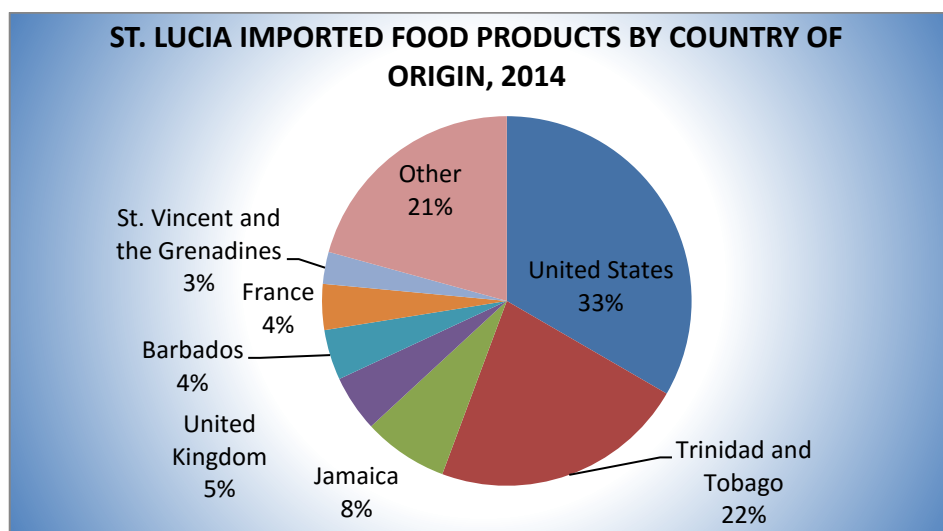
St. Lucia Service Exports	2012	2013	2014	2015	2016
All Services	391,638	408,998	449,412	457,226	465,991
Travel	337,277	354,021	390,537	397,057	404,092
Other business services	25,860	26,128	27,522	28,096	28,969
Transport	14,010	14,179	16,011	16,395	16,788
Insurance and pension services	6,680	6,741	7,074	7,224	7,446
Telecom and ITC services	4,884	4,934	5,200	5,308	5,473
Government services nes	2,925	2,994	3,066	3,143	3,221
Repair and maintenance services nes	2	2	1	2	2

Source: Trademap

### 7.3.1.4 Largest trade partners

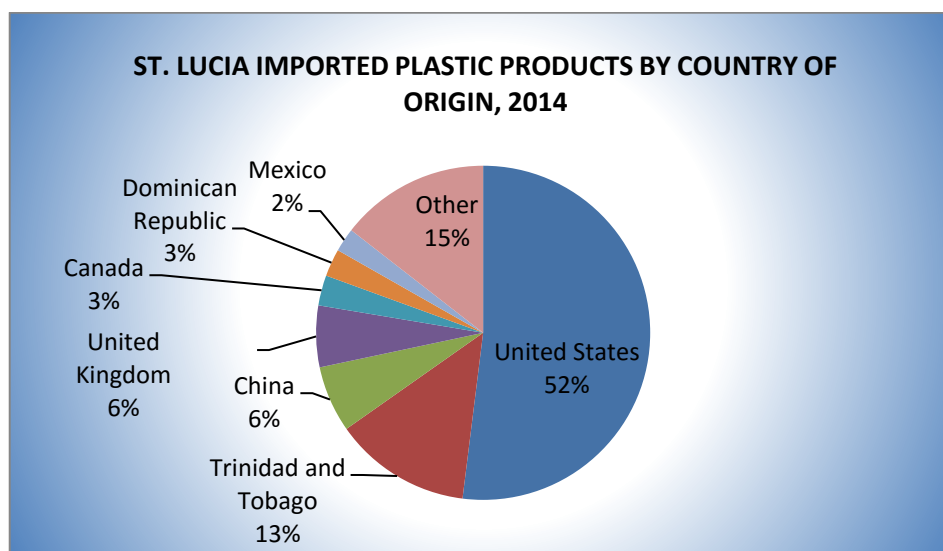
Figures for the overall largest suppliers for St. Lucia are not available, but according to the World Bank, for food products the USA is the largest supplier, followed by Trinidad & Tobago. Noted is that CARICOM countries make up at least 43% of exports of food products to St. Lucia.

**GRAPHS 11.1.**



The country imports most of its plastic products from the USA and the second largest supplier is Trinidad & Tobago. The DR has a 3% share, which it should be able to improve.

**GRAPH 11.2.**



## 11.2.2 Trade with the Dominican Republic

### 11.2.2.1 Trade Balance with the Dominican Republic

The DR maintains a positive trade balance with St. Lucia. The DR exports around US\$ 6 million annually to St. Lucia and has imported on average around US\$ 50,000 annually from St. Lucia in 2014 and 2015.

**Table 11.7 ST. LUCIA TRADE BALANCE WITH THE DOMINICAN REPUBLIC  
(US\$ 000)**

	2012	2013	2014	2015	2016
Exports	11	119	282	42	31
Imports	6 258	6 335	5 499	6 202	4 800
Total Trade	6 269	6 454	5 781	6 244	4 831
Trade Balance	(6 247)	(6 216)	(5 217)	(6 160)	(4 769)

Source: Trademap

### 11.2.2.2 Main Imports from DR

The largest exports from the DR to St. Lucia are steel rods, plastics and fertilizers.

**Table 11.8. ST. LUCIA MAIN IMPORTS FROM THE DOMINICAN REPUBLIC  
(US\$ 000)**

Product description	2014	2015
Total imports	6,859	5,708
Fundición, hierro y acero	2,640	2,825
Plástico y sus manufacturas	743	794
Abonos	355	714
Leche y productos lácteos; huevos de ave; miel natural; productos comestibles de origen animal	237	355
Combustibles minerales, aceites minerales y productos de su destilación; materias bituminosas	132	310
Manufacturas de fundición, de hierro o acero	154	145
Muebles; mobiliario medicoquirúrgico; artículos de cama y similares; aparatos de alumbrado	100	77
Sal; azufre; tierras y piedras; yesos, cales y cementos	2,023	0

Source: Trademap

## 7.4 Import Requirements

HS Tariff and Product Description	See CET schedule	
-----------------------------------	------------------	--

Taxes		
VAT	15%; there are exemptions	
Customs Service Charge	5%;	
Excise Tax	Varies	
Security tax	0 (expired in 2012)	
EPA	<p>EUR 1 certificate needed.</p> <p>Bilateral and diagonal cumulation can currently be applied. Cumulation with neighbouring developing countries is not automatically allowed.</p> <p>Time limited exclusions from cumulation for rice, sugar and products with high sugar content. Non-originating materials may be up to 15% of the ex-works price of the final product.</p> <p>St Lucia has not applied the tariff reductions called for in the EPA.</p> <p>EC firms are eligible to procure in CARIFORUM Supplies and services larger than SDR 155,000 and works larger than SDR 6,500,000</p> <p><a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></p>	
Rules of Origin	No rules of origin for non-preferential purposes. There are rules within CARICOM	
Valuation	CIF	
Packaging	Must also include metric measurements	
Phytosanitary	The Ministry of Agriculture, Food Production, Fisheries, and Rural Development (MAFFRD) is enquiry point; member of the Codex Alimentarius Commission and a contracting party to the International Plant Protection Convention (IPPC); not a member of the World Organisation for Animal Health (OIE)	

Prohibited items	Prohibited: meat from animals treated with hormones; honey; yams and sweet potatoes; bananas and plantains (all parts and handicraft items); unprocessed plant material from coconut, citrus, and bananas; plants rooted in soil; anthurium lilies, heliconia, and ginger lilies; coconut and palms (except polished handicraft items); soil; and packing material of grass, straw, etc.	
Standards	<ul style="list-style-type: none"> <li>• Over 100 standards and 40 technical regulations</li> <li>• Accepted the Code of Good Practice for the Preparation, Adoption and Application of Standards. The St Lucia Standards Board is a member of the International Organization for Standardization (ISO), the Pan American Standards Commission (COPANT), and the CARICOM Regional Organization for Standards and Quality (CROSQ). The Bureau has forged partnerships and alliances with the International Electro technical Commission (IEC), the American Society for Testing and Materials (ASTM), and the British Standards Institute (BSI).</li> </ul>	
Import Documentation	<ul style="list-style-type: none"> <li>▪ bill of lading</li> <li>▪ commercial invoice</li> <li>▪ certificate of origin</li> <li>▪ customs import declaration</li> <li>▪ Gate pass</li> <li>▪ SOLAS Certificate</li> <li>▪ Where applicable</li> <li>▪ import licence and/or permit,</li> <li>▪ certificate of origin,</li> <li>▪ veterinary or health certificate.</li> </ul>	
Government Procurement	<ul style="list-style-type: none"> <li>▪ St. Lucia is not a party to the WTO Plurilateral Agreement on Government Procurement</li> <li>▪ The Central Tenders Board (CTB) acts on behalf of government contracting entities for procurement contracts exceeding EC\$100,000; contracts for computers, furniture, and general-</li> </ul>	

	<p>use office supplies are handled by the Central Procurement Unit of the Ministry of Finance.</p> <ul style="list-style-type: none"> <li>▪ The procurement legislation applies to all government agencies, statutory bodies and para-state bodies, whenever they deal with funds forming part of the consolidated fund established by the Finance Act.</li> <li>▪ Invitation to tender is the principal method of awarding contracts for the procurement of goods, construction work, or services.</li> </ul>	
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### 11.3.2 Services<sup>30</sup>

Commitments	See ITC EPA Commitments 2009.	WTO 2014
Government procurement	EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a>	
Regulatory Requirements	<p>Where businesses can establish a commercial presence, key personnel, not available locally, can obtain visas to work in the local company, subject to an economic needs test.</p> <p>Requirements to register a company or incorporate locally, in accordance with the relevant national laws.</p> <p>Licensing requirements to hold land.</p> <p>Small business service investments may be reserved for nationals.</p> <p>Requirement to obtain a work permit.</p> <p>Labour market tests may be conducted.</p>	

## 7.5 Business Opportunities for DR Firms in St. Lucia

### 7.5.1 Goods

In determining opportunities for DR firms in St. Lucia, the consultants have looked at criteria underlined in Section II. Above, as well as at opportunities in St. Lucia, general strengths of DR private sector, threats hovering over St. Lucia and possible weaknesses of the DR export sector.

<sup>30</sup> Source: ITC

ITC EC-CARIFORUM ECONOMIC PARTNERSHIP AGREEMENT SERVICES AND INVESTMENT COMMITMENTS

**Table 11.11. POTENTIAL FOR ACTUAL DOMINICAN EXPORTS TO ST. LUCIA  
(US\$ 000)**

Subheading	Product Description	Imports from DR 2014	Total imports 2014	DR Export Potential
'72142090	Other bars and rods of iron or non-alloy steel, not further worked than forged, hot-rolled	2 105	2 765	660
'99990500	Commodities not elsewhere specified	576	9 031	8 455
'25232910	Portland cement, aluminous cement, slag cement, supersulphate cement and similar hydraulic	413	8 281	7 868
'39233010	Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps	338	3 174	2 836
'31052000	Mineral or chemical fertilizers containing two of three of the fertilizing elements nitrogen	255	768	513
'27101983	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Lubricating oils	210	2 370	2 160
'04022100	Milk and cream, concentrated or containing added sugar or other sweetening matter: In powder	207	2 073	1 866
'72142010	Other bars and rods of iron or non-alloy steel, not further worked than forged, hot-rolled	174	311	137
'72139110	Bars and rods, hot-rolled, in irregularly wound coils, of iron or non-alloy steel: Other	163	243	80
'39231090	Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps	146	529	383
'56031100	Nonwovens, whether or not impregnated, coated, covered or laminated: Of man-made filaments	123	141	18
'38249000	Prepared binders for foundry moulds or cores; chemical products and preparations	106	1 399	1 293
'84283300	Other lifting, handling, loading or unloading machinery (for example, lifts, escalators, conveyors	78	156	78
'73069000	Other tubes, pipes and hollow profiles (for example, open seam or welded)	71	223	152
'72143000	Other bars and rods of iron or non-alloy steel, not further worked than forged, hot-rolled	70	91	21

Source: Trademap

The following scenarios were calculated on the basis of actual Dominican export potential.

**Table ---- SCENARIOS FOR DOMINICAN EXPORT POTENTIAL IN ST. LUCIA MARKET  
(US\$ 000)**

Subheading	Product Description	DR Export Potential	10%	20%	30%
'72142090	Other bars and rods of iron or non-alloy steel, not further worked than forged, hot-rolled	660	66	132	198
'99990500	Commodities not elsewhere specified	8 455	846	1 691	2 537
'25232910	Portland cement, aluminous cement, slag cement, supersulphate cement and similar hydraulic	7 868	787	1 574	2 360



Subheading	Product Description	DR Export Potential	10%	20%	30%
'39233010	Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps	2 836	284	567	851
'31052000	Mineral or chemical fertilizers containing two of three of the fertilizing elements nitrogen	513	51	103	154
'27101983	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: Lubricating oils	2 160	216	432	648
'04022100	Milk and cream, concentrated or containing added sugar or other sweetening matter: In powder	1 866	187	373	560
'72142010	Other bars and rods of iron or non-alloy steel, not further worked than forged, hot-rolled	137	14	27	41
'72139110	Bars and rods, hot-rolled, in irregularly wound coils, of iron or non-alloy steel: Other	80	8	16	24
'39231090	Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps	383	38	77	115
'56031100	Nonwovens, whether or not impregnated, coated, covered or laminated: Of man-made filaments	18	2	4	5
'38249000	Prepared binders for foundry moulds or cores; chemical products and preparations	1 293	129	259	388
'84283300	Other lifting, handling, loading or unloading machinery (for example, lifts, escalators, conveyors	78	8	16	23
'73069000	Other tubes, pipes and hollow profiles (for example, open seam or welded)	152	15	30	46
'72143000	Other bars and rods of iron or non-alloy steel, not further worked than forged, hot-rolled	21	2	4	6

Source: Trademap

### 7.5.1.1 Opportunities and strengths

#### 1. Increasing market share of presently exported goods in the most viable product categories

The DR already exports goods to the country. In some viable categories, the DR has a low market share. The related paragraph will highlight the potential to increase market share and sales.

#### 2. Opportunities based on consumption

The tariff for non-competing consumption goods imported into the country is around 20%. These goods are mostly goods that are not produced within CARICOM at high volumes.<sup>31</sup> Therefore, most of the goods are imported from a variety of countries.

<sup>31</sup> For these goods CARICOM producers can satisfy less than 75% of total CARICOM market demand

**Table 11.12. CONSUMPTION IN ST. LUCIA PER CATEGORY  
IN US\$ 000**

		2015	2016	2017
Total GDP		1,667	1,675	1,741
Consumption as % of GDP		67%	67%	67%
Total consumption	%	1,116.91	1,122.37	1,166.30
All items	99.87	1,115	1,062	1,179
Food & Non-Alcoholic Beverages	25.02	279	281	292
Alcoholic Beverages, Tobacco & Narcotics	6.53	73	73	76
Clothing & Footwear	1.66	19	19	19
Housing, Utilities, Gas & Fuels	17.36	194	195	202
Household Furnishings, Supplies & Maintenance	3.31	37	37	39
Health	3.96	44	44	46
Transport	16.4	183	184	191
Communication	12.54	140	141	146
Recreation & Culture	1.37	15	15	16
Education	3.7	41	42	43
Hotels & Restaurants	1.1	12	12	13
Miscellaneous	6.92	77	78	81

Source: ECCB

### 3. Opportunities based on the country's main industries

As noted in Chapter 1 above, services, much of which is tourism, accounts for 83% of St. Lucia's economy. According to the ECCB, in 2016, St Lucia had 1 million tourist arrivals, with a total expenditure of US\$ 730 million.

The opportunities would include:

- Furniture and fixtures for hotels, restaurants
- Supplies (towels, linen, cleaning agents, utensils, pots, dishware)
- Other opportunities as stated in Section II above.

#### 7.5.1.2 Threats and weaknesses

The threats and weaknesses facing DR firms when exporting to the country fall into one or several of the following categories.

##### 1. Volume

The country is a small market with no more than 2% of the total population of the DR. Given the barriers with regard to language, special import regime, transportation, existing preferences, etc., the market might not be interesting for some DR exporters.

##### 2. Strength of competing non-CARICOM countries, their firms, or the distributor

An importing distributor may have a long and important relationship with a supplier in another trading partner country. Consequently, the supplier and shippers are respectively able to provide relatively high volume and shipping discounts. There may also be relatively more shipping options with an established trading partner.

### 3. Preferences

The US is the biggest trading partner, accounting for 30% of imports. The market may have a marked preference, especially for U.S. consumer goods.

### 4. Distance

At 1,116 km from the DR, St. Lucia is relatively close to the DR, although countries in the Northern Caribbean and Jamaica are closer.

### 5. Tariffs

Tariffs are especially high for those imported goods that would compete with goods produced in CARICOM. Included herein are several agricultural goods and goods produced thereof, including fruits and vegetables, and large crops such as banana and sugar, as well as rum and tobacco products.

#### 7.5.1.3 Strategies

To mitigate the challenges related to ‘small market size’, distance and shipment, generate leads and mitigate the challenge of tariffs (CET), see Section II above.

#### 11.4.2 Services

#### 7.5.2 Opportunities

- **Opportunities arising from sector-specific commitments.<sup>32</sup>**

St. Lucia has made commitments in Professional Services, computer and related, research and development, communications (courier and telecommunications, insurance, health and related, tourism and travel related services (tourist operators, tour guides), entertainment, transport (maritime). and would present opportunities for DR firms. Financial services are highly regulated.

### Opportunities arising from other circumstances

- With a population of 180,000. St. Lucia has the **standard shortage of qualified human talent** that many SIDS have, especially in highly specialized areas
- Given the size of the tourism industry, this sector might present a specific opportunity
- Good command of the English language is essential
- St. Lucia caters to the **yachting industry and high end tourist** (e.g. through the exclusive Jade Mountain hotel). These might present opportunities for services such as private chefs, concierges, etc.

**Leads** can be obtained from the Coalition of Services and the Tourism Association (see Appendices).

## OTHER USEFUL INFORMATION

### 7.5.3 Main Ports

**TABLE 3.10. PORTS & AIRPORTS**

Sea ports	Port Castries, cruise and local market Port Vieux Fort, mostly transshipments
Airports	George F.L. Charles Airport, in the touristic area in the North Hewanorra International Airport, in the South, near the Southern Freezone and Seaport
Website	<a href="http://www.slaspa.com">www.slaspa.com</a>

### 7.5.4 Distribution Channels

In St. Lucia, there are two main distribution channels

Importer/agent/distributor which then sells to retail

Importer/agent/distributor which is also a retailer. This is generally the case for:

- large grocery, hardware stores and electronics, appliance, computer stores, etc.
- very small retailers which order and sell small quantities of items with a low ticket price, sometimes advertised via social media
- specialty stores, which sell niche products

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications, and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a 'business card'.

## 7.6 St Lucia Coalition of Service Industries (SLCI)

The SLCI represents 18 sectors; some 15 professional associations are also members. Its goals are:

- assisting in the development of domestic regulations to enhance the competitiveness of Saint Lucia's services sector
- enhancing bilateral services trading relationships
- and reducing barriers to services trade with our trading partners.

Its more immediate activities are:

- Promoting the health and wellness sector
- Achieving standards and certifications for service providers
- Making service providers export-ready
- Developing national service strategy
- Advocating for a legislative framework that enables service providers better

Its professional members are:

- Association of Management Consultants
- Saint Lucia ICT Association (SLICTA)
- Banker's Association of St. Lucia
- Professional in Action for Creative Enterprise (PACE)
- Hair, Beauty and Spa Association (Saint Lucia)
- Car Rental Association of St. Lucia
- Garage Proprietors Association
- Realtors Association (Saint Lucia) Inc
- Saint Lucia Institute of Architects
- Association of Travel Consultants
- Association of Professional Engineers of Saint Lucia
- St. Lucia Floral Co- Operative Society Ltd.
- The Association of Music Producers
- Institute of Chartered Accountants of Saint Lucia
- Association of Audio Visual and Film
- Air Condition and Refrigeration Association of Saint Lucia

### 11.1. ST. LUCIA DISTRIBUTORS

COMPANY	ACTIVITY
<b>Atwell Dalglish Co (St Lucia) Ltd</b> La Pansee Box 732 Castries, St Lucia Phone: 758 452 3668 <a href="http://www.atwelldalglish.com">http://www.atwelldalglish.com</a>	Food Service Supplies, Janitorial and Sanitation Supplies, Hair Care Products, Plumbing Supplies and Electrical Supplies
<b>Peter &amp; Co Distribution</b> Cul de Sac Box 84-85 Order Desk St Lucia <a href="https://www.findyello.com/St-Lucia/Peter-Co-Distribution/profile">Phttps://www.findyello.com/St-Lucia/Peter-Co-Distribution/profile</a> hone: 758 457 7001 <a href="http://mandcgroup.com/companies/peter-company/">http://mandcgroup.com/companies/peter-company/</a>	Automotive, cement, food, beverages
<b>Massy Distribution (St Lucia) Ltd</b> Beausejour PO Box BW378 Gros Islet, St Lucia Phone: 758 451 8835 <a href="http://www.massygroup.com/home.aspx">http://www.massygroup.com/home.aspx</a>	Trading/Distribution; Retailers
<b>Frank B Armstrong (St Lucia) Ltd</b> Cul De Sac Hwy Box 260 Castries, St Lucia Phone: 758 452 2297 <a href="http://fbagroup.com/?reqp=1&amp;reqr=">http://fbagroup.com/?reqp=1&amp;reqr=</a>	Wholesale distributor. Operates in several Caricom countries.
<b>Caribbean Producers Jamaica Ltd.</b> Cul-De-Sac Highway P O Box BJ 46 Castries St Lucia Phone: 758 458 7551 <a href="http://www.cpi.com">http://www.cpi.com</a>	Jamaican company that operates in St. Lucia. Meat, seafood, beverages, dairy, groceries.
<b>Sunshine Industries Ltd</b> Marisule Gros Islet Box GM793 Castries St Lucia Phone: 758 450 2014 <a href="https://www.findyello.com/St-Lucia/Sunshine-Industries-Ltd/profile">https://www.findyello.com/St-Lucia/Sunshine-Industries-Ltd/profile</a>	Distributor of Devon, Charles Chocolates and Sunshine Snacks Products in St Lucia. Our Service includes island wide Delivery. Sunshine Snacks Limited accompanies various brands such as Sunshine Cereals, Sunshine Snacks, Devon Biscuits and Charles Chocolates

COMPANY	ACTIVITY
<b>Renwick &amp; Company Ltd</b> Mr. Christopher Renwick, Managing Director Vide Boutielle Box 90 Castries St Lucia Phone: 758 455 8000 <a href="http://www.renwickstlucia.com/">http://www.renwickstlucia.com/</a>	Major distribution company with division for cement, pharmaceuticals, health and body care, liquor, food and households, construction, office supplies, office furniture, paper and commercial printing supplies.
<b>Lu Pak Distributors</b> Beausejour Business Park, Beausejour Gros Islet, St Lucia Phone: 758 458 2527	
The Promise Supermarket Retail & Wholesale Marigot Castries St Lucia Phone: 758 451 4888	Food retail and wholesale
Cadet Distribution Inc Balata Castries St Lucia Phone: 758 453 3446  On Facebook	Cleaning products, winny disposable diapers, adult diapers and many other products.
<b>R J B Hotel Supplies</b> Bois D'Orange Box MF 7085 Gros Islet St Lucia Phone: 758 450 1110 <a href="http://www.rjbhotelsupplies.com/">http://www.rjbhotelsupplies.com/</a>	Hotel supplies

#### 11.2. ST LUCIA CONSULATES, TOURISM ASSOCIATIONS SERVICE COALITIONS, CHAMBERS OF COMMERCE

<b>Minister in the Office of the Prime Minister with responsibility for Commerce, Industry, Investment, Enterprise Development and Consumer Affairs</b> <b>Hon. Bradley Felix</b>	<b>St. Lucia Bureau of Standards</b> Bisee Industrial Estate PO Box. CP 5412 Castries, St. Lucia Phone: 758 453 0049 / 456 0546 / 456 0102 Fax: 758 452 3561 E-mail: slbs@candw.lc
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<p>4th Floor, Heraldine Rock Building Waterfront, Castries Phone: (758) 468-4218/(758) 468-4203 Fax: (758) 453-7347 <a href="mailto:mincommerce@govt.lc">mincommerce@govt.lc</a></p>	<p><a href="http://slbs.org.lc/nonconforming">http://slbs.org.lc/nonconforming</a></p>
<p><b>St Lucia Chamber of Commerce, Industry &amp; Agriculture</b> PO Box 482 Vide Bouteille Castries, St Lucia Phone: +1 758 452 3165 / +1 758 453 1540 Fax: +1 758 453 6907 <a href="mailto:info@stluciachamber.org">info@stluciachamber.org</a></p>	<p><b>St. Lucia Customs and Excise Department</b> Andy Fernelon, Comptroller-Custom and Excise (<a href="mailto:afernelon@customs.gov.lc">afernelon@customs.gov.lc</a>) Rody Alcindor, Deputy Comptroller - Operations (<a href="mailto:ralcindor@customs.gov.lc">ralcindor@customs.gov.lc</a>) Tel: (758) 468-4800 Fax: (758) 452-4959 <a href="mailto:customsdept@customs.gov.lc">customsdept@customs.gov.lc</a></p>
<p><b>St Lucia Hotels &amp; Tourism Association</b> #2 Alfiona Plaza Rodney Heights, Gros Islet St. Lucia <a href="mailto:lhata@slhta.com/membership@slhta.com">lhata@slhta.com/membership@slhta.com</a> (758) 453-1811 <a href="http://www.slhta.com/">http://www.slhta.com/</a> Facebook page</p>	<p><b>Saint Lucia Honorary Consulate in Santo Domingo, Dominican Republic</b> Juan A. Ibarra # 124, Ensanche La Fe Santo Domingo Mr Mario Koenig Honorary Consul <a href="mailto:sdqkoenig@gmail.com">sdqkoenig@gmail.com</a> (+1 809) 544 3797</p>
<p><b>St. Lucia Coalition of Service Industries</b> #19 Orange Park Commercial Centre Bois d'Orange, Gros Islet P.O. Box Choc 8056 Castries, St. Lucia 1 758 452 7864 <a href="mailto:slcsi@candw.lc">slcsi@candw.lc</a> <a href="http://www.slcsi.org.lc/">http://www.slcsi.org.lc/</a></p>	<p><b>Annex 4: E-Directory Selected CARIFORUM Food Producer Groups, Buyers and Service Providers</b></p> <p><i>Intra-ACP, 2015</i> <a href="http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf">http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf</a></p>



**Table 11.13. ST LUCIA MAJOR IMPORTS RELEVANT TO DR  
(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>656.006</b>	<b>898.293</b>	<b>656.836</b>	<b>583.432</b>	<b>668.508</b>
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	12.872	13.152	12.503	11.187	10.768
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	4.983	5.395	4.857	5.394	8.465
'252329	Portland cement (excluding white, whether or not artificially coloured)	8.633	7.964	8.302	8.346	7.372
'210690	Food preparations, n.e.s.	4.642	5.556	6.096	6.466	6.714
'701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	4.813	3.626	3.734	3.410	4.050
'190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	4.234	3.967	3.786	3.545	3.924
'020230	Frozen, boneless meat of bovine animals	4.354	4.036	3.963	4.144	3.895
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	3.490	3.002	3.160	3.913	3.464
'040291	Milk and cream, concentrated but unsweetened (excluding in solid forms)	3.833	3.503	4.134	3.591	3.448
'940350	Wooden furniture for bedrooms (excluding seats)	1.362	863	948	1.673	3.319
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	4.959	4.757	4.071	3.027	3.317
'220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	4.035	3.716	3.324	2.695	3.303
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	3.094	3.024	3.124	3.091	3.303
'721420	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	2.807	4.088	3.076	3.167	2.779
'240220	Cigarettes, containing tobacco	3.131	2.505	2.460	2.442	2.763
'940320	Metal furniture (excluding for offices, seats and medical, surgical, dental or veterinary)	1.668	1.004	1.110	1.501	2.718

Source: Trademap

## 12. ST VINCENT & GRENADINES COUNTRY PROFILE



### 12.1. Key Socio-Economic Indicators

St. Vincent & the Grenadines, part of the Organization of Eastern Caribbean States (OECS), consists of a multiple islands of which St. Vincent is the largest. In total it has a population of a little over 100,000 inhabitants. It is a service economy. The islands Bequia, Mustique and Carriacou are well-known sailing destinations.

**Table 12.1. ST. VINCENT AND THE GRENADINES KEY SOCIO-DEMOGRAPHIC INDICATORS**

Indicator	2012	2013	2014	2015	2016
Land area (sq. km)	390	390	390	390	390
Population, total	109.328	109.320	109.357	109.455	109.643
Population Density	280	280	280	281	281
Birth rate, crude (per 1,000 people)	16,573	16,305	16,036	15,77	-
Life expectancy at birth, total (years)	72,7	72,8	72,9	73,1	-
Mortality rate, infant (per 1,000 live births)	17,5	16,9	16,3	15,7	15,2
Labor Force, Total	54.373	54.715	54.996	55.206	55.570
Unemployment, total (% of total labor force)	18,54	18,42	18,46	19,04	19,31

Source: World Bank Data

**Table 12.2. ST. VINCENT AND THE GRENADINES KEY ECONOMIC INDICATORS**

Indicator	2012	2013	2014	2015	2016
GDP (000 US\$)	692.934	721.207	727.913	737.683	770.796
GDP growth (annual %)	1,38	1,83	1,15	1,60	3,00
GDP per capita (000 US\$)	6.338	6.597	6.656	6.740	7.030
Inflation, consumer prices (annual %)	2,60	0,81	0,19	-1,73	-0,15
Foreign direct investment, net inflows (000 US\$)	115.402	126.735	109.434	120.359	103.506
International tourism, expenditures (000 US\$)	13.700	14.100	12.900	13.400	
International tourism, number of arrivals	74.000	72.000	71.000	75.000	
International tourism, receipts (000 US\$)	94.000	92.000	93.000	96.000	

Source: World Bank Data

## 12.5. General Trade Overview and Trends

### 12.5.1. International trade

#### 12.5.1.1. Trade Balance Goods and Services

Like all the other OECS countries, St. Vincent and the Grenadines also has a negative trade balance for trade in goods.

**Table 12.3. ST. VINCENT & THE GRENADINES TRADE BALANCE**  
(US\$ 000)

	2012	2013	2014	2015	2016
Exports	43.042	50.565	49.738	45.753	43.899
Imports	403.242	422.806	433.147	333.710	375.679
Total Trade	446.284	473.371	482.885	379.463	419.578
<b>Trade Balance</b>	<b>-360.200</b>	<b>-372.241</b>	<b>-383.409</b>	<b>-287.957</b>	<b>-331.780</b>

Source: Trademap

#### 12.5.1.2. Imports goods

Fuels, machinery and vehicles are the largest imports.

**Table 12.4. ST. VINCENT & THE GRENADINES MAIN IMPORTS**  
(US\$ 000)

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>403.242</b>	<b>422.806</b>	<b>433.147</b>	<b>333.710</b>	<b>375.679</b>
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	71.482	67.136	90.745	21.081	41.680
'271011	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume	37.496	32.035	44.108	12.940	26.917
'100190	Wheat and meslin (excluding durum wheat)	12.968	11.135	10.633	11.257	9.026
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	10.499	10.160	10.071	8.891	8.843
'210690	Food preparations, n.e.s.	6.352	6.136	6.370	6.634	6.927
'252329	Portland cement (excluding white, whether or not artificially coloured)	6.848	6.876	8.252	9.263	6.782
'870323	Motor cars and other motor vehicles principally designed for the transport of persons	3.173	3.810	4.071	3.989	5.827
'220210	Waters, incl. mineral and aerated, with added sugar,	4.043	3.982	4.098	3.783	4.045

Subheading	Product Description	2012	2013	2014	2015	2016
	sweetener or flavour, for direct consumption					
'271112	Propane, liquefied	5.761	3.453	4.706	5.972	3.751
'701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	1.822	2.823	3.116	2.351	3.645
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	3.570	6.694	3.646	3.344	3.550
'100620	Husked or brown rice	2.368	3.919	2.626	3.826	3.208
'240220	Cigarettes, containing tobacco	3.359	2.846	2.924	2.759	2.826
'271490	Bitumen and asphalt, natural; asphaltites and asphaltic rocks	131	251	415	3.171	2.469
'940600	Prefabricated buildings, whether or not complete or already assembled	193	52	851	347	2.284
'851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	1.941	1.465	2.618	2.361	2.270
'190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	1.788	1.761	1.793	1.840	2.107
'851762	Machines for the reception, conversion and transmission or regeneration of voice, images	1.052	2.078	1.890	2.513	2.060
'490199	Printed books, brochures and similar printed matter (excluding those in single sheets; dictionaries)	1.994	1.740	1.918	1.946	2.055
'870421	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston	1.218	1.549	1.630	2.173	2.052

Source: Trademap

### 12.2.1.3 Trade in Services

Like all the other OECS countries, St. Vincent and the Grenadines also has a positive trade balance for trade in services.

**Table 12.5. ST. VINCENT AND THE GRENADINES SERVICE IMPORTS  
(US\$ 000)**

Service Imports	2012	2013	2014	2015	2016
<b>All Services</b>	<b>87,078</b>	<b>91,355</b>	<b>93,719</b>	<b>91,595</b>	<b>94,035</b>
Transport	45,946	48,502	47,968	45,333	46,364
Travel	13,714	14,239	12,982	13,479	13,995
Insurance and pension services	10,410	10,976	11,933	11,470	11,753
Other business services	7,447	7,783	8,707	8,904	9,185
Government services nes	5,519	5,632	5,748	5,867	5,988
Charges related to intellectual property	3,237	3,383	3,769	3,854	3,976
Telecom and ITC services	804	840	2,612	2,687	2,774

Source: Trademap

**Table 12.6. ST. VINCENT AND THE GRENADINES SERVICE EXPORTS  
(US\$ 000)**

Service Exports	2012	2013	2014	2015	2016
<b>All Services</b>	<b>140,490</b>	<b>140,668</b>	<b>147,966</b>	<b>152,730</b>	<b>160,662</b>
Travel	94,149	92,344	92,385	95,742	101,349
Other business services	24,950	25,437	29,542	30,212	31,165
Telecom and ITC services	9,505	9,932	11,684	11,940	12,305
Transport	7,124	7,963	8,447	8,803	9,642
Insurance and pension services	2,560	2,687	3,516	3,573	3,654

#### 12.2.1.4 Trading Partners

Figures for the overall largest suppliers for SVG are not available.

The USA is the most important trading partner in terms of imports; it supplies the country with 40% of its imports. Trinidad & Tobago, which is rather close by to the South, supplies the country with 20% of its imports. The DR does not figure in the top 10 while neighboring Barbados does.

**Table 12.6. ST. VINCENT & THE GRENADINES TOP TEN SUPPLIERS  
(US\$ 000)**

Suppliers	2012	2013	2014	2015	2016	Participation (%)
<b>Total imports</b>	<b>403,242</b>	<b>422,806</b>	<b>433,147</b>	<b>333,710</b>	<b>375,679</b>	<b>100%</b>
United States of America	143,408	151,087	158,846	127,367	148,948	40%
Trinidad and Tobago	108,183	89,542	94,457	58,847	76,605	20%
United Kingdom	19,315	28,109	24,303	24,103	21,734	6%
China	13,127	16,623	21,129	18,023	19,212	5%
Japan	5,185	6,157	6,963	8,286	12,924	3%
Barbados	8,751	9,420	9,235	9,296	10,264	3%

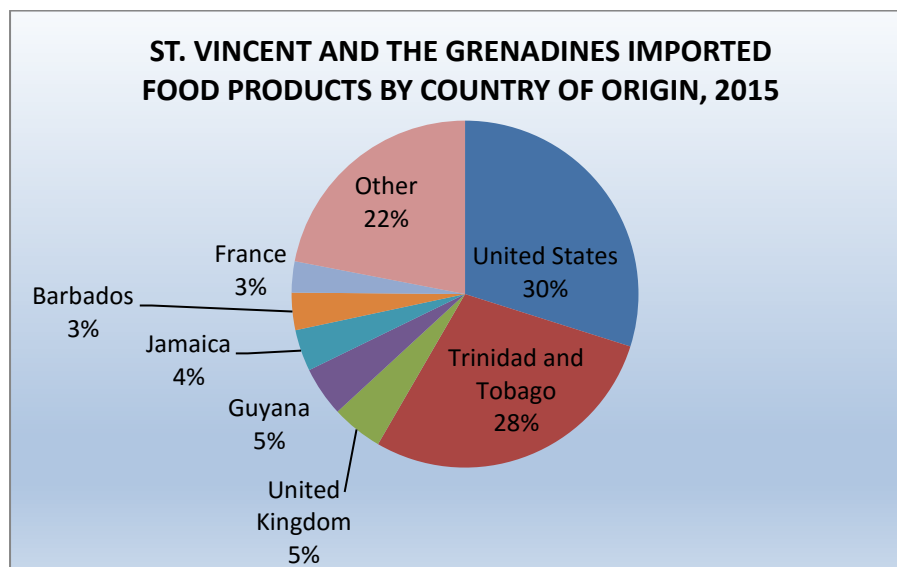


Venezuela	22,488	31,396	36,047	8,994	7,208	2%
Guyana	4,309	3,669	4,771	5,384	6,461	2%
Italy	7,441	18,458	2,959	2,756	5,862	2%
Canada	6,170	5,742	7,095	7,221	5,758	2%

Source: Trademap

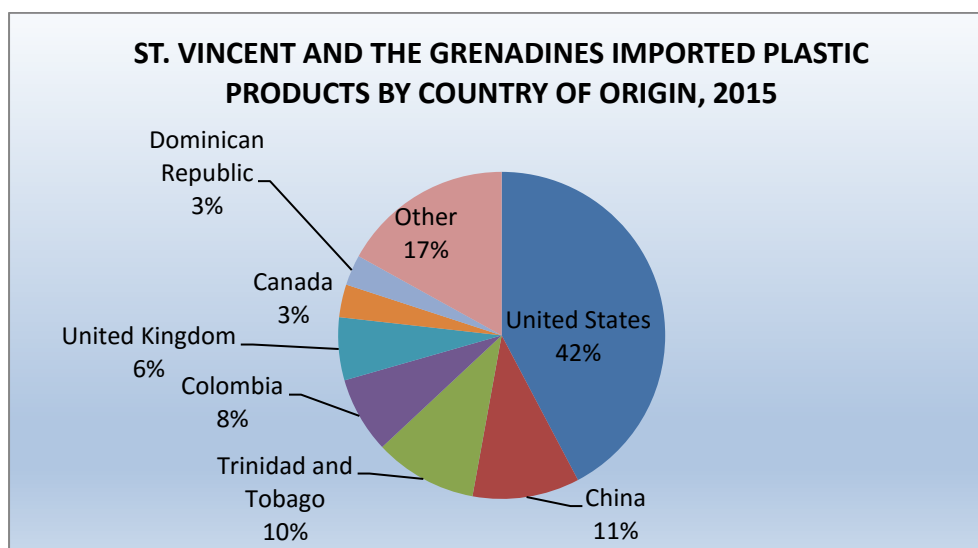
For food products, the USA is the largest supplier, at 30%, followed by Trinidad & Tobago. Noted is that CARICOM countries make up at least 35% of exports of food products to SVG.

**GRAPH 12.1**



The country imports most of its plastic products from the USA. Trinidad & Tobago and China each supply another 10%. The DR has a 3% share, which it should be able to improve.

**GRAPH 12.2**



## 12.6. Trade with the Dominican Republic

### 12.6.1. Trade Balance

The DR maintains a slightly positive trade balance with SVG, as it does with each country in the OECS. SVG hardly exports anything to the DR. Distance most likely plays a role.

**Table 12.7. TRADE BALANCE OF THE DOMINICAN REPUBLIC  
WITH ST. VINCENT AND THE GRENADINES  
(US\$ 000)**

	2012	2013	2014	2015	2016
Exports	38	44	78	121	60
Imports	3.543	3.583	4.601	3.740	2.848
Total Trade	3.581	3.627	4.679	3.861	2.908
<b>Trade Balance</b>	<b>-3.505</b>	<b>-3.539</b>	<b>-4.523</b>	<b>-3.619</b>	<b>-2.788</b>

Source: Trademap

### 12.6.2. Imports from the DR

Minerals fuels, fertilizers, plastics and iron & steel are the biggest imports from the DR.

**Table 12.7. MAIN DOMINICAN EXPORTS TO ST. VINCENT AND THE GRENADINES  
(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
'31052000	Mineral or chemical fertilizers containing the three fertilizing elements nitrogen, phosphorus	1 331	813	227	737	763
'27101983	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: lubricating oils	-	-	407	592	489
'24022000	Cigarettes, containing tobacco	140	136	243	119	189
'39239090	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates	130	118	169	196	175
'83091000	Crown corks of base metal	186	126	165	97	151
'72142010	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	-	-	-	-	133
'21041020	Soups and broths and preparations therefor: In solid or powder form	140	117	126	162	129
'83099010	Stoppers, caps and lids, incl. screw caps and pouring stoppers, capsules for bottles, threaded	-	-	-	-	112



'84185000	Refrigerated or freezing chests, cabinets, display counters, show-cases and the like, refrigerating	-	-	19	59	108
'39231090	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics:	36	81	108	120	82

Source: Trademap

## 12.4.Import Requirements<sup>33</sup>

<b>12.4.1. Goods</b>	
HS Tariff and Product Description	CARICOM CET
Taxes	
Sales Tax/VAT	15% general 10% hotels VAT exempt and zero-rated goods
Excise Tax	Excise tax, instituted at the same time as the VAT, applies to aerated and alcoholic beverages, tobacco products, fuels, vehicles, used tyres, and incandescent bulbs.
Environmental Levy	Levy on imported used vehicles Beverages imported in non-returnable bottles or cans are subject to a bottle deposit levy of EC\$0.50 per bottle or can. The deposit is refundable to traders upon presentation of proof that the bottles or cans have been exported or destroyed.
EPA	<ul style="list-style-type: none"> <li>▪ EUR1 certificate needed.</li> <li>▪ Bilateral and diagonal cumulation can currently be applied. Cumulation with neighbouring developing countries is not automatically allowed.</li> <li>▪ Time limited exclusions from cumulation for rice, sugar and products with high sugar content. Non-originating materials may be up to 15% of the ex-works price of the final product.</li> </ul>

<sup>33</sup> unless otherwise noted WTO review 2014, [https://www.wto.org/english/tratop\\_e/tpr\\_e/tp399\\_e.htm](https://www.wto.org/english/tratop_e/tpr_e/tp399_e.htm);

Import documentation: World Bank Doing Business;

EPA Rules of Origin [https://ec.europa.eu/taxation\\_customs/business/calculation-customs-duties/rules-of-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp\\_en](https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/rules-of-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp_en)

EPA	<ul style="list-style-type: none"> <li>St. Vincent &amp; the Grenadines has applied the tariff reductions called for in EPA.</li> <li>EC firms are eligible to procure in CARIFORUM Supplies and services larger than SDR 155,000 and works larger than SDR 6,500,000</li> </ul> <p><a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a></p>	
Rules of Origin	<ul style="list-style-type: none"> <li>The DR-CARICOM Rules of Origin apply.</li> <li>There are rules within CARICOM, with certain derogations concerning imports from more developed CARICOM countries.</li> </ul>	
Valuation	Transaction value used for 95% of goods	
Items needing import license	<ul style="list-style-type: none"> <li>Several, including for live animals, eggs, birds, plants, and seeds.</li> <li>Importers are expected to apply prior to the goods' arrival. However, most applications are submitted ex post. Licences are issued within 48 hours of application and are valid for three months.</li> <li>Import licensing regime is automatic and is maintained mainly for statistical purposes;</li> </ul>	
SPS	<ul style="list-style-type: none"> <li>Imports of agricultural and fishery commodities, including food items, must be accompanied by a phytosanitary certificate. Consignments of lumber and used tyres must be fumigated prior to their release from customs.</li> <li>A permit necessary for importation of approved pesticides; some pesticides are prohibited.</li> </ul>	
Prohibited items	Jet skis, toy guns, chemical weapons, swords, tear gas, and camouflage material or uniforms (unless imported for use by police or military personnel).	
Standards	CARICOM and International standards applied	

<p>Import Documentation</p>	<ul style="list-style-type: none"> <li>▪ Bill of lading</li> <li>▪ Certificate of origin</li> <li>▪ Commercial invoice</li> <li>▪ Insurance certificate</li> <li>▪ Packing list</li> <li>▪ Customs export declaration (Shipping bill)</li> <li>▪ Gate pass</li> <li>▪ SOLAS certificate</li> </ul> <p>Where applicable:</p> <ul style="list-style-type: none"> <li>▪ import license and/or permit,</li> <li>▪ certificate of origin</li> <li>▪ veterinary or health certificate.</li> </ul>
<p>Government Procurement</p>	<ul style="list-style-type: none"> <li>▪ St. Vincent &amp; the Grenadines is not a party to the WTO Plurilateral Agreement on Government Procurement.</li> <li>▪ The Central Supplier Tenders Board acts on behalf of government contracting entities for procurement contracts exceeding the EC\$20,000</li> <li>▪ Relevant tender notices are published in the Government Gazette</li> <li>▪ At least three suppliers must be short-listed. Invitation to tender is the principal method of awarding contracts</li> <li>▪ There are no legal provisions for the granting of preferences to local or regional (CARICOM/OECS) suppliers.</li> <li>▪ Procurement contracts funded by the Caribbean Development Bank may grant a margin of preference (8% of offer price) for regional suppliers, as per the Bank's Procurement Guide.</li> </ul>

<b>12.4.2. Services<sup>34</sup></b>		
Commitments	See EPA Services and Investments Commitments, ITC 2009	WTO 2014
Government procurement	EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a>	
Regulatory Requirements	<ul style="list-style-type: none"> <li>Where European businesses can establish a commercial presence, key personnel (business visitors, managers, specialists) and graduate trainees, not available locally, can obtain visas to work in the local company, subject to an economic needs test.</li> <li>Requirements to register a company or incorporate locally, in accordance with the relevant national laws.</li> <li>Licensing requirements to hold land.</li> <li>Requirement to obtain a work permit.</li> </ul>	

#### **a. Business Opportunities for DR Firms in SVG**

##### **i. Goods**

In determining opportunities for DR firms in SVG, the consultants have looked both at:

- Opportunities in SVG and general strengths of DR private sector
- Threats in approaching SVG and possible weaknesses of the DR export sector

##### **ii. Opportunities and strengths**

#### **1. Increasing market share of presently exported goods in the most viable product categories**

The DR already exports goods to the country. In some viable categories, the DR has a low market share. The figure below highlights the potential to increase market share and sales.

<sup>34</sup> Source: EC–CARIFORUM ECONOMIC PARTNERSHIP AGREEMENT SERVICES AND INVESTMENT COMMITMENTS, International Trade Center 2009

**Table 12.9. POTENTIAL OF ACTUAL DOMINICAN EXPORTS IN ST. VINCENT  
AND THE GRENADINES MARKET (US\$ 000)**

Subheading	Product Description	Imports from DR 2016	Total Imports 2016	DR Export Potential
'27101983	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: lubricating oils	489	1 872	1 383
'24022000	Cigarettes, containing tobacco	189	2 826	2 637
'39239090	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates)	175	304	129
'72142010	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	133	761	628
'21041020	Soups and broths and preparations therefor: In solid or powder form	129	156	27
'83099010	Stoppers, caps and lids, incl. screw caps and pouring stoppers, capsules for bottles, threaded	112	176	64
'84185000	Refrigerated or freezing chests, cabinets, display counters, show-cases and the like, refrigerating	108	820	712
'39231090	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics	82	567	485
'25059000	Natural sands of all kinds, whether or not coloured (excl. silica sands, quartz sands, gold	78	564	486
'39172900	Rigid tubes, pipes and hoses, and fittings therefor, of plastics	62	279	217
'72142090	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	50	1 022	972

Source: Trademap

Based on the estimated potential for DR products in St. Vincent and the Grenadines markets, the scenarios could be:

**Table--- SCENARIOS FOR DOMINICAN EXPORT POTENTIAL IN ST. VINCENT AND THE  
GRENADINES MARKET (US\$ 000)**

Subheading	Product Description	DR Export Potential	10%	20%	30%
'27101983	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.: lubricating oils	1383	138	277	415
'24022000	Cigarettes, containing tobacco	2637	264	527	791
'39239090	Articles for the conveyance or packaging of goods, of plastics (excl. boxes, cases, crates)	129	13	26	39
'72142010	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	628	63	126	188
'84185000	Refrigerated or freezing chests, cabinets, display counters, show-cases and the like, refrigerating	712	71	142	214

'39231090	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics	485	49	97	146
'25059000	Natural sands of all kinds, whether or not coloured (excl. silica sands, quartz sands, gold	486	49	97	146
'72142090	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	972	97	194	292

Source: Trademap

## 2. Opportunities based on consumption

The tariff for non-competing consumption goods imported into the country is around 20%. These goods are mostly goods that are not produced within CARICOM at high volumes.<sup>35</sup> Therefore, most of the goods are imported from a variety of countries. The related paragraph outlines the volume for several consumer good products.

**Table 12.11.**

ALL ITEMS	100.00
Food & Non-Alcoholic Beverages	21.91
Alcoholic Beverages, Tobacco & Narcotics	3.87
Clothing & Footwear	3.22
Housing, Utilities, Gas & Fuels	30.06
Household Furnishings, Supplies & Maintenance	6.59
Health	1.79
Transport	11.84
Communication	9.41
Recreation & Culture	3.81
Education	1.32
Hotels & Restaurants	1.87
Miscellaneous	4.31

### iii. Threats and weaknesses

The threats and weaknesses facing DR firms when exporting to the country fall into one or several of the following categories.

#### 1. Volume

The country is a small market with no more than 2% of the total population of the DR. Given the barriers with regard to language, special import regime, transportation, existing preferences, etc., the market might not be interesting for some DR exporters.

<sup>35</sup> For these goods CARICOM producers can satisfy less than 75% of total CARICOM market demand

## **2. Strength of competing non-CARICOM countries, their firms, or the distributor**

An importing distributor may have a long and important relationship with a supplier in another trading partner country. Consequently, the supplier and shippers are respectively able to provide relatively high volume and shipping discounts. There may also be relatively more shipping options with an established trading partner.

## **3. Preferences**

The US is the biggest trading partner, accounting for 30% of imports. The market may have a marked preference, especially for U.S. consumer goods. Trinidad & Tobago, a CARICOM country is also a heavy contender with little or no tariff barriers.

## **4. Distance**

At 1,135 km from the DR, SVG is relatively far from the DR. Countries in the Northern Caribbean and Jamaica are closer to the DR. SVG is also quite close to Trinidad & Tobago, a major producer and exporter.

## **5. Tariffs**

Tariffs are especially high for those imported goods that would compete with goods produced in CARICOM. Included herein are several agricultural goods and goods produced thereof, including fruits and vegetables, and large crops such as banana and sugar, as well as rum and tobacco products.

### **Services**

#### **Opportunities**

#### **Opportunities arising from sector-specific commitments**

SVG commitments in the WTO include hospital services and recreational and sporting services. Appropriate licenses, certifications and accreditations are needed to provide hospital services, but there are no major barriers to providing recreational and sporting services.

#### **Opportunities based on the country's main industries**

Services, much of which is tourism, accounts for 75% of SVG's economy. According to the ECCB, in 2016, SVG had 223,000 tourist arrivals, with a total expenditure of almost USD 100 million.

The opportunities would include:

- Capacity building for hotel and restaurant workers and management
- Professional services with regard to e.g. energy and waste management
- Entertainment, arts, crafts, fashion items for tourists
- Yachting/sailing/motor boats: sales, repair, maintenance, shipchandling, etc.
- Advertising and promotional services targeted to tourists
- Recreational and sporting services targeted to tourists

### Opportunities arising from EU-CARIFORUM EPA

The ITC report on EU-CARIFORUM EPA Commitments outlines the opportunities for EU services in the Caribbean.<sup>36</sup> These opportunities are also valid for DR firms

**Leads** can be obtained from the Coalition of Services, the Tourism Association, and websites of the government and regional institutes (see Appendices).

### Opportunities arising from other circumstances

- With a very small population of, SVG has the **standard shortage of qualified human talent** that many SIDS have, especially in highly specialized areas.
- Given the size of the tourism industry, this sector might present specific opportunities.
- Of course, good command of the English language is essential.
- SVG also caters to the **yachting industry and high end tourist** (e.g. exclusive villas on the island of Mustique). These might present opportunities for services such as private chefs, concierges and similar.

**Leads** can be obtained from the Coalition of Services and the Tourism Association (see Appendices).

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<sup>36</sup> [http://c-nsc.org/download/trade\\_in\\_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf](http://c-nsc.org/download/trade_in_services/ITC-EC%20Cariforum%20Economic%20Partnership%20Agreement.pdf)



## OTHER USEFUL INFORMATION

### Main Ports

**Table 12.8. ST. VINCENT & THE GRENADINES PORTS AND AIRPORTS**

Sea ports	<ul style="list-style-type: none"> <li>• Port of Kingstown</li> <li>• Campden Park Container Port</li> </ul> <p>There are also a terminal for ferries to the Grenadine islands and a cruise ship terminal</p> <p>Others:</p> <ul style="list-style-type: none"> <li>• Port of Arnos Vale</li> <li>• Port of Canouan</li> <li>• Port Elizabeth</li> </ul>
Airports	<ul style="list-style-type: none"> <li>• Argyle International Airport</li> </ul> <p>Airports on the Grenadine islands</p> <ul style="list-style-type: none"> <li>• J. F. Mitchell Airport (Bequia)</li> <li>• Canouan Airport</li> <li>• Mustique Airport</li> <li>• Union Island Airport</li> <li>• Palm Island Airport (Grenadines)</li> </ul>
	<a href="http://www.svgpa.com/">http://www.svgpa.com/</a>

### Distribution Channels

In SVG, there are two main distribution channels:

- Importer/agent/distributor which then sells to retail
- Importer/agent/distributor which is also a retailer. This is generally the case for:
  - large grocery, hardware stores and electronics, appliance, computer stores, etc.
  - very small retailers which order and sell small quantities of items with a low ticket price, sometimes advertised via social media
  - specialty stores, which sell niche products

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications, and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a 'business card'.

### a. Coalition of Service Industries

The SVG coalition of Service Industries was founded in 2008. Its main objectives are:

- to help service providers to become more competitive;
- to ensure high industry standards;
- to inform service providers of trade issues which can affect trade in services;
- to provide service providers with market intelligence and export opportunities;

There is no further information available on the internet.

### 12.1. ST. VICENT AND THE GRANADINES DISTRIBUTORS

COMPANY	ACTIVITY
<b>Log Enterprises Ltd</b> Rose Place Middle Street Kingstown, St Vincent Phone: 784 456 2936 <a href="https://www.findyello.com/St-Vincent/Log-Enterprises-Ltd/profile/Rose-Place-Middle">https://www.findyello.com/St-Vincent/Log-Enterprises-Ltd/profile/Rose-Place-Middle</a>	Wide selection of wholesale products such as food, personal care products, cleaning agents
<b>Facey Trading (Svg) Ltd</b> Glen Box 1754 Kingstown, St Vincent Phone: 784 457 5047 <a href="http://www.faceygroup.com">http://www.faceygroup.com</a>	Food, pharmaceutical,
<b>General &amp; Maritime Agencies Ltd</b> Sharpe St Box 912 Kingstown St Vincent Phone: 784 456 2400 <a href="https://www.findyello.com/St-Vincent/General-Maritime-Agencies-Ltd/profile/Sharpe-St-Box">https://www.findyello.com/St-Vincent/General-Maritime-Agencies-Ltd/profile/Sharpe-St-Box</a>	Wholesale distribution
<b>Interage (St Vincent) Ltd</b> Kingstown Pk Box 2309 Kingstown St Vincent Phone: 784 456 2784  On Facebook	foods

## 12.2. ST. VICENT AND THE GRANADINES CONSULATES, TOURISM ASSOCIATIONS, SERVICE COALITIONS, CHAMBERS OF COMMERCE

<p><b>Ministry of Foreign Affairs, Commerce and Trade</b> 3rd Floor Administrative Centre Bay Street, Kingstown Tel:(784) 456-2060 Tel:(784) 456-1111 Ext 319 Fax:(784) 456-2610 Email: <a href="mailto:office.foreignaffairs@mail.gov.vc">office.foreignaffairs@mail.gov.vc</a> E-mail: <a href="mailto:svgforeign@gmail.com">svgforeign@gmail.com</a></p>	<p><b>St. Vincent and the Grenadines Custom and Excise Dept.</b> Ms. Irwina Phills, Comptroller Custom House Upper Bay Street, St. Vincent and the Grenadines <b>Phone:</b> 784-457-2421 / 457-2711 <b>Cellular Phone:</b> 784-532-8399 <b>Fax:</b> 784-456-1851 <b>Email:</b> <a href="mailto:customs@vincysurf.com">customs@vincysurf.com</a> / <a href="mailto:office.customs@mail.gov.vc">office.customs@mail.gov.vc</a> <a href="http://customs.gov.vc/">http://customs.gov.vc/</a></p>
<p><b>Bureau of Standards, St. Vincent and the Grenadines</b> Campden Park Industrial Estate P.O. Box 1506 Kingstown Saint Vincent and the Grenadines Tel: +1 784 457 80 92 Fax: +1 784 457 81 75 E-mail: <a href="mailto:office.svgbs@mail.gov.vc">office.svgbs@mail.gov.vc</a></p>	<p><b>St Vincent &amp; The Grenadines Chamber Of Industry &amp; Commerce</b> Cruiseship Terminal Building Upper Bay St. Box 134, Kingstown St Vincent Phone: +1 784-457-1464 Fax+1 784 456 2944</p>
<p>St. Vincent and the Grenadines Hotel &amp; Tourism Association Tourism Association Tourism Bureau, Cruise Ship Terminal St Vincent &amp; the Grenadines <a href="mailto:svghotels@vincysurf.com">svghotels@vincysurf.com</a> +784 458-4379 <a href="http://www.svg-hotels.com/">http://www.svg-hotels.com/</a></p>	<p><a href="http://customs.gov.vc/svg-duty-calculator.php">http://customs.gov.vc/svg-duty-calculator.php</a> (Duty Calculator)</p>
<p>Saint Vincent and Grenadines Honorary Consulate in Santo Domingo, Dominican Republic Juan A. Ibarra # 124, Ensanche La Fe Santo Domingo Ms Regina Ann Koenig Honorary Consul <a href="mailto:sdqkoenig@gmail.com">sdqkoenig@gmail.com</a> (+1 809) 544 3797</p>	<p><b>E-Directory Selected CARIFORUM Food Producer Groups, Buyers and Service Providers</b>  Intra-ACP, 2015 <a href="http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf">http://agricarib.org/images/docs/E-Directory_CARICOM_Food_Producers_Final_(1).pdf</a></p>

**Table 12.13. ST. VINCENT AND THE GRENADINES MAIN IMPORTS RELEVANT TO DR  
(US\$ 000)**

Product Description	2012	2013	2014	2015	2016
<b>Total imports</b>	<b>403,242</b>	<b>422,806</b>	<b>433,147</b>	<b>333,710</b>	<b>375,679</b>
Plastics and articles thereof	9,306	10,813	8,746	11,209	10,455
Salt; sulphur; earths and stone; plastering materials, lime and cement	8,089	8,008	9,124	10,544	8,471
Articles of iron or steel	9,860	11,809	13,347	10,451	8,414
Cereals	21,027	18,434	17,053	16,787	14,066
Meat and edible meat offal	14,863	14,344	14,910	13,242	13,118
Beverages, spirits and vinegar	10,358	10,839	10,828	9,541	11,450
Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing	9,349	14,017	8,316	9,371	10,987
Miscellaneous edible preparations	9,224	8,951	9,312	9,725	10,044
Preparations of cereals, flour, starch or milk; pastrycooks' products	7,087	7,064	7,171	7,266	7,699
Dairy produce; birds' eggs; natural honey; edible products of animal origin	7,590	7,389	8,774	7,582	7,586
Paper and paperboard; articles of paper pulp, of paper or of paperboard	7,153	7,147	6,833	7,557	7,205
Articles of apparel and clothing accessories, not knitted or crocheted	3,754	4,207	4,190	4,868	4,609
Pharmaceutical products	4,328	7,507	4,699	4,311	4,463
Articles of stone, plaster, cement, asbestos, mica or similar materials	3,532	5,855	1,845	2,391	4,174
Miscellaneous chemical products	3,818	3,772	4,217	4,486	4,048
Preparations of vegetables, fruit, nuts or other parts of plants	3,421	3,380	3,487	3,546	3,943
Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial	3,588	3,765	3,811	3,788	3,842
Sugars and sugar confectionery	4,189	4,562	4,219	4,076	3,575
Animal or vegetable fats and oils and their cleavage products; prepared edible fats; animal	3,836	3,586	3,681	3,702	3,482
Edible vegetables and certain roots and tubers	2,812	2,784	2,639	2,902	3,205
Aluminium and articles thereof	4,729	3,847	2,420	2,880	3,119
Tobacco and manufactured tobacco substitutes	3,439	2,921	2,962	2,799	2,899
Ceramic products	2,737	3,286	1,913	2,378	2,579
Footwear, gaiters and the like; parts of such articles	1,991	2,193	2,227	2,144	2,160
Other made-up textile articles; sets; worn clothing and worn textile articles; rags	1,754	2,395	1,800	1,875	1,694
Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal	1,394	1,526	1,488	1,454	1,315
Fertilisers	1,584	1,443	1,599	992	1,258

Product Description	2012	2013	2014	2015	2016
Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	1,262	1,199	1,149	1,250	1,200

Source: Trademap

## 13. SURINAME COUNTRY PROFILES

### General Description and Key Socio-Economic Indicators

**Table 13.1. SURINAME KEY DEMOGRAPHIC INDICATORS**

INDICATOR	2012	2013	2014	2015	2016
Land area (sq. km)	22.810	22.810	22.810	22.810	22.810
Population, total	336.701	344.181	351.694	359.288	366.954
Population Density	14,76	15,09	15,42	15,75	16,09
Birth rate, crude(per 1,000 people)	23,25	23,09	22,92	22,74	
Life expectancy at birth, total (years)	69,91	70,01	70,15	70,31	
Mortality rate, infant (per 1,000 live births)	15,1	14,6	14	13,4	12,8
Labor force participation rate, total (%)	67			65	
Labor Force, Total	151.973	157.910	163.926	169.435	174.622
Unemployment, total (% of total labor force) (modeled ILO estimate)	14,27	11,68	11,60	9,97	11,03

Source: World Bank Data

**Table 13.2. SURINAME KEY ECONOMIC INDICATORS**

Indicator	2012	2013	2014	2015	2016
GDP (000 US\$)	1.573.618	1.613.705	1.706.497	1.742.545	1.765.256
GDP growth (annual %)	3,82	1,31	4,08	2,30	-0,78
GDP per capita (current US\$)	4.674	4.689	4.852	4.850	4.811
Foreign direct investment, net inflows (000 US\$)	194.201	92.247	141.097	59.119	32.733
Inflation, consumer prices (annual %)	1,30	0,51	1,20	-0,89	
International tourism, expenditures (000 US\$)	39.000	42.000	51.000	50.000	
International tourism, number of arrivals	277.000	294.000	321.000	341.000	386.000
International tourism, receipts (000 US\$)	298.000	351.000	380.000	372.000	

Source: World Bank Data

### General Trade Overview and Trends

- **International Trade**
  - **Trade Balance Goods and Services**

Suriname, unlike many of the CARICOM countries has a positive trade balance. This is so because it is commodity and agriculture driven. Suriname had a large bauxite mine, run by Alcoa, which left in 2015. There is also a fair amount of gold mining in Suriname.

**Table 13.3. SURINAME TRADE BALANCE**  
(US\$ 000)

	2010	2011	2012	2013	2014
Exports	2.025.567	2.466.872	2.380.469	2.204.441	1.917.671
Imports	1.397.500	1.637.826	1.732.785	2.308.498	1.826.728
Total Trade	3.423.067	4.104.698	4.113.254	4.512.939	3.744.399
<b>Trade Balance</b>	<b>628.067</b>	<b>829.046</b>	<b>647.684</b>	<b>-104.057</b>	<b>90.943</b>
Exports Participation (%)	59,17	60,10	57,87	48,85	51,21

Source: Trademap

**Table 13.4. SURINAME MAJOR IMPORTS**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>1.732.785</b>	<b>2.308.498</b>	<b>1.826.728</b>	<b>1.621.274</b>	<b>942.138</b>
'842952	Self-propelled mechanical shovels, excavators and shovel loaders	24.835	28.073	32.682	14.103	18.138
'847490	Parts of machinery for working mineral substances of heading 8474, n.e.s.	18.164	7.923	6.228	26.821	17.703
'020714	Frozen cuts and edible offal of fowls of the species Gallus domesticus	20.726	17.983	19.497	21.992	17.074
'870323	Motor cars and other motor vehicles principally designed for the transport of persons	26.703	29.754	26.153	41.188	16.117
'283711	Sodium cyanide	10.281	18.478	12.183	12.668	15.436
'843149	Parts of machinery of heading 8426, 8429 and 8430, n.e.s.	14.616	12.417	9.827	17.348	13.614
'210690	Food preparations, n.e.s.	20.539	19.566	17.320	15.952	13.375
'190110	Food preparations for infant use, put up for retail sale, of flour, groats, meal, starch	1.768	1.885	1.901	11.704	12.096
'220830	Whiskies	1.943	1.399	1.083	13.693	11.668
'870421	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston	24.806	33.431	26.676	12.999	10.600
'732611	Grinding balls and similar articles for mills, of iron or steel, forged or stamped	-	2.007	8.337	9.348	10.242
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	152.531	289.842	233.136	49.378	10.009
'851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	7.409	8.843	9.043	11.842	9.783
'851762	Machines for the reception, conversion and transmission or regeneration of voice, images	3.999	5.210	13.136	2.652	8.962

Subheading	Product Description	2012	2013	2014	2015	2016
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	7.211	8.320	7.697	11.889	8.322
'845180	Machinery for dressing, finishing, coating or impregnating textile yarns, fabrics	75	-	-	1.216	7.869
'870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons	9.924	12.310	6.462	16.355	7.717
'870322	Motor cars and other motor vehicles principally designed for the transport of persons	11.160	11.752	11.799	17.888	7.392

Source: Trademap

## Services

Being a country that is mostly agriculture and commodity-driven, Suriname has a negative services balance.

**Table 13.5. SURINAME SERVICE IMPORTS**  
(US\$ 000)

Services	2012	2013	2014	2015	2016
All Services	618,199	594,566	803,097	716,045	564,959
Other business services	120,210	203,159	344,666	304,435	278,754
Travel	50,774	70,234	87,205	115,966	109,622
Transport	96,140	98,081	89,021	80,140	44,158
Repair and maintenance services nes	18,402	42,674	42,310	41,755	28,945
Construction	263,711	107,870	169,233	86,112	26,604
Charges related to intellectual property	5,796	9,885	13,859	19,711	22,704
Telecom and ITC services	33,291	29,682	28,241	26,966	22,443
Insurance and pension services	17,958	20,702	21,351	32,033	20,248
Government services nes	7,615	5,603	2,857	3,181	6,102
Financial Services	4,160	6,617	4,200	5,451	2,811
Personal, cultural and creative services	141	58	151	296	2,567



**Table 13.6. SERVICE IMPORTS**  
(US\$ 000)

Suriname Service Imports	2012	2013	2014	2015	2016
All Services	171,511	172,164	202,681	177,387	164,768
Travel	70,671	84,148	95,212	87,607	52,240
Other business services	31,807	34,327	49,474	33,445	49,643
Transport	28,310	30,471	37,526	39,449	43,639
Insurance and pension services	5,817	6,773	4,292	4,698	16,055
Government services nes	11,388	7,223	5,022	10,019	11,366
Telecom and ITC services	14,035	9,685	10,155	10,068	7,250
Financial Services	9,534	1,710	2,585	3,062	1,373
Construction	3,348	3,043	2,337	2,015	1,280
Personal, cultural and creative services	147	145	388	220	331
Charges related to intellectual property	1	54	24	79	36
Servicios de manufactura sobre insumos físicos pertenecientes a otros					-18,445

Source: Trademap

### Main suppliers (trading partners)

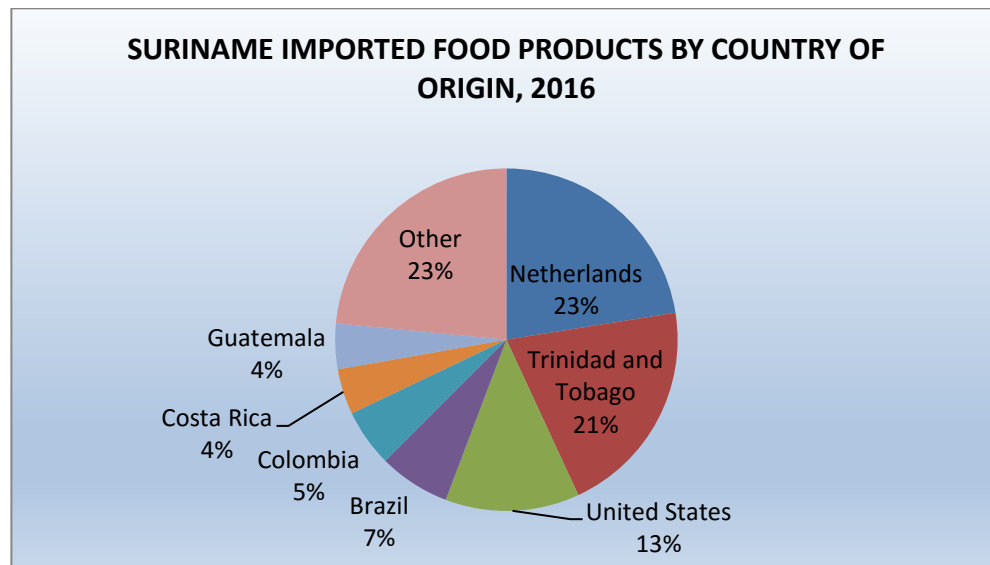
The US is the main supplier to Suriname, with a 27% share of total imports, followed by the Netherlands (Suriname is a former member of the Dutch Kingdom) with 14%. Neighboring Trinidad & Tobago has 11%.

**Table 13.7. SURINAME TOP TEN SUPPLIERS**  
(US\$ 000)

Suppliers	2010	2011	2012	2013	2014	Share
<b>Total imports</b>	<b>1,397,500</b>	<b>1,637,826</b>	<b>1,732,785</b>	<b>2,308,498</b>	<b>1,826,728</b>	<b>100%</b>
United States of America	344,241	437,123	461,451	463,133	501,688	27%
Netherlands	245,201	262,504	319,784	311,313	263,705	14%
Trinidad and Tobago	331,599	416,097	319,586	403,587	194,320	11%
China	100,757	106,624	113,114	114,319	122,553	7%
Curaçao	0	17,519	24,160	150,812	117,025	6%
Saint Lucia	3,935	2,065	1,900	49,135	113,016	6%
Japan	45,060	42,032	51,491	56,992	56,009	3%
Brazil	55,118	52,946	57,495	47,414	38,937	2%
Antigua and Barbuda	1,136	19,595	18,995	70,397	30,039	2%
France	9,872	15,847	13,131	14,577	29,494	2%
<b>Total Top Ten</b>	<b>1,136,919</b>	<b>1,372,352</b>	<b>1,381,107</b>	<b>1,681,679</b>	<b>1,466,786</b>	
<b>Participation Top Ten</b>	<b>81.35</b>	<b>83.79</b>	<b>79.70</b>	<b>72.85</b>	<b>80.30</b>	

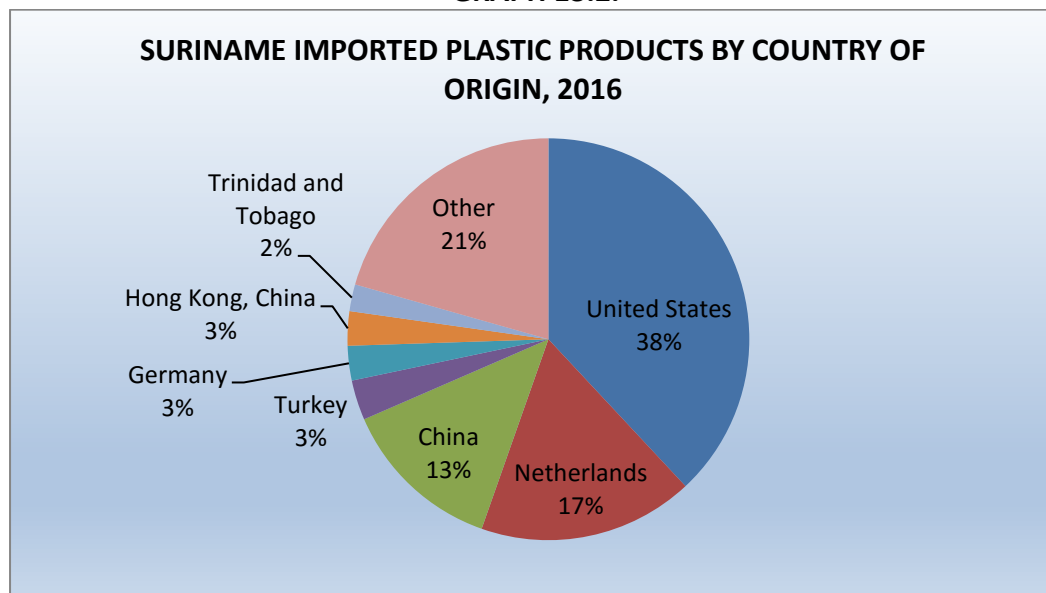
For food products the Netherlands is the largest supplier, followed by Trinidad & Tobago. Suriname's Colombian and Brazilian neighbors are also important suppliers, as are Costa Rica and Guatemala.

**GRAPH 13.1**



The country imports most of its plastic products from the USA. The second largest supplier is the Netherlands, again reflecting historic ties. China is third and the DR has no share.

**GRAPH 13.2.**



## Trade Balance in Goods

The DR maintains a positive trade balance in goods with Suriname.

**Table 13.8. SURINAME TRADE BALANCE WITH THE DOMINICAN REPUBLIC  
(US\$ 000)**

	2010	2011	2012	2013	2014
Exports	184	124	6.915	41	261
Imports	13.622	17.336	27.458	28.003	25.399
Total Trade	13.806	17.460	34.373	28.044	25.660
<b>Trade Balance</b>	<b>-13.438</b>	<b>-17.212</b>	<b>-20.543</b>	<b>-27.962</b>	<b>-25.138</b>
Imports Participation (%)	98,67	99,29	79,88	99,85	98,98

Source: Trademap

### 13.2.1.6. Main Imports from the DR

According to data available for 2016, the following are the main products importes by Suriname from Dominican Republic.

**Table 13.9. SURINAME: MAIN IMPORTS FROM DOMINICAN REPUBLIC  
(US\$ 000)**

Subheading	Product label	2016
'25232910	Portland cement (excl. white, whether or not artificially coloured) (detailed label not available)	3232
'25231000	Cement clinkers	1734
'27101986	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	706
'21041020	Soups and broths and preparations therefor (detailed label not available)	591
'38089410	Disinfectants (excl. goods of subheading 3808.50) (detailed label not available)	465
'72142010	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations	301
'25201020	Gypsum; anhydrite (detailed label not available)	279
'31021000	Urea, whether or not in aqueous solution (excl. that in pellet or similar forms, or in packages)	216
'27101983	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	151
'39219000	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated	135
'38061000	Rosin and resin acids	134
'76109090	Structures and parts of structures, of aluminium, n.e.s., and plates, rods, profiles, tubes	113

Source: Trademap

## Import Requirements

Below is an overview of some, but not all, import requirements for the country, based on their latest WTO review, the website [www.export.gov](http://www.export.gov) (by US embassies) and the International Trade Center Study with regard to services opportunities under the EPA. The overview is indicative of the requirements. It is noted that the importers, distributors or partners in the country are best aware of the rules as they are practically applied and enforced at any given moment, as well as the most recent changes. These partners should be consulted, especially for specific cases.

13.3.1 Goods <sup>37</sup>		
HS Tariff and Product Description	CARICOM CET	
Taxes		
Sales Tax/VAT	10%	
Consent right	1.5% of CIF	
Excise Tax	On tobacco and alcohol	
Statistical fee	0.5%	
EPA	EUR 1 certificate needed. Bilateral and diagonal cumulation can currently be applied. Cumulation with neighbouring developing countries is not automatically allowed. Time limited exclusions from cumulation for rice, sugar and products with high sugar content. Non-originating materials may be up to 15% of the ex-works price of the final product.	
	EC firms are eligible to procure in CARIFORUM Supplies and services larger than SDR 155,000 and works larger than SDR 6,500,000 <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a>	

<sup>37</sup> Sources: Import requirements: World Bank Doing Business; EPA Rules of Regulation: [https://ec.europa.eu/taxation\\_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp\\_en](https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/countries-africa-caribbean-pacific-acp_en); WTO Trade Policy Review and [www.export.gov](http://www.export.gov).

Rules of Origin	The Dr-CARicom Rules of Origin apply.	
Valuation	Fair market value	
Items needing import license	Some goods that require an import license: pesticides, chemicals, used vehicles (cars should not be older than 8 years, buses not more than 10 years}, weapons and ammunition, mercury, medicines, second hand tires, animals and plants on the Convention on International Trade and Endangered Species of Wild Flora and Fauna (CITES) list, seeds, fireworks.	
Packaging	Label, in Dutch or English, is to contain the brand, name of the product, ingredients, production date, expiration date, and the producer's address and telephone number.	
SPS	There is legislation for Plant Protection, Animal Disease Regulation, the Fish Inspection, Meat Regulation, Pesticides, Sowing-Seed Law Since the last WTO review there may also be updated legislation for Plant Protection and new legislation for animal health, animal development and food.	
Prohibited items	Import prohibitions for the protection of human and animal health, human safety, public morals, and prevention of counterfeit, etc.	

Standards	National standards and standards developed by other (international/regional) standardization bodies. They include ISO, Codex Alimentarius, the International Electro Technical Commission, CROSO, ASTM International, COPANT, SMIIC (Standards and Metrology Institute for Islamic Countries), NEN (Nederland Normalisatie Instituut), ETSI (the European Telecommunications Standards Institute), GLOBAL GAP.	
Import Documentation	<ul style="list-style-type: none"> <li>○ Bill of lading</li> <li>○ International Transaction form</li> <li>○ Commercial invoice</li> <li>○ Packing list</li> <li>○ Customs Import Declaration</li> <li>○ Delivery Order release form from shipping line</li> <li>○ Inspection report</li> <li>○ SOLAS certificate</li> </ul>	
Government Procurement	Suriname is not a party to the WTO Plurilateral Agreement on Government Procurement. There is no law regarding procurement and the process is fairly intransparent. Open tendering is required for public works of approximately USD 525,000 and higher. To qualify to bid, participants must have a valid business licence and/or be registered with the Chamber of Commerce. There is no explicit barrier to foreign participation, but tenders are usually advertised only in national publications.	
<b>13.3.2 Services<sup>38</sup></b>		
3.2.1 Commitments		
Government procurement	EC countries are eligible to participate in the procurement of CARIFORUM services larger than SDR 155,000 and works larger than SDR 6.5 million <a href="https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement">https://www.scribd.com/document/62670760/Annex-VI-Covered-Procurement</a>	

<sup>38</sup> Source: EC–CARIFORUM ECONOMIC PARTNERSHIP AGREEMENT SERVICES AND INVESTMENT COMMITMENTS, International Trade Center 2009

Regulatory Requirements	<ul style="list-style-type: none"> <li>Where European businesses can establish a commercial presence, key personnel (business visitors, managers, specialists) and graduate trainees, not available locally, can obtain visas to work in the local company, subject to an economic needs test.</li> </ul>	
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## Business Opportunities for DR Firms in Suriname

### ■ Goods

In determining opportunities for DR firms in Suriname, the consultants have looked both at:

- Opportunities in Suriname and general strengths of DR private sector
- Threats in approaching Suriname and possible weaknesses of the DR export sector

### ■ Opportunities and strengths

Increasing market share of presently exported goods in the most viable product categories

The DR already exports goods to the country. In some viable categories, the DR has a low market share.

**Table 13.12 DOMINICAN EXPORT POTENTIAL TO SURINAME MARKET  
(US\$ 000)**

Subheading	Product Description	Value in 2016	Suriname Total Imports 2016	DR Export Potential
'25232910	Portland cement (excl. white, whether or not artificially coloured) (detailed label not available)	3 232	11 569	8 337
'25231000	Cement clinkers	1 734	8 160	6 426
'27101986	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	706	869	163
'21041020	Soups and broths and preparations therefor (detailed label not available)	591	3 324	2 733
'38089410	Disinfectants (excl. goods of subheading 3808.50) (detailed label not available)	465	655	190
'72142010	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves	301	3 888	3 587
'25201020	Gypsum; anhydrite (detailed label not available)	279	279	0
'31021000	Urea, whether or not in aqueous solution	216	4 021	3 805
'27101983	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	151	12 195	12 044
'39219000	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated	135	796	661
'38061000	Rosin and resin acids	134	696	562
'76109090	Structures and parts of structures, of aluminium, n.e.s., and plates, rods, profiles, tubes	113	742	629
'76041000	Bars, rods and profiles, of non-alloy aluminium, n.e.s.	88	547	459
'31059000	Mineral or chemical fertilizers containing the two fertilizing elements nitrogen and potassium	60	299	239
'27101930	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	55	456	401

Source: Trademap

### Opportunities based on the country's main industries

According to [www.export.gov](http://www.export.gov), the US export promotion portal set up by US Embassies around the world, the best opportunities for investments and therefore also the opportunity to provide inputs (raw material, intermediate goods, capital goods, etc.) are:



- Agriculture
- Construction

### **Opportunities based on non-branded commodities, not produced in CARICOM**

For commodities the tariffs are low, varying from 0 to 20% because most commodities are not produced in the country or the CARICOM. Some examples

- Foods
- Construction materials (cement, iron bars, wood)

### **Opportunities based on inputs for other sectors**

The tariffs for raw materials, intermediate and capital goods are low, varying from 0-10%.

These might include inputs for:

- Construction
- Installations, repair and maintenance
- Inputs for hydropower. Suriname has a large hydropower plant.

### **Opportunities based on DR strengths and export focus areas**

These include:

- Plastics
- Textiles
- Gold

Like the DR, Suriname is also a producer and exporter of gold. Opportunities exist to provide inputs in the form of capital equipment to the sector.

## **■ Threats and weaknesses**

The threats and weaknesses facing DR firms when exporting to the country fall into one or several of the following categories.

### **1. Volume**

The country is a small market with less than 5% of the total population of the DR. Given the barriers with regard to language, special import regime, transportation, existing preferences, etc., the market might not be interesting for some DR exporters.

## 2. Strength of competing non-CARICOM countries, their firms, or the distributor

An importing distributor may have a long and important relationship with a supplier in another trading partner country. Consequently, the supplier and shippers are respectively able to provide relatively high volume and shipping discounts. There may also be relatively more shipping options with an established trading partner.

## 3. Preferences

The US, the Netherlands and China are large trading partners. For the latter two ethnic ties and large diaspora in the Netherlands plays a role in Surinamese preferences and therefor imports.

## 4. Distance

At 2,250 km from the DR, Suriname is the farthest away from the DR with large suppliers such as Brazil and Colombia as its closest neighbors. Within CARICOM, Suriname is also very well-connected with Trinidad & Tobago with daily flights by several airlines.

## 5. Tariffs

Tariffs are especially high for those imported goods that would compete with goods produced in CARICOM. Included herein are several agricultural goods and goods produced thereof, including fruits and vegetables, and large crops such as banana and sugar, as well as rum and tobacco products.

### ▪ Strategies

**To mitigate the challenges related to ‘small market size’, distance and shipment**, the exporter may choose to attempt to sell his product in all of CARICOM, using one or more countries as a hub, to **generate leads and mitigate the challenge of tariffs (CET)**.

## Services

### Opportunities

#### Opportunities arising from EU-CARIFORUM EPA

The ITC report on EU-CARIFORUM EPA Commitments outlines the opportunities for EU services in the Caribbean.<sup>39</sup> These opportunities are also valid for DR firms.

<sup>39</sup> [http://cnsc.org/download/trade\\_in\\_services/TTC%20Cariforum%20Economic%20Partnership%20Agreement.pdf](http://cnsc.org/download/trade_in_services/TTC%20Cariforum%20Economic%20Partnership%20Agreement.pdf)

**Leads** can be obtained from the Coalition of Services, the Tourism Association, and websites of the government and regional institutes (see Appendices).

### Opportunities arising from other circumstances

Professional services and/or capacity building in the areas of tourism, agriculture, agroprocessing and aquaculture are good opportunities.

**Leads** can be obtained from the Coalition of Services and the Tourism Association (see Appendices).

## OTHER USEFUL INFORMATION

### ▪ Main Ports

**Table 4.10. PORTS AND AIRPORTS**

Sea ports	<ul style="list-style-type: none"> <li>• Port of Paramaribo</li> <li>• Port of Moengo</li> <li>• Port of Wageningen</li> <li>• Port of Nieuw Nickerie</li> <li>• Port of Paranam</li> </ul>
Airports	<ul style="list-style-type: none"> <li>• Johan Adolf Pengel International Airport (Paramaribo-Zanderij International Airport)</li> </ul>
Website	<a href="https://www.searates.com/maritime/suriname.html">https://www.searates.com/maritime/suriname.html</a>

### ▪ Distribution Channels

In Suriname, there are two main distribution channels:

- ✓ Importer/agent/distributor which then sells to retail
- ✓ Importer/agent/distributor which is also a retailer. This is generally the case for:
  - large grocery, hardware stores and electronics, appliance, computer stores, and similar.
  - very small retailers which order and sell small quantities of items with a low ticket price, sometimes advertised via social media specialty stores, which sell niche products.

Importers would be searching for suppliers via the internet. An up-to-date website with product assortment, specifications, and prices, where possible, in English would be a necessity. In the absence of personal introductions, the website and social media act as a 'business card'.

#### ▪ Trade Fairs

In Suriname Trade Fairs are important. They are almost a third distribution channel. The annual fair, organized by the Chamber of Commerce, also known as the **Jaarbeurs**, is held every year from end of November to the beginning of December. With over 100,000 visitors, it is the largest general fair in the Caribbean.

The AGRO - ICT - MADE IN SURINAME Fair is held annually around April-May. Participating firms include:

- Agriculture, horticulture, flowers, plants, fruit, cattle and beekeepers
- The service sector (finance, ICT, transport, real estate, research, information, training), suppliers and processors
- Industry (food, beverages, construction material, furniture, chemicals, metals, clothing, packaging)
- Mining, tourism, fisheries, fish processors, etc.

#### Suriname Coalition of Services

It appears that in 2015 a coalition was started. However, there is no reference of the Coalition on any website.

### 13.1. SURINAME DISTRIBUTORS

COMPANY	ACTIVITY
<b>GreyMIC Imports</b> Roelstraat 22A Paramaribo, Suriname Tel: 597-430086 / 597-452002 Fax: 597-430086 Mail: <a href="mailto:info@greymic.com">info@greymic.com</a> <a href="http://www.greymic.com/about">http://www.greymic.com/about</a>	Online sales and distribution
<b>Fernandez Agenturen (Fernandes Group)</b> Drs. Inez Redjosentono Mse J. A. Pengelstraat 167 Suriname Phone: 597 404745 / 597 404751 Fax: (597) 402750 E-Mail: <a href="mailto:secretariat@fernandesagenturen.com">secretariat@fernandesagenturen.com</a> <a href="http://www.fernandes-group.com">www.fernandes-group.com</a>	Distributors food, beverages
<b>Chandnani Trading Co</b> Zwartenhovenbrugstraat 187, Centrum   Paramaribo, Suriname Phone: (597) 42-2685 Fax: (597) 41-1375 <a href="http://amerpages.com/eng/surinam/items/view/1045/chandnani-trading-co">http://amerpages.com/eng/surinam/items/view/1045/chandnani-trading-co</a>	Hardware, ironware, metals
<b>Tropical Marketing &amp; Distribution NV</b> Aboenawrokostraat 55 P.O. Box 13303 Paramaribo - Suriname Tel: +597 458666   Fax: +597 458587 Email: <a href="mailto:import@tropicalti.com">import@tropicalti.com</a> <a href="http://www.tropicalgroupnv.com/home/">http://www.tropicalgroupnv.com/home/</a>	Distributors for major international food, international health & beauty, cosmetics and pharmaceutical brands, consumer, office supplies and general merchandise.
<b>Health Tech NV</b> Koningstraat 90 - 92 Paramaribo, Suriname Tel. / Fax : 597 403776 <a href="http://www.healthtechsuriname.com/contact/?lang=en">http://www.healthtechsuriname.com/contact/?lang=en</a>	Wholesale distributor of healthcare products, pharmaceuticals, over the counter products and health and beauty aids.
<b>Distribution &amp; Trade Services Suriname N.V. (DTS N.V.)</b> Bonistraat 66, Paramaribo - Suriname Telephone: +597 451000 Fax: +597 458880 E-Mail: <a href="mailto:CEO@dtssur.com">CEO@dtssur.com</a>	Distributor/Importer of cigarette products, non-alcoholic beverages, bottled water, cookies and snacks,

<a href="http://mitrasur.com/index_eng.html">http://mitrasur.com/index_eng.html</a>	yoghurt and Catelli products
<b>Köpcke Trading Suriname Corporate HALO N.V.</b> Steven Tjin A Djie M.Sc., Managing Director Email: <a href="mailto:management@halo.sr">management@halo.sr</a> Mobiel: 597- 8109000 P.O. Box 1848 Wilhelminastraat 6 Paramaribo – Noord, Suriname Phone: +597 – 425745/ +597 – 425750 Fax: +597- 425130 Email: <a href="mailto:kopcke@sr.net">kopcke@sr.net</a> <a href="http://www.kopcketradingsuriname.com/">http://www.kopcketradingsuriname.com/</a>	Importers/Distributors of dry goods, frozen food and non-food
<b>Belem import</b> 59 / 61 Prins Hendrikstraat, Paramaribo, Suriname Phone: + 597 422716 Mobile: +597 8702615	Distributor/Wholesale consumer products from Brazil
Fertilizer companies <a href="https://www.fertilizers1.com/fertilizer-suppliers/suriname">https://www.fertilizers1.com/fertilizer-suppliers/suriname</a>	Complete list of Suriname fertilizer companies

**13.2. SURINAME CONSULATE, TOURISM ASSOCIATION,  
SERVICE COALITION, CHAMBER OF COMMERCE**

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<b>Economische ControleDienst (Economic Controls)</b> Industrieweg # 48 - 50 Paramaribo Suriname Tel: 483949 / 402080 toestel 1213 /1217/1219 Email: klachten@minhi.gov.sr	<b>De dienst voor de Waarborg en het Ijkwezen (Bureau of Standards)</b> Industrieweg # 48 - 50 Paramaribo Suriname Tel: 480647/ 402080 toestel 1212 / 1239 / 1248 Email: waarborg.ijkwezen@minhi.gov.sr
Competitiveness Unit Suriname <b>Postadres</b> Kabinet van de Vice President van de Republiek Suriname Dr. Sophie Redmondstraat no 116-118 Ir. Frank Essed Gebouw Paramaribo – Centrum <b>E-mail:</b> cus@surinamecompete.org <b>Web Site:</b> <a href="http://www.surinamecompete.org">www.surinamecompete.org</a>	<b>Honorary Consulate of Suriname in Santo Domingo</b> Presidente Gonzalez 20, Edificio Naco 1, Apt. 1101 Santo Domingo Margarita Rodriguez Honorary Consul +1.809.565.8780

**Table 13.13. SURINAME MAJOR IMPORTS RELEVANT TO DR**  
(US\$ 000)

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total Imports</b>	<b>1.732.785</b>	<b>2.308.498</b>	<b>1.826.728</b>	<b>1.621.274</b>	<b>942.138</b>
'210690	Food preparations, n.e.s.	20.539	19.566	17.320	15.952	13.375
'190110	Food preparations for infant use, put up for retail sale, of flour, groats, meal, starch	1.768	1.885	1.901	11.704	12.096
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	7.211	8.320	7.697	11.889	8.322
'252329	Portland cement (excluding white, whether or not artificially coloured)	15.442	16.907	18.029	10.826	6.060
'220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	7.670	10.478	8.657	11.539	5.633
'392330	Carboys, bottles, flasks and similar articles for the	7.170	8.650	7.382	6.730	5.156



Subheading	Product Description	2012	2013	2014	2015	2016
	conveyance or packaging of goods					
'220300	Beer made from malt	5.166	7.076	7.136	5.476	4.986
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections)	6.025	27.937	12.039	16.663	4.975
'690890	Glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes	1.166	1.436	1.649	7.148	4.856
'732690	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire)	4.330	5.689	3.765	16.128	4.671
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	5.944	9.643	8.728	8.567	4.628
'170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter	-	-	-	1.028	3.990
'722830	Bars and rods of alloy steel other than stainless, not further worked than hot-rolled, hot-drawn	-	-	-	1	3.853
'640299	Footwear with outer soles and uppers of rubber or plastics	1.098	1.003	931	5.457	3.841
'170199	Cane or beet sugar and chemically pure sucrose, in solid form (excluding cane and beet sugar)	10.649	10.405	9.959	5.651	3.822
'190531	Sweet biscuits	3.204	3.559	3.763	5.204	3.606
'170111	Raw cane sugar (excluding added flavouring or colouring)	4.634	4.777	3.671	4.660	3.550
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	3.072	3.723	3.731	3.294	3.273
'901839	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary	863	914	940	2.778	3.097
'210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	1.761	1.991	1.985	3.755	3.091

Subheading	Product Description	2012	2013	2014	2015	2016
'391729	Rigid tubes, pipes and hoses, of plastics (excluding those of polymers of ethylene, propylene)	1.010	2.492	5.671	391	2.871
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	8.422	8.246	8.077	13.211	2.711
'070320	Garlic, fresh or chilled	1.463	1.951	1.906	1.369	2.594
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	3.567	1.735	1.704	6.964	2.582
'330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments)	1.876	1.865	2.063	4.500	2.390
'190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	20.782	3.722	3.063	4.807	2.193
'070190	Fresh or chilled potatoes (excluding seed)	2.799	3.918	2.639	1.809	2.182
'160100	Sausages and similar products, of meat, offal or blood; food preparations based on these products	2.871	3.257	3.689	3.071	2.156
'200410	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid, frozen	1.620	1.873	1.862	2.099	2.134
'020712	Frozen fowls of the species Gallus domesticus, not cut in pieces	3.562	4.081	3.045	3.752	2.124
'620462	Women's or girls' trousers, bib and brace overalls, breeches and shorts of cotton	991	851	781	1.384	2.121
'392321	Sacks and bags, incl. cones, of polymers of ethylene	321	300	397	2.883	1.989
'210111	Extracts, essences and concentrates, of coffee	1.451	1.629	1.319	1.895	1.724
'380893	Herbicides, anti-sprouting products and plant-growth regulators	2.265	2.350	3.186	1.957	1.715
'391723	Rigid tubes, pipes and hoses, of polymers of vinyl chloride	1.040	1.488	1.224	1.734	1.693
'760429	Bars, rods and solid profiles, of aluminium alloys, n.e.s.	1.127	461	356	1.895	1.692

Subheading	Product Description	2012	2013	2014	2015	2016
'230400	Oilcake and other solid residues, whether or not ground or in the form of pellets	6.119	5.801	6.763	3.004	1.643
'151790	Edible mixtures or preparations of animal or vegetable fats or oils	628	454	421	2.758	1.594
'392590	Building elements for the manufacture of floors, walls, partition walls, ceilings, roofs, etc.	1.738	2.199	2.461	2.549	1.584
'620432	Women's or girls' jackets and blazers of cotton (excluding knitted or crocheted, wind-jackets)	7	83	21	1.786	1.527
'847150	Processing units for automatic data-processing machines	2.312	2.950	2.580	1.018	1.501

Source: Trademap

## 15. TRINIDAD & TOBAGO COUNTRY PROFILE



### 15.1. KEY SOCIO- ECONOMIC INDICATORS

#### 3.1.1 Social and Demographic Indicators

**TRINIDAD & TOBAGO** comprises two islands with a total area of 5.130 square kilometers and a total population estimated in 1.365 million persons in 2016. The birth rate, estimated in 14.0 per 1000 people, the infant mortality rate estimated at 17% as well as life expectancy rate of 70.6 years have maintained an almost static trend for the period 2012-2015, without any relevant changes.

**Table 15.1. TRINIDAD & TOBAGO KEY SOCIO DEMOGRAPHIC INDICATORS**

INDICATOR	2012	2013	2014	2015	2016
Land area (sq. km)	5.130	5.130	5.130	5.130	5.130
Population, total	1.341.588	1.348.248	1.354.493	1.360.092	1.364.962
Labor Force, Total	675.279	675.932	675.376	677.327	678.830
Birth rate, crude (per 1,000 people)	14.8	14.6	14.3	14.0	-
Life expectancy at birth, total (years)	70.2	70.3	70.5	70.6	-
Mortality rate, infant (per 1,000 live births)	18.8	18.2	17.7	17	-

Source: World Bank

#### 3.1.2 Economic Indicators

**Table 15.2 TRINIDAD & TOBAGO KEY ECONOMIC INIDICATORS, 2012-2016**

INDICATOR	2012	2013	2014	2015	2016
GDP in 000 US\$ (current)	25.694.164	26.436.221	26.175.906	23.559.287	20.989.155
GDP growth (annual %)	1.29	2.65	-0.58	-0.58	-5.11
GDP per capita (current US\$)	19.152	19.608	19.325	17.322	15.377
Inflation, consumer prices (annual %)	9.27	5.20	5.68	4.66	3.06
Foreign direct investment, net inflows (000 US\$)	-1.891.033	-1.134.422	671.596	355.079	-251.398

Source: World Bank Data

Trinidad and Tobago is a leading economy in CARICOM, with a high GDP per capita of over US\$ 15,700 and annual GDP at constant value of US\$22 billion for most of the years in the period 2014-2016. However, it has exhibited a negative average annual current GDP growth rate of – 2.86% for the same period. This is consistent with the recession affecting this country during the period under study and the decline of the energy and gas revenues which make up almost 80% of its total revenues.

The aforementioned fall in energy revenues can be explained by the continued decline in energy production and oil prices. Services related to energy and gas account for the high participation of

services in the economy (64%). Despite the slump in oil and energy prices, it is to be noted that during the mentioned period, inflation has gone down from 9% in 2012 to 3% in 2016.

## 3.2 GENERAL TRADE OVERVIEW AND TRENDS

### 3.2.1 Trade Balance

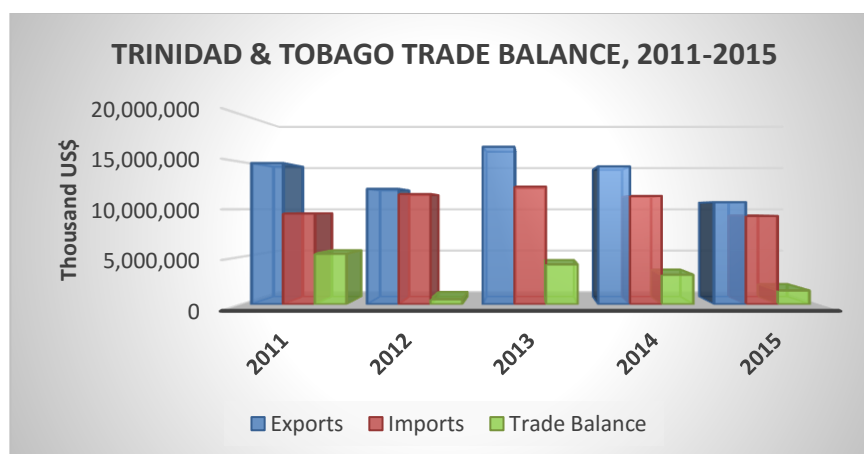
**Table 15.3 TRINIDAD & TOBAGO TRADE BALANCE  
(US\$ 000)**

	2011	2012	2013	2014	2015
Exports	14,875,158	12,159,202	16,597,499	14,526,145	10,755,571
Imports	9,553,308	11,615,580	12,395,843	11,411,688	9,297,809
Total Trade	24,428,466	23,774,782	28,993,342	25,937,833	20,053,380
<b>Trade Balance</b>	<b>5,321,850</b>	<b>543,622</b>	<b>4,201,656</b>	<b>3,114,457</b>	<b>1,457,762</b>
Export Participation	60.89	51.14	57.25	56.00	53.63

Source: Trademap

The trade balance for goods in **TRINIDAD & TOBAGO** was positive during 2011-2015, and although both imports and exports slumped in 2014-2015, the participation of exports in total trade remains above 55%.

### GRAPHS



### 15.2.2 Main Export Markets

Although Trinidad & Tobago has a high concentration in the energy sector, it has been able to diversify into light manufacturing, being the world's largest exporter of ammonia and methanol and the 6<sup>th</sup> largest exporter of liquefied gas (LNG).

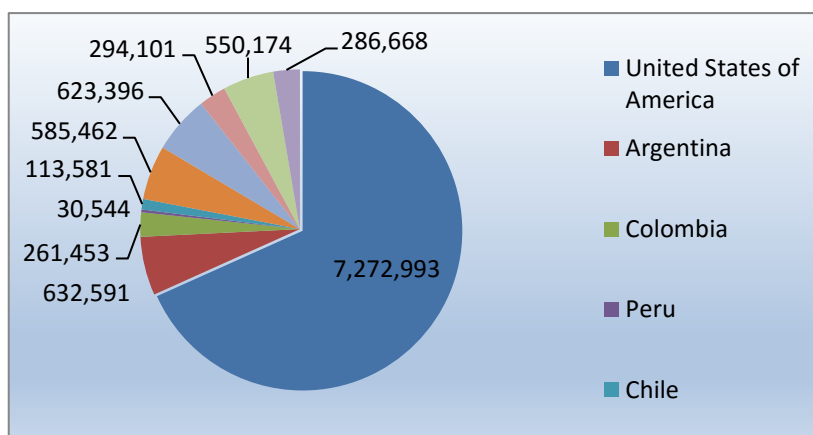
**Table 15.4 TRINIDAD & TOBAGO TOP TEN EXPORT MARKETS**  
(US\$ 000)

Export Markets	2011	2012	2013	2014	2015
<b>World</b>	<b>14,875,158</b>	<b>12,159,202</b>	<b>16,597,499</b>	<b>14,526,145</b>	<b>10,755,571</b>
United States of America	7,272,993	5,967,044	6,557,567	6,550,154	4,487,845
Argentina	632,591	323,331	565,053	487,230	726,197
Colombia	261,453	264,781	942,271	435,190	437,433
Peru	30,544	45,065	57,322	176,118	419,055
Chile	113,581	197,473	372,954	418,104	385,506
Spain	585,462	234,476	512,673	535,085	318,725
Jamaica	623,396	503,037	829,925	566,230	312,917
Brazil	294,101	202,986	679,294	690,848	251,686
France	550,174	334,860	306,665	164,844	241,629
Guyana	286,668	234,889	351,903	340,794	217,594
<b>Total Top Ten</b>	<b>10,650,963</b>	<b>8,307,942</b>	<b>11,175,627</b>	<b>10,364,597</b>	<b>7,798,587</b>
<b>Participation Top Ten</b>	<b>71.60</b>	<b>68.33</b>	<b>67.33</b>	<b>71.35</b>	<b>72.51</b>

Source: Trademap

TRINIDAD & TOBAGO has a high concentration in one export market, the United States, which accounts for more than 60% of total exports, while the top 10's participation in total exports averages 70% for the period 2011=2015, followed by Argentina, Colombia, Peru, Chile and Spain.

**GRAPH 2.2**



### 15.2.3 Main Import Products

**Table ---TRINIDAD AND TOBAGO MAJOR IMPORTS (US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total imports</b>	11615580	1.2E+07	11411688	9297809	5747346
'270900	Petroleum oils and oils obtained from bituminous minerals, crude	4041602	5676315	4799391	2629166	797688
'999999	Commodities not elsewhere specified	7614	8135	8958	8679	259714
'890520	Floating or submersible drilling or production platforms	191181	0	16227	4203	209460
'870323	Motor cars and other motor vehicles principally designed for the transport of persons	135645	176051	209249	217295	153312
'843143	Parts for boring or sinking machinery of subheading 8430.41 or 8430.49, n.e.s.	122875	85758	48294	90337	131793
'260112	Agglomerated iron ores and concentrates (excluding roasted iron pyrites)	29749	21119	10919	0	129833
'870322	Motor cars and other motor vehicles principally designed for the transport of persons	80224	108259	91572	104049	65852
'851762	Machines for the reception, conversion and transmission or regeneration of voice, image	33791	26154	38415	71936	64217
'841199	Parts of gas turbines, n.e.s.	26592	46462	31900	41519	53304
'848180	Appliances for pipes, boiler shells, tanks, vats or the like (excluding pressure-reducing valves)	25541	45625	42078	66440	52916
'851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	50575	38884	42271	26672	52555
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections)	12058	18087	33352	26758	52376
'870421	Motor vehicles for the transport of goods, with compression-ignition internal combustion piston	116615	141892	160872	131987	50280
'210690	Food preparations, n.e.s.	50342	54356	57513	65416	42664
'847989	Machines and mechanical appliances, n.e.s.	28788	21548	56428	42923	36723

'843142	Bulldozer or angledozer blades, n.e.s.	68	99	51	27	36115
'271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel	417008	254780	70757	56068	35728
'730429	Casing and tubing, seamless, of iron or steel, of a kind used in drilling for oil or gas	23003	22583	12772	32440	35645
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	105447	110027	117242	110883	34099
'040690	Cheese (excluding fresh cheese, incl. whey cheese, curd, processed cheese, blue-veined cheese	29980	36144	41904	32036	28850
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail	36590	35518	32949	35236	27121
'841182	Gas turbines of a power > 5.000 kW (excluding turbojets and turbopropellers)	3811	8117	6885	10849	26465
'100199	Wheat and meslin (excluding seed for sowing, and durum wheat)	0	0	0	0	26203

Source: Trademap

## 15.2.4 Main Suppliers

**Table 15.5 TRINIDAD Y TOBAGO TOP TEN SUPPLIERS  
(US\$ 000)**

Suppliers	2011	2012	2013	2014	2015
<b>World</b>	<b>9,553,308</b>	<b>11,615,580</b>	<b>12,395,843</b>	<b>11,411,688</b>	<b>9,297,809</b>
United States of America	2,557,697	3,580,364	2,676,434	2,502,923	2,970,789
Gabon	1,296,517	1,239,487	1,878,656	2,271,869	1,161,697
China	444,590	549,972	553,029	635,777	659,699
Colombia	1,110,245	1,474,755	2,503,435	1,169,664	512,182
Russian Federation	805,089	801,532	1,321,346	1,105,712	453,276
Norway	3,869	279,143	4,072	20,720	450,525
Brazil	613,714	574,840	388,486	582,050	307,703
Japan	168,069	233,320	280,432	265,209	268,456
United Kingdom	143,872	200,533	284,553	294,736	252,342
Canada	323,531	225,387	220,469	240,869	219,567
<b>Total Top Ten</b>	<b>7,467,193</b>	<b>9,159,333</b>	<b>10,110,912</b>	<b>9,089,529</b>	<b>7,256,236</b>
<b>Participation Top Ten (%)</b>	<b>78.16</b>	<b>78.85</b>	<b>81.57</b>	<b>79.65</b>	<b>78.04</b>

Source: Trademap



Trinidad Tobago's main supplier, like most of the CARICOM countries, is the United States, followed by Colombia, Gabon, Russian Federation, China and Brazil. To be noted that while the US's participation in total imports has been increasing or fluctuating slightly during 2012-2015, the aforementioned countries participation has been decreasing every year.

It should be noted that while there's a stable trade between the DR and TT, the DR is not among Trinidad & Tobago's Top 10 suppliers.

### 15.2.5 Trade with CARICOM

**Table 15.6 TRINIDAD & TOBAGO TRADE BALANCE WITH CARICOM  
(US\$ 000)**

	2011	2012	2013	2014	2015
Exports	2,090,886	1,733,797	3,061,954	1,992,660	1,158,648
Imports	242,622	217,750	182,517	190,597	158,963
Total Trade	2,333,508	1,951,547	3,244,471	2,183,257	1,317,611
Trade Balance	<b>1,848,264</b>	<b>1,516,047</b>	<b>2,879,437</b>	<b>1,802,063</b>	<b>999,685</b>
Export Participation	<b>89.60</b>	<b>88.84</b>	<b>94.37</b>	<b>91.27</b>	<b>87.94</b>

Source: Trademap

Trinidad & Tobago's balance surplus with CARICOM is quite significant (US\$ 1.1 billion vs. US\$ 158 million in 2015) and has maintained a positive trend during 2011-2015. Its export participation in total trade with CARICOM countries averages about 90% for the mentioned period, albeit a slight fall in 2012, and a more sharp decline in 2015 with respect to the previous year.

Imports from CARICOM countries have decreased in all years except in 2014 when it experienced a very slight increase with respect to 2013.

#### 15.2.5.1 Imports from CARICOM

CARICOM countries have a very low participation in TT total imports. During the period 2011-2015 averaged 1.85%, a slightly higher participation than the DR's import participation in total TT imports averaging 0.03% for the same period.

Trinidad and Tobago's main suppliers from CARICOM are: Barbados (US\$ 40 million), Guyana (US\$ 33 million), Suriname (US\$ 25 million), Jamaica (US\$ 20 million), St. Lucia (US\$ 14million) and Belize (US\$ 13 million) in 2015.

**Table 15.7 TRINIDAD & TOBAGO IMPORTS FROM CARICOM  
(US\$ 000)**

Suppliers	2011	2012	2013	2014	2015
<b>World</b>	<b>9,553,308</b>	<b>11,615,580</b>	<b>12,395,843</b>	<b>11,411,688</b>	<b>9,297,809</b>
Barbados	51,256	90,281	84,136	86,840	40,109
Guyana	31,090	58,306	32,216	33,071	33,567
Suriname	11,348	10,195	5,307	6,743	25,680
Jamaica	17,127	16,695	16,141	18,267	20,728
Saint Lucia	8,519	11,308	9,612	16,034	14,692
Belize	11,705	17,043	15,897	14,501	13,181
Dominica	3,910	7,172	5,424	5,189	3,746
Saint Vincent and the Grenadines	4,081	4,137	4,512	5,200	3,225
Saint Kitts and Nevis	334	779	2,048	2,282	2,054
Grenada	608	775	1,264	1,482	1,283
Antigua and Barbuda	496	629	392	429	341
Haiti	178	247	5,386	398	152
Montserrat	0	0	116	120	149
Bahamas	101,970	183	66	41	56
<b>Total CARICOM</b>	<b>242,622</b>	<b>217,750</b>	<b>182,517</b>	<b>190,597</b>	<b>158,963</b>
<b>CARICOM Participation</b>	<b>2.54</b>	<b>1.87</b>	<b>1.47</b>	<b>1.67</b>	<b>1.71</b>

Source: Trademap

### 15.2.6 Trade with the Dominican Republic

Trinidad & Tobago has a trade surplus with the Dominican Republic, although exports have an erratic trend, increasing and decreasing from year to year during 2011-2015, maintaining this downward trend during 2014 and 2015.

Imports from the Dominican Republic in average amount to US\$ 34 million during the above mentioned period with an average annual participation in total trade of around 15% but when compared to TT's total imports, participation falls to 0.03%.

**TABLE 15.8 T&T TRADE BALANCE WITH THE DOMINICAN REPUBLIC**

	2011	2012	2013	2014	2015
Exports	237,319	141,275	299,743	182,130	153,714
Imports	29,085	33,161	33,005	40,831	34,513
Total Trade	266,404	174,436	332,748	222,961	188,227
<b>Trade Balance</b>	<b>208,234</b>	<b>108,114</b>	<b>266,738</b>	<b>141,299</b>	<b>119,201</b>
Import Participation (%)	10.92	19.01	9.92	18.31	18.34

Source: Trademap

**Table 15.9 DOMINICAN REPUBLIC PARTICIPATION IN T&T TOTAL IMPORTS  
2011- 2015 (US\$ 000)**

	2011	2012	2013	2014	2015
T&T Total Imports	9,553,308	11,615,580	12,395,843	11,411,688	9,297,809
Imports from DR	29,085	33,161	33,005	40,831	34,513
DR Imports Participation (%)	0.003	0.003	0.003	0.004	0.004

Source: Trademap

The DR's participation in TT total imports averaged around 0.03% during 2011-2015. This together with Trinidad's 5 to 1 bilateral export - import trend in (US\$ 153 million vs. US\$ 34 million) speaks to the need for the DR to take concrete actions in order to reverse this very low import trend. There is certainly an opportunity for the DR to increase its exports to Trinidad, particularly given the range of imports from other sources, namely United States, Colombia, Russian Federation, China, Brazil.

TT's main imports from the Dominican Republic include cigars, cement, articles and tableware and kitchenware of plastics, among others.

### 15.3 IMPORT REQUIREMENTS

#### 15.3.1 GOODS

MEASURE	DESCRIPTION	LEGAL BASIS
Applicable Customs Tariff		Customs Act 22 of 1938 & amendments
Tariff Rates	<ul style="list-style-type: none"> <li>Import tariffs range from 0% to 45%.</li> <li>Over 90% of tariffs range from 0 to rate of 20 %.</li> <li>Rates applied to DR products according to schedules in the DR-CARICOM FTA among which the CET set at 40%. (See Chapter I above).</li> <li>Some luxury items such as jewelry, auto-parts have a 30%.</li> <li>Import surcharges on a number of agricultural products.</li> </ul>	Customs Act 6 of 2013
Custom Duty Exemptions	<ul style="list-style-type: none"> <li>Books, CDs, computer hardware and software, scanners are tariff free.</li> <li>Concessions for equipment material and supplies imported for use in offshore petroleum exploration and operations</li> </ul>	Customs Act Free Zones Act 1988 Tourism Dev, Ac 200 Fiscal Incentives Act 1979

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Goods included in the List of Conditional Duty Exemptions to the CET. Ineligible products if produced in CARICOM countries cannot be exempted (in whole or in part) from duty when they are imported for use in industry, agriculture, fisheries, forestry, and mining.</li> <li>Imports from CARICOM countries are duty-free provided they meet the rules of origin.</li> </ul>	
Preferential Tariff	DR-CARICOM FTA and CARIFORUM-EU EPA applied. For products in the Lists of Goods Subject to MFN Tariff and Agricultural Products subject to Special Arrangements, the CET 40% tariff is applied.	
Taxes on Imports	<ul style="list-style-type: none"> <li>Value added tax of 12.5%</li> <li>Some products (mainly food items) and medicines are exempt from VAT.</li> <li>Services, including educational, medical, private transport, real estate, hotel accommodation for more than 30 days, and most financial services, are exempt from VAT; financial services are subject to a transaction tax of 15%.</li> </ul>	Value Added Tax Act
Excise Tax	<ul style="list-style-type: none"> <li>Excise duties (specific) are applied to certain goods whether produced locally or imported.</li> </ul>	
Tariff and non-tariff barriers	<ul style="list-style-type: none"> <li>Excluded goods in Appendix I of the DR-CARICOM FTA.</li> <li>Seasonal schedules for agricultural imports set out in the List of Selected Agricultural Products subject to Special Arrangements in the DR-CARICOM FTA.</li> <li>License for certain imports.</li> </ul>	DR=CARICOM FTA
Imports Restriction	<ul style="list-style-type: none"> <li>Section 45 of the Customs Act lists import prohibitions: <ul style="list-style-type: none"> <li>Goods included in the Animal Diseases and Importation Act.</li> <li>Unrefined sugar not manufactured in TT (only authorized by the President).</li> <li>Arms and ammunition.</li> <li>Indecent or obscene articles or matter,</li> <li>Mechanical games.</li> </ul> </li> </ul>	
Labelling Requirements	<ul style="list-style-type: none"> <li>The Ministry of Health is responsible for labelling requirements for food, drugs, cosmetics and health and safety regulations.</li> <li>Labels must be in English.</li> </ul>	

MEASURE	DESCRIPTION	LEGAL BASIS
	<ul style="list-style-type: none"> <li>Label content for food must include: country of origin, expiration date, ingredient list, net content, preservatives, colourings, additives, brand or trade names, name and address of manufacturer or distributor.</li> </ul>	
Standards	<ul style="list-style-type: none"> <li>The TT Bureau of Standards is responsible for regulating all standards except those related to food, drugs, cosmetics and medical devices which fall under the competence of the Chemistry, Food and Drug Division of the Ministry of Health.</li> <li>TT uses ISO 9000 standards.</li> <li>40 new standards in 2005-2011; 27 of which food-related.</li> <li>Inspected products: garments and textiles, tires, electrical and electronical products, footwear, lead batteries.</li> <li>Testing includes the following products: electrical chemical, construction materials, ceramic, fiber products.</li> <li>Member of IOS – International Organization for standardization and CROSQ – Caribbean Regional Organization for Standards and Quality.</li> </ul>	<p>TT Bureau of Standards</p> <p>Ministry of Health</p>
Other Charges and Taxes	<ul style="list-style-type: none"> <li>Cargo handling charges: <ul style="list-style-type: none"> <li>for bulk range from TT102.00 to TT132.</li> <li>For motor vehicles: from TT300 to TT500.</li> </ul> </li> </ul>	
Import Documentation	<ul style="list-style-type: none"> <li>CARICOM Area Invoice provided by the supplier</li> <li>Customs Declaration Form C82 or e-C82</li> <li>Commercial (Supplier) Invoice</li> <li>Declaration Form C75 or C76 (signed by the importer)</li> <li>Bill of Lading/Airway Bill</li> <li>Certificate of Origin</li> <li>Certificate of Health (if required)</li> <li>Sanitary (if required)</li> <li>Import License (if required)</li> </ul> <p>Important to check if license any of these are needed before exporting.</p> <ul style="list-style-type: none"> <li>A customs broker is required for import and export of goods.</li> </ul>	

Source: Trinidad & Tobago Customs and Port Authority; WTO, export.gov

### 15.3.2 SERVICES

SERVICES	See Services Commitments in the CARIFORUM-EU EPA 2009, ITC	
Regulatory Requirements	<p>Services was not negotiated in the DR-CARICOM FTA but Art. 238 of the EPA provides for all preferences given to the EU to be extended among CARIFORUM countries.</p> <ul style="list-style-type: none"> <li>▪ TT services commitments in the EPA are subject to market access-related reservations included in national legislations.</li> <li>▪ The EPA provides for entry of key personnel for the establishment of commercial presente (business visitors, managers, specialists) and graduate trainees, not available locally – subject to an economic needs test.</li> <li>▪ Opportunities for <b>contractual service suppliers</b> only apply where clearly identified for the relevant sectors and are subject to the reservations listed in those sectors. Temporary entry visa to the EU is available to under the EPA for professionals, music and entertainment, fashion, film and audiovisual services; visa and work permit are needed.</li> <li>▪ Temporary entry Visa application conditions: <ul style="list-style-type: none"> <li>- The person must be an employee of a business that has obtained a service contract in a CARICOM country. The employee must have: <ul style="list-style-type: none"> <li>- Employed by the business for one year.</li> <li>- A university degree or equivalent qualification.</li> <li>- Professional qualifications where required.</li> <li>- At least three years professional experience in the relevant sector.</li> </ul> </li> </ul> </li> <li>▪ Temporary entry will be for a cumulative period not exceeding six months during a 12-month period or for the duration of the contract (whichever is less).</li> <li>▪ The visa only allows the contracted service activity, no other business activities. The person</li> </ul>	EPA Schedules of Services Commitments

	<p>shall not receive remuneration during their stay other than that paid by their employer.</p> <ul style="list-style-type: none"> <li>▪ The number of persons covered by the services contract shall not be larger than necessary to fulfil the contract.</li> </ul>	
Government Procurement	<ul style="list-style-type: none"> <li>▪ Procurement is regulated by the Central Tenders Board (CTB).</li> <li>▪ A legislation on government procurement is in process of discussion and approval.</li> <li>▪ All contracts are subject to tendering under the selective or open competition rules.</li> <li>▪ For some tenders depending on the sector and total sum of the tender, it may be necessary to have a partnership with a TT firm.</li> <li>▪ Over 100 ministries and government agencies participate in purchasing procedures. TT is not signatory of the WTO Plurilateral Agreement on government Procurement.</li> </ul>	
Tourism	<ul style="list-style-type: none"> <li>▪ Tourism has been declared a priority by the TT government.</li> <li>▪ The sector is comprised of many small and medium firms buying small quantities.</li> <li>▪ 460,000 tourists visited TT in 2016, mostly business travelers, tourists interested in ecotourism and yatching, carnival lovers. This should be taken in consideration when developing a market entry strategy for DR products and services.</li> </ul>	

Source: TT WTO Trade Policy Review 2014, EPA Services Schedules, export.gov,

### 15.3.2.1 Services Trade Balance

**Table 15.10 TRINIDAD & TOBAGO TRADE IN SERVICES BALANCE  
(US\$ 000)**

	2011	2012	2013	2014	2015
Export	1,162,400	1,395,200	1,282,400	1,408,000	1,379,100
Import	1,896,500	2,248,700	1,926,900	2,112,300	2,340,700
Total Trade	3,058,900	3,643,900	3,209,300	3,520,300	3,719,800
Trade Balance	<b>-734,100</b>	<b>-853,500</b>	<b>-644,500</b>	<b>-704,300</b>	<b>-961,600</b>

Source: Trademap

The Services Sector is the largest sector in the Trinidad and Tobago economy, accounting for over 60% of GDP. The services sector is diverse covering business, construction, transport, communications, financial services, tourism/travel, government operations among others and employs an average of 80% of the labour force, some 422,000 persons.

Notwithstanding the above, Trinidad's Services Balance is negative for the period 2011-2015. This may be partially explained by the downfall of oil production and prices and the effects of the financial crisis in 2008 which seriously affected Trinidad.

Disaggregated information on total and Trinidad-DR import and export services data as well as exchange with the DR. was not readily available. However, services opportunities have been identified from WTO Trade Policy Review and export.gov country commercial guide.

## 15.5 BUSINESS OPPORTUNITIES FOR DR PRODUCTS IN TRINIDAD & TOBAGO

In determining opportunities for DR firms in Trinidad & Tobago, the consultants have looked both at:

- Opportunities in TT and general strengths of DR exporters.
- Threats for market entry in TT and possible weaknesses of the DR export sector

### 15.5.1 Opportunities and Strengths

#### 15.5.1.1 Opportunities (TT)

- TT has a high GDP per capita of over US\$ 15,000 and the second largest population in CARICOM, second to Jamaica, so the country's import volumes should be attractive to DR exporters.
- TT has significant imports of foods and other goods produced by DR (more than 70%)
- Increase market share of currently exported products
- New opportunities for **products not currently exported**
- Insufficient medical care and in some cases, not up to international standards
- Growing demand of ICT services
- High crime rate is generating opportunity for safety and personal security products and services
- Well established and reputable businesses

#### 15.5.2. Strengths

- Export quality products currently exported to Trinidad & Tobago
- Capacity of firms to increase actual DR exports and market share in Trinidad & Tobago
- DR firms' experience complying with international standards and certifications required in the US and Europe.



### 15.5.3 Threats and Weaknesses

#### 15.5.3.1 Threats

- Strong commercial and consumer preference link to the USA
- Trinidad & Tobago is presently going through a recession (ongoing decline in energy production and oil prices) could affect revenues and reduce buying power.
- Competing with current suppliers from North and South America, Europe and Asia.
- Current delays in obtaining foreign exchange could result in delays to receive future payments
- Government procurement may be discretionary: over 100 agencies involved in tendering, each with its own procedures

#### Other threats related to Competitors/Preferences/Tariffs

##### Strength of competing non-CARICOM countries, their firms, or the distributor

The USA is TT's main supplier accounting for more than 70% of imports. Other competitors are from South America and Asia. Distributors may have long and important relationships with a supplier in those markets who in addition may be able to provide relatively high volume and shipping options and discounts.

##### Preferences

The market may have a marked preference, especially for U.S. consumer goods, given the US dependence

##### Distance

At 1,312 kms from the DR, Trinidad & Tobago is the fourth farthest CARICOM country from the DR after Suriname, Guyana and Belize. Transport costs for shipments and travel for business persons are relatively high and must be considered in goods pricing.

##### Tariffs

The tariff applied to DR products by most CARICOM countries to goods that would compete with goods produced in CARICOM is the CET 40% tariffs reflected in the two lists of schedules included in the DR-CARICOM FTA.

Opportunities identified in --- for products not currently exported in the OECS and CARICOM MDCs are compatible with said lists. Included in those lists are both manufactured and agricultural products such as Portland cement, steel bars, paints, shampoos, soaps, fruits and vegetables, large crops such as banana and sugar, as well tobacco products. The non-application of EPA Art. 238 will continue to hinder trade in these categories but just for the DR, as they are currently exported from the United States, Colombia, Brazil, Russia and China, among other suppliers.

### 15.5.3.2 Weaknesses

- DR exports concentrated in USA and European markets
- Possible need to adapt products to compete with those of USA and other Top 10 suppliers
- Many DR products do not have a renown brand recognized in TT.

### 15.5.4 Opportunities based on the country's main industries

The oil and energy sectors together with services are TT's economy main drivers. Opportunities would include:

- Drilling equipment and services
- Equipment and supplies for manufacturing and maritime services
- Entertainment and tourism related services

### 15.5.5 Opportunities based on non-branded commodities, not produced in CARICOM

For most commodities and agricultural products, the applicable tariff is 40% CET as set out in schedules in the DR-CARICOM FTA.

- Food preparations and prepared sauces
- Condiments and seasonings
- Household and tableware articles of plastics
- Plastic articles for the packaging of goods

### 15.5.6 Opportunities based on inputs for other sectors

The tariffs for raw materials, intermediate and capital goods are low, varying from 0-10%. Some opportunities may include inputs for:

- Construction (hotels, buildings)
- Installations, repair and maintenance

### 15.5.7 Opportunities based on inputs for Carib-Export export strategies

The strategies applicable to Trinidad & Tobago include:

- The health and wellness industry, including medical tourism and ecotourism
- Agroprocessing
- Business process outsourcing
- ICT (software, consultancy, web page design, e-commerce cyber security)
- Professional services
- Creative Industries (fashion, music, design)

#### 4.1. Services

#### 4.2.1 Opportunities Arising from Sector-Specific Commitments.

Trinidad & Tobago made services commitments in the EPA in the following sectors of interest to the DR:

### OPPORTUNITIES FOR DR PRODUCTS IN TRINIDAD & TOBAGO

**Top TT imports where DR firms are already exporting and have a high potential for exports includes:** Preparations for sauces and prepared sauces, mixed condiments and seasonings, articles of plastics for the packaging of goods, tableware and kitchenware of plastics, sacks and bgs of plastics, household and toilet articles of paper, plates, sheets film and foil of plastics, alkyd resins, light oils and preparations, cane sugar, wooden furniture (excluding for offices, kitchen, bedroom), mattresses, potatoes prepared or preserved otherwise than by vinegar, folding cartons, boxes and cases of non-corrugated paper or paperboard, cigarettes.

**TABLE 15.11 BUSINESS OPPORTUNITIES FOR DOMINICAN FIRMS IN TRINIDAD & TOBAGO**

Subheading	Product Description	DR exports to T&T 2016	T&T total Imports 2016	DR Export Potential
	<b>Total Imports</b>	<b>23,648</b>	<b>6,021,366</b>	<b>5,997,718</b>
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	2,572	10,377	7,805
'392390	Articles for the conveyance or packaging of goods, of plastics (excluding boxes, cases, crates	1,908	4,752	2,844
'392190	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated	1,696	4,407	2,711

Subheading	Product Description	DR exports to T&T 2016	T&T total Imports 2016	DR Export Potential
'390750	Alkyd resins, in primary forms	1,527	2,280	753
'271012	Light oils and preparations, of petroleum or bituminous minerals which $\geq 90\%$ by volume	1,452	2,853	1,401
'392410	Tableware and kitchenware, of plastics	1,181	8,460	7,279
'252010	Gypsum; anhydrite	1,020	1,182	162
'340600	Candles and the like	992	1,588	596
'390521	Vinyl acetate copolymers, in aqueous dispersion	679	1,401	722
'200520	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excluding frozen)	610	995	385
'392010	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	562	10,951	10,389
'481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	555	5,854	5,299
'310560	Mineral or chemical fertilisers containing the two fertilising elements phosphorus and potassium	542	542	-
'392020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	527	9,619	9,092
'170199	Cane or beet sugar and chemically pure sucrose, in solid form (excluding cane and beet sugar)	433	15,954	15,521
'080440	Fresh or dried avocados	404	462	58
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	379	14,512	14,133
'392490	Household articles and toilet articles, of plastics (excluding TABLEware, kitchenware)	375	5,387	5,012
'940360	Wooden furniture (excluding for offices, kitchens and bedrooms, and seats)	316	8,805	8,489
'240220	Cigarettes, containing tobacco	277	10,227	9,950
'940429	Mattresses, fitted with springs or stuffed or internally filled with any material	256	519	263
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	254	11,658	11,404
'392329	Sacks and bags, incl. cones, of plastics (excluding those of polymers of ethylene)	241	4,222	3,981

Subheading	Product Description	DR exports to T&T 2016	T&T total Imports 2016	DR Export Potential
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	239	14,157	13,918
'080390	Fresh or dried bananas (excluding plantains)	233	2,313	2,080
'283526	Phosphates of calcium (excluding calcium hydrogenorthophosphate "dicalcium phosphate")	199	558	359
'392321	Sacks and bags, incl. cones, of polymers of ethylene	197	6,841	6,644
'310590	Mineral or chemical fertilisers containing the two fertilising elements nitrogen and potassium	176	598	422
'283650	Calcium carbonate	146	560	414
'190410	Prepared foods obtained by swelling or roasting cereals or cereal products, e.g. corn flakes	136	4,645	4,509
'380891	Insecticides (excluding goods of subheading 3808.50)	120	3,383	3,263
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	112	3,891	3,779

Source: Trademap

Three scenarios have been calculated for DR potential exports to Trinidad & Tobago based on a comparative analysis of TT total imports, TT imports from DR. DR firms export capacity to supply a percentage under one of the three (3) proposed or a lower percentage, has yet to be confirmed through a diagnosis of export capacity recommended in the Action Plan.

**Table 15.12 DR EXPORT POTENTIAL IN TRINIDAD & TOBAGO MARKET – SCENARIOS**

Subheading	Product Description	DR Export Potential US\$	10%	20%	30%
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	7,805	781	1,561	2,342
'392390	Articles for the conveyance or packaging of goods, of plastics (excluding boxes, cases, crates	2,844	284	569	853
'392190	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated	2,711	271	542	813
'390750	Alkyd resins, in primary forms	753	75	151	226
'271012	Light oils and preparations, of petroleum or bituminous minerals which $\geq$ 90% by volume	1,401	140	280	420
'392410	Tableware and kitchenware, of plastics	7,279	728	1,456	2,184
'252010	Gypsum; anhydrite	162	16	32	49
'340600	Candles and the like	596	60	119	179

Subheading	Product Description	DR Export Potential US\$	10%	20%	30%
'390521	Vinyl acetate copolymers, in aqueous dispersion	722	72	144	217
'200520	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid (excluding frozen)	385	39	77	116
'392010	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	10,389	1,039	2,078	3,117
'481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	5,299	530	1,060	1,590
'310560	Mineral or chemical fertilisers containing the two fertilising elements phosphorus and potassium	-	-	-	-
'392020	Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene, not reinforced	9,092	909	1,818	2,728
'170199	Cane or beet sugar and chemically pure sucrose, in solid form (excluding cane and beet sugar	15,521	1,552	3,104	4,656
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	14,133	1,413	2,827	4,240
'392490	Household articles and toilet articles, of plastics (excluding TABLEware, kitchenware	5,012	501	1,002	1,504
'940360	Wooden furniture (excluding for offices, kitchens and bedrooms, and seats)	8,489	849	1,698	2,547
'240220	Cigarettes, containing tobacco	9,950	995	1,990	2,985
'940429	Mattresses, fitted with springs or stuffed or internally filled with any material	263	26	53	79
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	11,404	1,140	2,281	3,421
'392329	Sacks and bags, incl. cones, of plastics (excluding those of polymers of ethylene)	3,981	398	796	1,194
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	13,918	1,392	2,784	4,175
'080390	Fresh or dried bananas (excluding plantains)	2,080	208	416	624
'392321	Sacks and bags, incl. cones, of polymers of ethylene	6,644	664	1,329	1,993
'310590	Mineral or chemical fertilisers containing the two fertilising elements nitrogen and potassium	422	42	84	127
'283650	Calcium carbonate	414	41	83	124
'190410	Prepared foods obtained by swelling or roasting cereals or cereal products, e.g. corn flakes	4,509	451	902	1,353
'380891	Insecticides (excluding goods of subheading 3808.50)	3,263	326	653	979
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	3,779	378	756	1,134

Source: Trademap

## OTHER USEFUL INFORMATION

### 15.4.1 Ports and Airports

Ports	<ul style="list-style-type: none"> <li>○ Brighton</li> <li>○ Cedros</li> <li>○ Chaguaramas</li> <li>○ Charlotteville</li> <li>○ Cocorite</li> <li>○ Port-of Spain – Wharves</li> <li>○ Point Gourde</li> <li>○ Point Fortin</li> <li>○ Point Lisas</li> <li>○ Point-A-Pierre</li> <li>○ San Fernando</li> <li>○ Scarborough</li> <li>○ Tembladora</li> </ul>
Airports	<ul style="list-style-type: none"> <li>○ Piarco International Airport</li> <li>○ Arthur N.R. Robinson International</li> </ul>

### 15.4.2 Distribution Channels

Commercialization of goods and services to end consumers in Trinidad & Tobago is generally done through the following main distribution channels:

- Importer/agent/distributor selling to retail
- Importer/agent/distributor which is also a retailer.
- Retailers may be:
  - large grocery, hardware, electronics and appliances, computer stores
  - very small retailers which order and sell small quantities of items, sometimes advertised via social media
  - specialty stores, which sell niche products

Port-of-Spain has several large and modern malls with a variety of stores in apparel, footwear, sportswear, paper items, jewelry, among others as well as US food franchises.

Strategic alliances may also be considered as a means to facilitating product/brand recognition and securing market share. Two of the most commonly used in Trinidad are **franchising and joint-ventures**.

An up-to-date website in English with product portfolio including prices and specifications, can also be very useful in reaching out to potential customers.

Given the composition of Trinidad & Tobago's population [African (39%), Indian (40%), Mixed (18%), Chinese (1%)] it is advisable to engage a distributor or partnership with a TT firm who has good knowledge of the market's cultural preferences and is also willing to invest in advertising and promotion to capture part of the market share.

### TRINIDAD & TOBAGO KEY GOVERNMENT INSTITUTIONS / CHAMBERS OF COMMERCE/DISTRIBUTORS/ DR EMBASSY - CONSULATE

<p><b>Ministry of Trade and Industry</b>  <b>The Honourable Paula Gopee-Scoon</b>  Address: Levels 11 to 17, Nicholas Tower; 63-65 Independence Square;  Port of Spain; Trinidad  Telephone: (868) 623-2931-2934  Fax: (868) 627-8488 / 0002  Website: <a href="http://www.tradeind.gov.tt/">http://www.tradeind.gov.tt/</a></p>	<p><b>Trinidad &amp; Tobago Customs and Excise Division</b>  <b>Custom House (Port-of-Spain)</b>  Government Campus Plaza  Ajax Street, Wrightson Road  Phone: 1-(868)-625-3311  email: <a href="mailto:asycuda@customs.gov.tt">asycuda@customs.gov.tt</a>    <a href="http://www.customs.gov.tt/importing/duty-calculator">http://www.customs.gov.tt/importing/duty-calculator</a></p>
<p><b>Trinidad &amp; Tobago Bureau of Standards</b>  1-2 Century Drive  Trincity Industrial Estate  Macoya , Trinidad and Tobago  Tel: (868) 662-8827 / (868) 662-3132 / (868) 3841 or 9357  Fax: (868) 663-4335  Email: <a href="mailto:ttbs@ttbs.org.tt">ttbs@ttbs.org.tt</a>  Website: <a href="http://www.ttbs.org.tt">www.ttbs.org.tt</a></p>	<p><b>Trinidad &amp; Tobago Chamber of Industry and Commerce</b>  Columbus Circle  Westmoorings, P.O. Box 499  Port of Spain, Trinidad W.I.  Tel: 868 637 6966  Fax: 868 637 7425  E-mail: <a href="mailto:chamber@chamber.org.tt">chamber@chamber.org.tt</a>  Website: <a href="http://www.chamber.org.tt">www.chamber.org.tt</a></p>
<p><b>TT Coalition of Service Industries (TTCISI)</b>  The Chief Executive Officer  Trinidad and Tobago Coalition of Services Industries Limited  18 O'Connor Street, Woodbrook, Port of Spain  Tel.: (868) 622-9229; Fax: (868) 622-8985  E-mail: <a href="mailto:info@ttcsi.tt.com">info@ttcsi.tt.com</a></p>	<p><b>Trinidad &amp; Tobago Chamber of Industry &amp; Commerce –Tobago</b>  2nd Floor ANSA McAL Building  Milford Road, P.O. Box 47  Scarborough, Tobago W.I.  Tel: 868 639 2669  Fax: 868 639 3014  E-mail: <a href="mailto:tobagochamber@chamber.org.tt">tobagochamber@chamber.org.tt</a>  Website: <a href="https://chamber.org.tt/about-the-chamber/about-the-tobago-chamber/">https://chamber.org.tt/about-the-chamber/about-the-tobago-chamber/</a></p>
<p><b>Mr. César Pérez González</b>  Counsellor, Head of Consular Affairs  <b>Embassy of the Dominican Republic</b>  10 B, Queen's Park West, Suite 101, Port of Spain,  Republic of Trinidad and Tobago</p>	<p><b>Findyello Importers – Distributors - Wholesale-Retail</b>  <a href="https://www.findyello.com/Trinidad/IMPORTERS">https://www.findyello.com/Trinidad/IMPORTERS</a>  <a href="https://www.findyello.com/Trinidad/WHOLESALE-RETAIL-DISTRIBUTORS">https://www.findyello.com/Trinidad/WHOLESALE-RETAIL-DISTRIBUTORS</a></p>



**Telephone:** 868-627-2605  
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**E-mail:** [embadom@hotmail.com](mailto:embadom@hotmail.com)

#### Limpexco Importers

<http://www.tntisland.com/impexpco.html#impco>

These websites have information on multisectoral (goods and Some services) of distributors, Importers, wholesalers and Retailers, including specialty green/organic food stores and similar.

### TRINIDAD & TOBAGO COALITION OF SERVICE INDUSTRIES (TTCSI) MEMBERS

ORGANISATION	WEBSITE	EMAIL	TELEPHONE
Advertising Agencies Association of Trinidad & Tobago	<a href="http://www.corbintrinidad.com/about.html">www.corbintrinidad.com/about.html</a>	<a href="mailto:info@aaatt.org">info@aaatt.org</a>	(868) 628-9048
Airconditioning & Refrigeration Industry Association	<a href="http://www.facebook.com/ARIATT">www.facebook.com/ARIATT</a>	<a href="mailto:ariatt@mail.tt">ariatt@mail.tt</a>	868-674-3670
Artists' Coalition of Trinidad & Tobago	<a href="http://www.artistcoalition.org">www.artistcoalition.org</a>	<a href="mailto:rubadiri@gmail.com">rubadiri@gmail.com</a>	(868) 797-0949
Association of Female Executives of Trinidad & Tobago	<a href="http://www.afett.com">www.afett.com</a>	<a href="mailto:naseema1972@yahoo.com">naseema1972@yahoo.com</a>	(868) 684-9012
		<a href="mailto:president.afett@gmail.com">president.afett@gmail.com</a>	
Association of Real Estate Agents (AREA)	<a href="http://www.areatt.com">www.areatt.com</a>	<a href="mailto:area-tt.assoc@gmail.com">area-tt.assoc@gmail.com</a>	868 628-9048
Association of Trinidad and Tobago Insurance Companies	<a href="http://www.attic.org.tt">www.attic.org.tt</a>	<a href="mailto:mail@attic.org.tt">mail@attic.org.tt</a>	868 625-2940
Bankers Association of Trinidad & Tobago	<a href="http://www.ibaf.org.tt">www.ibaf.org.tt</a>	<a href="mailto:secretariat@batt.org.tt">secretariat@batt.org.tt</a>	868 727-2231, 868 623-3601
Caribbean Corporate Governance Institute	<a href="http://www.caribbeangovernance.org">www.caribbeangovernance.org</a>	<a href="mailto:info@caribbeangovernance.org">info@caribbeangovernance.org</a>	1-868-221-8707
Co-operative Credit Union League of Trinidad & Tobago	<a href="http://www.cculтт.org">www.cculтт.org</a>	<a href="mailto:culeague@tsтт.net.tt">culeague@tsтт.net.tt</a>	868 645-6098, 868 645-1632
Fashion Association of Trinidad and Tobago	<a href="http://www.facebook.com">www.facebook.com</a>	<a href="mailto:fashionassociationтт@gmail.com">fashionassociationтт@gmail.com</a>	(868) 627-6975
Fashion Entrepreneurs of Trinidad & Tobago	<a href="http://www.facebook.com/FETT">www.facebook.com/FETT</a>	<a href="mailto:7fett7@gmail.com">7fett7@gmail.com</a>	868-772-2402
Human Resource Management Association of Trinidad & Tobago	<a href="http://www.hrmatt.com">www.hrmatt.com</a>	<a href="mailto:admin@hrmatt.com">admin@hrmatt.com</a>	868 624-9606

Information and Communication Technology Society	<a href="http://www.icts.org.tt">www.icts.org.tt</a>	<a href="mailto:icts@icts.org.tt">icts@icts.org.tt</a>	868 628-4010 Ext. 2175
Institute of Chartered Accountants (ICATT)	<a href="http://www.icatt.org">www.icatt.org</a>	<a href="mailto:dmohammed@deloitte.com">dmohammed@deloitte.com</a>	868 623-8000
Jazz Alliance of Trinidad & Tobago	<a href="http://www.jazzalliance.org">www.jazzalliance.org</a>	<a href="mailto:jazzalliancett@gmail.com">jazzalliancett@gmail.com</a>	(868)632-3061
Joint Consultative Council for the Construction Industry	<a href="http://www.jcc.org.tt/index.htm">www.jcc.org.tt/index.htm</a>	<a href="mailto:jcctt1@gmail.com">jcctt1@gmail.com</a>	868 623-9396
National Association of Technical Tertiary & Professional Educators of Trinidad & Tobago	=	<a href="mailto:evex4me@yahoo.com">evex4me@yahoo.com</a>	868 640-4715, 868 712-8648
National Carnival Development Foundation	<a href="http://www.ncdfft.com">www.ncdfft.com</a>	<a href="mailto:mahindra@tstt.net.tt">mahindra@tstt.net.tt</a>	868 621-3405, 868 621-5850
National Chutney Foundation of Trinidad & Tobago	<a href="http://www.chutneyfoundation.com">www.chutneyfoundation.com</a>	<a href="mailto:chutneyfoundation@yahoo.com">chutneyfoundation@yahoo.com</a>	868-624-1024
National Drama Association of Trinidad & Tobago	<a href="http://www.drama.org.tt">www.drama.org.tt</a>	<a href="mailto:nationaldramatt@yahoo.com">nationaldramatt@yahoo.com</a>	868 622-6344
Pest Management Association of T&T	=	<a href="mailto:ectercon@yahoo.com">ectercon@yahoo.com</a>	868 628-8405 / 637-5117
Private Hospital Association of Trinidad & Tobago	=	<a href="mailto:westshoremedical@tstt.net.tt">westshoremedical@tstt.net.tt</a>	868-622-9878 Ext. 296
Project Management Institute Southern Caribbean Chapter	<a href="http://www.pmiscc.org">www.pmiscc.org</a>	<a href="mailto:president@pmiscc.org">president@pmiscc.org</a>	(868) 628-0715
Shipping Association of Trinidad & Tobago	<a href="http://www.shipping.co.tt">www.shipping.co.tt</a>	<a href="mailto:admin1@shipping.co.tt">admin1@shipping.co.tt</a> <a href="mailto:gm@shipping.co.tt">gm@shipping.co.tt</a>	868 623-3355
Tassa Association of Trinidad & Tobago	=	<a href="mailto:tassa_association@yahoo.com">tassa_association@yahoo.com</a>	868-624-9662
The Art Society of Trinidad & Tobago	<a href="http://www.artsocietytt.org">www.artsocietytt.org</a>	<a href="mailto:admin@artsocietytt.org">admin@artsocietytt.org</a> <a href="mailto:cdefreitas@artsocietytt.org">cdefreitas@artsocietytt.org</a> <a href="mailto:artbyclayton@gmail.com">artbyclayton@gmail.com</a>	(868) 622-9827(868) 738-8273 (C)
The British-Caribbean Chamber of Commerce	<a href="http://www.britishcaribbean.com">www.britishcaribbean.com</a>	<a href="mailto:t.hoford@britishcaribbean.com">t.hoford@britishcaribbean.com</a>	(868) 352 0923
The Caribbean Institute of Certified Management	=	<a href="mailto:cliff.hamilton@gmail.com">cliff.hamilton@gmail.com</a>	868-396-8852

Consultants Trinidad & Tobago Chapter			
The Customs Academy of Trinidad & Tobago	=	<a href="mailto:completeselections@yahoo.com">completeselections@yahoo.com</a>	868-323-3092
The Customs Clerks & Customs Brokers Association of Trinidad and Tobago	=	<a href="mailto:icslimitedma@hotmail.com">icslimitedma@hotmail.com</a>	868 625-7893
The Energy Chamber of Trinidad and Tobago	<a href="http://www.southchamber.org">www.southchamber.org</a>	<a href="mailto:execoffice@southchamber.org">execoffice@southchamber.org</a>	868 652-5613
The Massage Therapy Association of Trinidad & Tobago	<a href="http://www.tmtatt.com">www.tmtatt.com</a>	<a href="mailto:tmtatt@hotmail.com">tmtatt@hotmail.com</a>	868-658-3907
Trinbago Unified Calypsonians Organisation (TUCO)	<a href="http://www.tucott.com">www.tucott.com</a>	<a href="http://tucocalypsott.com">tucocalypsott.com</a>	868-623-9660
Trinidad & Tobago Animation Network	<a href="https://www.facebook.com/groups/TTANmail">www.facebook.com/groups/TTANmail</a>	<a href="mailto:phastrag@gmail.com">phastrag@gmail.com</a>	868-396-8852
Trinidad & Tobago Association of Midwives	<a href="http://tandtmidwives.com">tandtmidwives.com</a>	<a href="mailto:ttam95@hotmail.com">ttam95@hotmail.com</a>	868 679-8008
Trinidad & Tobago Bureau of Standards	<a href="http://www.ttbs.org.tt">www.ttbs.org.tt</a>	<a href="mailto:ttbs@ttbs.org.tt">ttbs@ttbs.org.tt</a>	868 662-8827
Trinidad & Tobago Cosmetologists Association Limited		<a href="mailto:cosmetologyassociation@hotmail.com">cosmetologyassociation@hotmail.com</a>	868-755-8123
Trinidad & Tobago Film Company Ltd	<a href="http://www.trinidadandtobagofilm.com">www.trinidadandtobagofilm.com</a>	<a href="mailto:info@trinidadandtobagofilm.com">info@trinidadandtobagofilm.com</a>	868-625-3456
Trinidad & Tobago Green Building Council	<a href="https://www.facebook.com/TTGBC">www.facebook.com/TTGBC</a>	<a href="mailto:ttgreenbuildingcouncil@gmail.com">ttgreenbuildingcouncil@gmail.com</a>	868-684-0889
Trinidad & Tobago Group of Professional Associations Limited	<a href="http://www.ttgpa.org">www.ttgpa.org</a>	<a href="mailto:ttgpa@flowtrinidad.net">ttgpa@flowtrinidad.net</a>	868 627-1539
Trinidad & Tobago Incoming Tour Operators Association	<a href="http://www.tttoa.com">www.tttoa.com</a>	<a href="mailto:ttitoc@tstt.net.tt">ttitoc@tstt.net.tt</a>	868 633-1403
Trinidad & Tobago Institute of Architects	<a href="http://www.ttia-architects.org">www.ttia-architects.org</a>	<a href="mailto:administration@ttia-architects.org">administration@ttia-architects.org</a>	868 624-8842
		<a href="mailto:president@ttia-architects.org">president@ttia-architects.org</a>	
		<a href="mailto:agrosberg@designworkstt.com">agrosberg@designworkstt.com</a>	

Trinidad & Tobago Optometrists Association	<a href="http://ttopptom.org">ttopptom.org</a>	<a href="mailto:ttoptoma@gmail.com">ttoptoma@gmail.com</a>	868 665-5558
Trinidad & Tobago Publishers & Broadcasters Association	<a href="http://www.ttpba.org.tt">www.ttpba.org.tt</a>	<a href="mailto:kiran@clcommunications.com">kiran@clcommunications.com</a>	868-622-6693
Trinidad & Tobago Risk Management Institute	=	<a href="mailto:ttrmt@gmail.com">ttrmt@gmail.com</a>	868-468-0649
Trinidad & Tobago Society of Planners	<a href="http://www.ttplanners.org">www.ttplanners.org</a>	<a href="mailto:tsp25@gmail.com">tsp25@gmail.com</a>	868 465-0329
Trinidad and Tobago Chamber of Industry and Commerce	<a href="http://www.chamber.org.tt">www.chamber.org.tt</a>	<a href="mailto:chamber@chamber.org.tt">chamber@chamber.org.tt</a>	868 637-6966
Trinidad and Tobago Contractors Association	<a href="http://www.ttca.com">www.ttca.com</a>	<a href="mailto:ttcaservice@flowtrinidad.com">ttcaservice@flowtrinidad.com</a>	868 627-1266, 868 623-9396
Trinidad Hotels, Restaurants & Tourism Association	<a href="http://www.tnthotels.com">www.tnthotels.com</a>	<a href="mailto:info@tnthotels.com">info@tnthotels.com</a>	868 634-1174, 868 634-1175
Yacht Services Association of Trinidad & Tobago	<a href="http://www.ysatt.org">www.ysatt.org</a>	<a href="mailto:info@ysatt.org">info@ysatt.org</a>	868 634-4938

**Table 15. IMPORTS OF TRINIDAD & TOBAGO RELEVANT TO DR  
(US\$ 000)**

Subheading	Product Description	2012	2013	2014	2015	2016
	<b>Total imports</b>	<b>11615580</b>	<b>1.2E+07</b>	<b>11411688</b>	<b>9297809</b>	<b>5747346</b>
'730890	Structures and parts of structures, of iron or steel, n.e.s. (excluding bridges and bridge-sections)	12058	18087	33352	26758	52376
'210690	Food preparations, n.e.s.	50342	54356	57513	65416	42664
'300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes	105447	110027	117242	110883	34099
'040690	Cheese (excluding fresh cheese, incl. whey cheese, curd, processed cheese, blue-veined cheese)	29980	36144	41904	32036	28850
'230990	Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail)	36590	35518	32949	35236	27121
'732690	Articles of iron or steel, n.e.s. (excluding cast articles or articles of iron or steel wire)	18492	23118	21054	26917	19977
'020230	Frozen, boneless meat of bovine animals	19290	20285	21019	23802	17538
'200410	Potatoes, prepared or preserved otherwise than by vinegar or acetic acid, frozen	13811	13711	16843	13505	15995

'220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption	17268	20637	21651	27362	15653
'170199	Cane or beet sugar and chemically pure sucrose, in solid form (excluding cane and beet sugar	38208	39732	29432	30544	15521
'721420	Bars and rods, of iron or non-alloy steel, with indentations, ribs, grooves or other deformations	5588	5379	6315	8457	14647
'170114	Raw cane sugar, in solid form, not containing added flavouring or colouring matter	0	0	0	0	14280
'392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods	14612	12606	11749	15623	13998
'220290	Non-alcoholic beverages (excluding water, fruit or vegetable juices and milk)	4906	9998	11026	13352	13920
'690890	Glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes	23374	23702	25866	24722	13322
'721633	H sections of iron or non-alloy steel, not further worked than hot-rolled, hot-drawn or hot-extruded	2654	8425	11439	6956	12268
'040711	Fertilised eggs for incubation, of domestic fowls	0	0	0	0	11716
'330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments	10547	11263	10936	12686	11298
'392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	14734	18185	18680	20118	10450
'190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa	8012	8722	11314	10131	10401
'330590	Preparations for use on the hair (excluding shampoos, preparations for permanent waving)	8480	9027	9684	11231	10052
'240220	Cigarettes, containing tobacco	417	607	648	956	9702
'020450	Fresh, chilled or frozen meat of goats	6737	7003	8306	9165	9640
'190531	Sweet biscuits	8656	8146	11772	12299	9407
'220300	Beer made from malt	7746	9711	12506	12461	9406
'170111	Raw cane sugar (excluding added flavouring or colouring)	13965	7628	9353	7424	9002
'940360	Wooden furniture (excluding for offices, kitchens and bedrooms, and seats)	9764	9779	10776	10691	8366
'070190	Fresh or chilled potatoes (excluding seed)	9462	10786	10145	11153	7890
'190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract	6262	6248	6427	4290	7815
'210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings	8940	10299	10354	11270	7684
'340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning	12112	13318	13950	15165	7536
'190120	Mixes and doughs of flour, groats, meal, starch or malt extract, not containing cocoa	7511	8523	9167	9813	7432

'151190	Palm oil and its fractions, whether or not refined (excluding chemically modified and crude)	11289	8737	11585	9867	7421
'180690	Chocolate and other preparations containing cocoa, in containers or immediate packing	6679	6437	8092	8179	7410
'070320	Garlic, fresh or chilled	4993	4296	3553	5066	7355
'480255	Uncoated paper and paperboard, of a kind used for writing, printing or other graphic purposes	10215	8805	8542	7717	6728
'340290	Surface-active preparations, washing preparations, incl. auxiliary washing preparations	2162	2587	2901	3242	6645
'392410	Tableware and kitchenware, of plastics	7674	7660	9375	9488	6609
'392321	Sacks and bags, incl. cones, of polymers of ethylene	3612	1925	3979	4416	6584
'240120	Tobacco, partly or wholly stemmed or stripped, otherwise unmanufactured	12515	11077	9020	10858	6190
'200911	Frozen orange juice, unfermented, whether or not containing added sugar or other sweetening	9388	8146	5158	7517	6180
'940320	Metal furniture (excluding for offices, seats and medical, surgical, dental or veterinary	8625	10414	9215	9726	6059
'340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded	9796	9618	9961	8915	6051
'721061	Flat-rolled products of iron or non-alloy steel, of a width of $\geq 600$ mm, hot-rolled or cold-rolled	9808	12793	10964	11969	5748
'070610	Fresh or chilled carrots and turnips	6025	4811	6917	6602	5555
'190219	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs	4963	4960	5467	4492	5303
'481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	5046	5810	5853	5712	5278
'710812	Gold, incl. gold plated with platinum, unwrought, for non-monetary purposes	291	749	907	773	4809
'170490	Sugar confectionery not containing cocoa, incl. white chocolate (excluding chewing gum)	5129	6058	5662	5920	4659
'940161	Upholstered seats, with wooden frames (excluding convertible into beds)	5573	5847	5354	6157	4638
'701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass	3058	3392	7572	6953	4626
'841850	Furniture "chests, cabinets, display counters, show-cases and the like" for storage and display	5064	4872	6925	7163	4581
'320890	Paints and varnishes based, incl. enamels and lacquers, on synthetic polymers	2255	3014	2338	2924	4474
'392490	Household articles and toilet articles, of plastics (excluding tableware, kitchenware, baths	6868	6416	7367	8063	4421
'151710	Margarine (excluding liquid)	4773	4868	4827	4388	4368
'722830	Bars and rods of alloy steel other than stainless, not further worked than hot-rolled, hot-drawn	767	1158	914	7090	4344

'940390	Parts of furniture, n.e.s. (excluding of seats and medical, surgical, dental or veterinary)	2230	1709	1648	1919	4213
'940350	Wooden furniture for bedrooms (excluding seats)	6029	6501	7256	6677	4202
'151790	Edible mixtures or preparations of animal or vegetable fats or oils	2222	592	1463	1240	4192
'940389	Furniture of other materials, including cane, osier or similar materials (excluding of bamboo)	2867	3366	3680	4000	4185
'040310	Yogurt, whether or not flavoured or containing added sugar or other sweetening matter, fruits	4273	5508	6209	6472	4141
'040790	Birds' eggs, in shell, preserved or cooked	0	0	0	0	4113
'721499	Bars and rods, of iron or non-alloy steel, only hot-rolled, only hot-drawn or only hot-extruded	1237	4618	983	1165	3884
'020629	Frozen edible bovine offal (excluding tongues and livers)	2689	3415	3805	5008	3873
'392329	Sacks and bags, incl. cones, of plastics (excluding those of polymers of ethylene)	6823	7602	7887	8493	3861
'200490	Vegetables and mixtures of vegetables, prepared or preserved otherwise than by vinegar or acetic acid	463	423	782	850	3840
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	5090	5503	4781	4749	3754
'300450	Medicaments containing provitamins, vitamins, incl. natural concentrates and derivatives thereof	382	288	297	317	3733
'330491	Make-up or skin care powders, incl. baby powders, whether or not compressed (excluding medicaments)	2045	2326	2593	1992	2175
'940310	Metal furniture for offices (excluding seats)	3658	5150	4435	5655	2158
'200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented	8404	9057	8186	9002	2146
'340130	Organic surface-active products and preparations for washing the skin	3089	4124	4551	4876	2125
'940330	Wooden furniture for offices (excluding seats)	3450	4134	3669	5162	2082
'080390	Fresh or dried bananas (excluding plantains)	0	0	0	0	2080
'901839	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary	1505	1317	1936	2671	2037
'482390	Paper, paperboard, cellulose wadding and webs of cellulose fibres	4390	5121	5628	5209	2025
'610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	2574	2857	3393	3114	2015
'330510	Shampoos	2820	3475	3422	3851	1747
'151311	Crude coconut oil	1525	531	1702	1358	1709
'620413	Women's or girls' suits of synthetic fibres (excluding knitted or crocheted, ski overalls)	65	11	3	28	1506
'610520	Men's or boys' shirts of man-made fibres, knitted or crocheted (excluding nightshirts, T-shirts)	143	18	151	147	1505





'200949	Pineapple juice, unfermented, Brix value > 20 at 20°C, whether or not containing added sugar	775	663	274	197	1486
'210410	Soups and broths and preparations therefor	1693	1951	1943	2338	1459
'110630	Flour, meal and powder of produce of chapter 8 "Edible fruit and nuts; peel of citrus fruits	97	104	60	78	1420
'691110	Tableware and kitchenware, of porcelain or china (excluding ornamental articles, pots, jars	644	710	637	673	1290
'160100	Sausages and similar products, of meat, offal or blood; food preparations based on these products	1775	2810	2976	3158	1270
'850153	AC motors, multi-phase, of an output > 75 kW	826	886	1853	1076	1267
'640590	Footwear with outer soles of rubber or plastics, with uppers other than rubber, plastics, leather	1337	2546	1409	1822	1230
'721391	Bars and rods, hot-rolled, in irregularly wound coils, of iron or non-alloy steel	1430	813	5977	3408	1216
'250100	Salts, incl. table salt and denatured salt, and pure sodium chloride	1902	1882	2103	2585	1190
'070200	Tomatoes, fresh or chilled	1593	1821	1681	1558	1137
'640391	Footwear with outer soles of rubber, plastics or composition leather	203	291	455	253	1116
'640419	Footwear with outer soles of rubber or plastics and uppers of textile materials	3870	4985	4699	5884	1084
'842481	Agricultural or horticultural mechanical appliances, whether or not hand-operated	1157	1172	893	1157	1076
'620343	Men's or boys' trousers, bib and brace overalls, breeches and shorts of synthetic fibres (excluding	522	961	458	804	1037
'391732	Flexible tubes, pipes and hoses of plastics, not reinforced or otherwise combined	1139	1378	1532	1640	1037
'392510	Reservoirs, tanks, vats and similar containers, of plastics, with a capacity of > 300 l	581	1020	525	1335	1033
'200989	Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening	0	0	0	0	1030
'151590	Fixed vegetable fats and oils and their fractions, whether or not refined, but not chemically ...	326	614	117	453	1018
'330430	Manicure or pedicure preparations	1185	1325	1409	1201	1018
'621210	Brassieres of all types of textile materials, whether or not elasticated	1726	1618	1777	1677	1010
'320990	Paints and varnishes, incl. enamels and lacquers, based on synthetic or chemically modified	393	492	1203	1071	1010
'732620	Articles of iron or steel wire, n.e.s.	351	521	356	650	1008

Source: Trademap



# ANNEXES

# SHIPPING ROUTES

Country / Port	Service	Rotation
 <b>Antigua &amp; Barbuda</b>		
St John's	Tropical - Leewards/Nassau Butterfly	Palm Beach , St Thomas , St Maarten-Philipsburg , Virgin Gorda , St John , St John's , Basseterre , Charlestown , Roseau , Port Purcell, Tortola , Nassau , Palm Beach
	Seaboard - Eastern Caribbean Service	Miami , St Maarten-Philipsburg , St John's , Bridgetown , Point Lisas , Paramaribo , Georgetown , Point Lisas , Kingston , Port au Prince , Miami
	Geest/CMA CGM - North Europe Windward Islands Loop 3	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , Kingstown , Vieux Fort , St John's , Manzanillo-Rep Dom , Portsmouth
	CMA CGM/Tote Maritime - Leeward Islands butterfly	St Maarten-Philipsburg , Port Purcell, Tortola , St Thomas , San Juan , St Croix , St Maarten-Philipsburg , St John's , Pointe a Pitre (Port de Jarry) , St Maarten-Philipsburg , St Barthelemy , St Maarten-Philipsburg
 <b>Bahamas</b>		
Eleuthera	Tropical - Cayman Islands/Freeport Shuttle	Palm Beach , Freeport-Bahamas , Palm Beach , Freeport-Bahamas , Palm Beach , Freeport-Bahamas , George Town , Palm Beach
	MSC - Indus Express	Mundra , Mumbai , Valencia , New York , Norfolk , Charleston , Savannah , Freeport-Bahamas , King Abdullah City , Jebel Ali , Mundra
	2M Alliance/Safmarine/SeaLand - TA3/NEUATL3	Antwerp , Felixstowe , Rotterdam , Bremerhaven , Le Havre , Charleston , Savannah , Freeport-Bahamas , Veracruz , Altamira , New Orleans , Mobile , Freeport-Bahamas , Savannah , Charleston , Antwerp
	MSC/Zim - USA/SAEC String 1	Norfolk , New York , Baltimore , Savannah , Freeport-Bahamas , Caucedo , Santos , Buenos Aires , Montevideo , Rio Grande , Navegantes , Salvador , Suape , Freeport-Bahamas , Norfolk
	2M Alliance - TP10/Everglades USEC3	Xingang , Qingdao , Shanghai , Busan , Colon Container Terminal S.A. , Savannah , Charleston , Jacksonville , Miami , Freeport-Bahamas , Vostochniy , Xingang



Country / Port	Service	Rotation
	MSC/Maersk Line/Safmarine - America Express AMEX	New York , Baltimore , Norfolk , Charleston , Freeport-Bahamas , Port Elizabeth , Durban , Cape Town , New York
	MSC - Bahamas Service	Port Everglades , Nassau , Freeport-Bahamas , Port Everglades
	MSC/CMA CGM/Maersk Line/Safmarine/SeaLand - USEC/WCSA	Philadelphia , New York , Charleston , Freeport-Bahamas , Kingston , Cristobal , Balboa , Buenaventura , Callao , Arica , Coronel , Valparaíso , Callao , Balboa , Cristobal , Freeport-Bahamas , Philadelphia




## Bahamas

	2M Alliance/Safmarine - TA6/MEDGULF	Gioia Tauro , Naples , La Spezia , Barcelona , Valencia , Algeciras , Sines , Freeport-Bahamas , Port Everglades , Veracruz , Altamira , Houston , New Orleans , Miami , Freeport-Bahamas , Sines , Algeciras , Barcelona , Gioia Tauro
	2M Alliance/Safmarine - TP11/America	Shanghai , Ningbo , Chiwan , Yantian , Singapore , New York , Charleston , Savannah , Miami , Freeport-Bahamas , New York , Singapore , Kaohsiung , Shanghai
	MSC - Canada Gulf Bridge	Montreal , Saint John , Freeport-Bahamas , Caucedo , Freeport- Bahamas , Houston , Montreal
	MSC/Hapag Loyd - Ecuador Express Service/EW2	Antwerp , Bremerhaven , Rotterdam , Boston , Philadelphia , Port Everglades , Freeport-Bahamas , Balboa , Guayaquil , Balboa , Cristobal , Antwerp
Marsh Harbour	Tropical-Turks & Caicos/Puerto Plata Tuesday	Palm Beach , Marsh Harbour , Providenciales , Puerto Plata , Palm Beach
Nassau	MSC - Bahamas Service	Port Everglades , Nassau , Freeport-Bahamas , Port Everglades
	Hoegh Autoliners/SC Lines - Caribbean Short Sea Service	Port Everglades , Nassau , Kingston , Santo Domingo , Port au Prince , Altamira , Veracruz , Kingston , Manzanillo-Panama , Cartagena , Santa Marta , Port Everglades
	Tropical - Leewards/Nassau Butterfly	Palm Beach , St Thomas , St Maarten-Philipsburg , Virgin Gorda , St John , St John's , Basseterre , Charlestown , Roseau , Port Purcell , Tortola , Nassau , Palm Beach



Country / Port	Service	Rotation
	Tropical - Nassau Shuttle	Palm Beach , Nassau , Palm Beach
San Andros		
<b>Barbados</b>		
Bridgetown	Geest - North Europe Windward Islands Loop 4	Portsmouth , Le Havre , Fort de France , Bridgetown , Port of Spain , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
	Tropical - Windward/Leeward Islands	Palm Beach , St Croix , St Barthelemy , The Valley, Anguilla , Bridgetown , Castries , Vieux Fort , Point Lisas , Kingstown , St. George's , Georgetown , Palm Beach
	Geest - North Europe Windward Islands Loop 2	Portsmouth , Le Havre , Fort de France , Pointe a Pitre (Port de Jarry) , Bridgetown , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Fort de France , Manzanillo-Rep Dom , Portsmouth
<b>Barbados</b>		
	Seaboard - Eastern Caribbean Service	Miami , St Maarten-Philipsburg , St John's , Bridgetown , Point Lisas , Paramaribo , Georgetown , Point Lisas , Kingston , Port au Prince , Miami
	King Ocean - Feeder Caribbean	Port of Spain , Bridgetown , Paramaribo , Georgetown , Port of Spain
	Crowley/SeaFreight - Virgin Islands. Eastern Caribbean Service	Jacksonville , Port Everglades , St Thomas , St Croix , Point Lisas , Bridgetown , Kingstown , St Thomas , Jacksonville
	Caribbean Feeder/Hapag Lloyd/Zim - Centram/Island Service	Kingston , Puerto Cortes , Santo Tomas de Castilla , Port of Belize , Kingston , Rio Haina , Kingstown , Bridgetown , Port of Spain , Kingston
	CMA CGM - Hispaniola Shuttle Loop 1	Kingston , Rio Haina , San Juan , St Maarten-Philipsburg , Roseau , Pointe a Pitre (Port de Jarry) , Bridgetown , Castries , Kingstown , St. George's , Point Lisas , Kingston



Country / Port		Service	Rotation
		Geest/CMA CGM - North Europe Windward Islands Loop 1	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , St. George's , Kingstown , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
		Geest/CMA CGM - North Europe Windward Islands Loop 3	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , Kingstown , Vieux Fort , St John's , Manzanillo-Rep Dom , Portsmouth
		King Ocean - Caribbean Butterfly	Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth , Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina , Port Everglades
 <b>Belize</b>			
	Big Creek		
	Port of Belize	Hyde Shipping/Seaboard - Western Caribbean Service Thursday	Port Everglades , George Town , Port of Belize , Port Everglades
		Caribbean Feeder/Hapag Lloyd/Zim - Centram/Island Service	Kingston , Puerto Cortes , Santo Tomas de Castilla , Port of Belize , Kingston , Rio Haina , Kingstown , Bridgetown , Port of Spain , Kingston
		Hyde Shipping/Seaboard - Western Caribbean Service Monday	Port Everglades , George Town , Puerto Morelos , Roatan , Port of Belize , Port Everglades
		Seaboard/Hyde Shipping - North Central America	Miami , Port of Belize , Miami
 <b>Dominica</b>			
	Roseau	Geest - North Europe Windward Islands Loop 4	Portsmouth , Le Havre , Fort de France , Bridgetown , Port of Spain , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth




Country / Port		Service	Rotation
		Tropical - Leewards/Nassau Butterfly	Palm Beach , St Thomas , St Maarten-Philipsburg , Virgin Gorda , St John , St John's , Basseterre , Charlestown , Roseau , Port Purcell, Tortola , Nassau , Palm Beach
		CMA CGM - Hispaniola Shuttle Loop 1	Kingston , Rio Haina , San Juan , St Maarten-Philipsburg , Roseau , Pointe a Pitre (Port de Jarry) , Bridgetown , Castries , Kingstown , St. George's , Point Lisas , Kingston
		Geest/CMA CGM - North Europe Windward Islands Loop 1	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , St. George's , Kingstown , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
		Geest - North Europe Windward Islands Loop 2	Portsmouth , Le Havre , Fort de France , Pointe a Pitre (Port de Jarry) , Bridgetown , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Fort de France , Manzanillo-Rep Dom , Portsmouth
		King Ocean - Caribbean Butterfly	Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth , Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina , Port Everglades
<b>Grenada</b>			
St. George's		Geest - North Europe Windward Islands Loop 4	Portsmouth , Le Havre , Fort de France , Bridgetown , Port of Spain , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
		Tropical - Windward/Leeward Islands	Palm Beach , St Croix , St Barthelemy , The Valley, Anguilla , Bridgetown , Castries , Vieux Fort , Point Lisas , Kingstown , St. George's , Georgetown , Palm Beach
		Geest - North Europe Windward Islands Loop 2	Portsmouth , Le Havre , Fort de France , Pointe a Pitre (Port de Jarry) , Bridgetown , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Fort de France , Manzanillo-Rep Dom , Portsmouth





Country / Port	Service	Rotation
	CMA CGM - Hispaniola Shuttle Loop 1	Kingston , Rio Haina , San Juan , St Maarten-Philipsburg , Roseau , Pointe a Pitre (Port de Jarry) , Bridgetown , Castries , Kingstown , St. George's , Point Lisas , Kingston
<b>Grenada</b>		
	Geest/CMA CGM - North Europe Windward Islands Loop 1	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , St. George's , Kingstown , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
	SeaFreight/Zim - Lesser Antilles Guyana- LAG	Port Everglades , Kingston , Castries , St. George's , Point Lisas , Kingston , Port Everglades
	King Ocean - Caribbean Butterfly	Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth , Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina , Port Everglades
<b>Guyana</b>		
Georgetown	King Ocean - Feeder Caribbean	Port of Spain , Bridgetown , Paramaribo , Georgetown , Port of Spain
	Tropical - Windward/Leeward Islands	Palm Beach , St Croix , St Barthelemy , The Valley, Anguilla , Bridgetown , Castries , Vieux Fort , Point Lisas , Kingstown , St. George's , Georgetown , Palm Beach
	CMA CGM - Guyanas Caribbean	Pointe a Pitre (Port de Jarry) , Fort de France , Port of Spain , Paramaribo , Georgetown , Degrad des Cannes , Paramaribo , Pointe a Pitre (Port de Jarry)
	Zim/CMA CGM - Guyana Suriname GSE/ELDORADO	Kingston , Georgetown , Paramaribo , Kingston



Country / Port	Service	Rotation
	Seaboard - Eastern Caribbean Service	Miami , St Maarten-Philipsburg , St John's , Bridgetown , Point Lisas , Paramaribo , Georgetown , Point Lisas , Kingston , Port au Prince , Miami
	Seatrade/Europe Caribbean - Vertraco Reefer/Netherlands Surinam Service	Dover , Flushing , Paramaribo , Georgetown , Dover
	Maersk Line/Hapag-Lloyd/SeaLand - Calypso Feeder Service	Manzanillo-Panama , Oranjestad , Point Lisas , Paramaribo , Georgetown , Point Lisas , Manzanillo-Panama
	Europe Caribean - South Caribbean Service	Antwerp , Ipswich , Georgetown , Paramaribo , Point Lisas , Matanzas-Venezuela , Georgetown , Paramaribo , Rotterdam , Antwerp
 <b>Haiti</b>		
Cap Haitien	Antillean Marine - Puerto Plata Service	Miami , Puerto Plata , Cap Haitien , Miami
Port au Prince	Hoegh Autoliners/SC Lines - Caribbean Short Sea Service	Port Everglades , Nassau , Kingston , Santo Domingo , Port au Prince , Altamira , Veracruz , Kingston , Manzanillo-Panama , Cartagena , Santa Marta , Port Everglades
	Caribbean Feeder/Hapag Lloyd/Seaboard/Zim - ACMH	Kingston , Willemstad , Oranjestad , Manzanillo-Panama , Port au Prince , Kingston
	Antillean Marine - Port Au Prince/Rio Haina	Miami , Port au Prince , Rio Haina , Miami
	Seaboard - Eastern Caribbean Service	Miami , St Maarten-Philipsburg , St John's , Bridgetown , Point Lisas , Paramaribo , Georgetown , Point Lisas , Kingston , Port au Prince , Miami
	Crowley - Dominican Republic/Haiti Loop 1 Sunday	Port Everglades , Rio Haina , Port au Prince , Port Everglades
	Antillean Marine - Port au Prince	Miami , Port au Prince , Miami



Country / Port		Service	Rotation
		Caribbean Feeder/X-press/Evergreen/Hapag Lloyd/Maesk Line/Seaboard/SeaLand/Zim - PJX	Kingston , Puerto Limón , Colon Container Terminal S.A. , Manzanillo-Panama , Kingston , Montego Bay , Port au Prince , Kingston
 <b>Jamaica</b>			
Kingston		Seaboard - Eastern Caribbean Service	Miami , St Maarten-Philipsburg , St John's , Bridgetown , Point Lisas , Paramaribo , Georgetown , Point Lisas , Kingston , Port au Prince , Miami
		CMA CGM - Cuba Feeder	Kingston , Mariel , Santiago de Cuba , Kingston
		CMA CGM - Hispaniola Shuttle Loop 1	Kingston , Rio Haina , San Juan , St Maarten-Philipsburg , Roseau , Pointe a Pitre (Port de Jarry) , Bridgetown , Castries , Kingstown , St. George's , Point Lisas , Kingston
		Caribbean Feeder/Maersk/Hapag-Lloyd/Zim - Manzanillo/Guanta Service	Kingston , Manzanillo-Panama , Guanta , Kingston
		Caribbean Feeder/Hapag Lloyd/Zim - COVEN/Venezuela Express Service	Kingston , Cartagena , El Guamache , La Guaira , Puerto Cabello , Kingston
		CMA CGM/Marfret/ANL/US Lines - RTWPAN	Rotterdam , Tilbury , Dunkirk , Le Havre , New York , Savannah , Kingston , Cartagena , Papeete , Noumea , Sydney , Melbourne , Tauranga , Napier , Lyttelton , Manzanillo-Panama , Savannah , Philadelphia , Rotterdam
		Zim/MSC - Caribbean Gulf Express-CGX	Kingston , Tampa , Mobile , New Orleans , Houston , Caucedo , Kingston
 <b>Jamaica</b>			
		Hoegh Autoliners/SC Lines - Caribbean Short Sea Service	Port Everglades , Nassau , Kingston , Santo Domingo , Port au Prince , Altamira , Veracruz , Kingston , Manzanillo-Panama , Cartagena , Santa Marta , Port Everglades





Country / Port	Service	Rotation
	CMA CGM - Med Gulf Ecuador Service MGE	Leghorn , Genoa , Barcelona , Valencia , Tanger , Caucedo , Kingston , Veracruz , Altamira , Houston , New Orleans , Kingston , Cartagena , Guayaquil , Algeciras , Marsaxlokk , Leghorn
	Hapag Lloyd/Alianca/CCNI/CMA CGM/Hamburg Sud/Zim-MGX	Cagliari , Leghorn , Genoa , Barcelona , Valencia , Kingston , Veracruz , Altamira , Houston , New Orleans , Cagliari
	CMA CGM/ANL/US Lines - CAGEMA Mainliner Service	Wilmington , Philadelphia , New York , Savannah , Miami , Kingston , Point Lisas , Port of Spain , Oranjestad , Willemstad , Cartagena , Barranquilla , Santa Marta , Turbo , Kingston , Wilmington
	Zim - Zim Container Service Pacific-ZCP	Savannah , Norfolk , New York , Halifax , Kingston , Vostochniy , Qingdao , Ningbo , Shanghai , Busan , Balboa , Kingston , Savannah
	Hamburg Sud/Alianca/NYK - Intra Caribbean Feeder	Kingston , Caucedo , Cartagena , Barranquilla , Turbo , Puerto Limón , Puerto Barrios , Puerto Cortes , Kingston
	MSC/CMA CGM/Maersk Line/Safmarine/SeaLand - USEC/WCSA	Philadelphia , New York , Charleston , Freeport-Bahamas , Kingston , Cristobal , Balboa , Buenaventura , Callao , Arica , Coronel , Valparaíso , Callao , Balboa , Cristobal , Freeport-Bahamas , Philadelphia
	Zim/CMA CGM - Guyana Suriname GSE/ELDORADO	Kingston , Georgetown , Paramaribo , Kingston
	G6 Alliance/Zim - New York Express-NYE/SCE	Xiamen , Kaohsiung , Hong Kong , Yantian , Shanghai , Busan , Manzanillo-Panama , Kingston , Savannah , Charleston , New York , Norfolk , Jacksonville , Kingston , Manzanillo-Panama , Balboa , Busan , Xiamen
	Seaboard/Zim - MCX Ro Ro	Kingston , George Town , Kingston
	CMA CGM/Alianca/ANL/Hamburg Sud/Maersk/SeaLand - Brazil Express	Vitoria , Navegantes , Paranagua , Santos , Rio de Janeiro , Salvador , Vila do Conde , Kingston , Cartagena , Manzanillo-Panama , Manaus , Vitoria
	MSC/Zim - Caribbean Gulf Express-CGX	Caucedo , Kingston , Tampa , Mobile , New Orleans , Houston , Caucedo




Country / Port	Service	Rotation
	CMA CGM/CSCL/Hapag Lloyd/Alianca/ANL/Hamburg Sud - PEX2/JCS	Busan , Qingdao , Shanghai , Ningbo , Kaohsiung , Chiwan , Hong Kong , Ensenada , Manzanillo-Mexico , Manzanillo-Panama , Cartagena , Kingston , Caucedo , Puerto Cabello , Port of Spain , Busan
	Caribbean Feeder/Hapag Lloyd/Zim - Centram/Island Service	Kingston , Puerto Cortes , Santo Tomas de Castilla , Port of Belize , Kingston , Rio Haina , Kingstown , Bridgetown , Port of Spain , Kingston
	Seaboard - North Atlantic Service	New York , Puerto Plata , Rio Haina , Kingston , Puerto Limón , Kingston , Rio Haina , New York
<b>Jamaica</b>		
	Caribbean Feeder/X-press/Evergreen/Hapag Lloyd/Maesk Line/Seaboard/SeaLand/Zim - PJX	Kingston , Puerto Limón , Colon Container Terminal S.A. , Manzanillo-Panama , Kingston , Montego Bay , Port au Prince , Kingston
	Caribbean Feeder/Alianca/Hamburg Sud/Zim - Carico Service	Kingston , Rio Haina , Caucedo , San Juan , Kingston , Barranquilla , Cartagena , Kingston
	Caribbean Feeder/Hapag-Lloyd/Maersk Line/SeaLand/Zim - MIT/MAR	Kingston , Manzanillo-Panama , Guaranao , Maracaibo , Kingston
	Caribbean Feeder/Hapag Lloyd/Seaboard/Zim - ACMH	Kingston , Willemstad , Oranjestad , Manzanillo-Panama , Port au Prince , Kingston
	CMA CGM/Hapag Lloyd - ECS	Rotterdam , Hamburg , Antwerp , Le Havre , Kingston , Cartagena , Santo Tomas de Castilla , Puerto Cortes , Puerto Limón , Kingston , Rotterdam
	SeaFreight/Zim - Lesser Antilles Guyana-LAG	Port Everglades , Kingston , Castries , St. George's , Point Lisas , Kingston , Port Everglades
	Seaboard - US Gulf/WCSA Service	Houston , Kingston , Guayaquil , Callao , Arica , Valparaíso , Mejillones , Houston



Country / Port	Service	Rotation
Montego Bay	Caribbean Feeder/X-press/Evergreen/Hapag Lloyd/Maesk Line/Seaboard/SeaLand/Zim - PJX	Kingston , Puerto Limón , Colon Container Terminal S.A. , Manzanillo-Panama , Kingston , Montego Bay , Port au Prince , Kingston
 <b>Montserrat</b>		
Plymouth	King Ocean - Caribbean Butterfly	Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth , Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina , Port Everglades
 <b>St Kitts &amp; Nevis</b>		
Basseterre	Tropical - Leewards/Nassau Butterfly	Palm Beach , St Thomas , St Maarten-Philipsburg , Virgin Gorda , St John , St John's , Basseterre , Charlestown , Roseau , Port Purcell, Tortola , Nassau , Palm Beach
	King Ocean - Caribbean Butterfly	Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth , Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina , Port Everglades
Charlestown	Tropical - Leewards/Nassau Butterfly	Palm Beach , St Thomas , St Maarten-Philipsburg , Virgin Gorda , St John , St John's , Basseterre , Charlestown , Roseau , Port Purcell, Tortola , Nassau , Palm Beach
	King Ocean - Caribbean Butterfly	Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth ,

Country / Port	Service	Rotation
		Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina , Port Everglades
 <b>St Lucia</b>		
Castries	Geest - North Europe Windward Islands Loop 4	Portsmouth , Le Havre , Fort de France , Bridgetown , Port of Spain, St. George's , Kingstown , Castries , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
	Tropical - Windward/Leeward Islands	Palm Beach , St Croix , St Barthelemy , The Valley, Anguilla , Bridgetown , Castries , Vieux Fort , Point Lisas , Kingstown , St. George's , Georgetown , Palm Beach
	Geest - North Europe Windward Islands Loop 2	Portsmouth , Le Havre , Fort de France , Pointe a Pitre (Port de Jarry) , Bridgetown , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Fort de France , Manzanillo-Rep Dom , Portsmouth
	CMA CGM - Hispaniola Shuttle Loop 1	Kingston , Rio Haina , San Juan , St Maarten-Philipsburg , Roseau , Pointe a Pitre (Port de Jarry) , Bridgetown , Castries , Kingstown , St. George's , Point Lisas , Kingston
 <b>St Lucia</b>		
	Geest/CMA CGM - North Europe Windward Islands Loop 1	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , St. George's , Kingstown , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
	Geest/CMA CGM - North Europe Windward Islands Loop 3	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , Kingstown , Vieux Fort , St John's , Manzanillo-Rep Dom , Portsmouth
	SeaFreight/Zim - Lesser Antilles Guyana-LAG	Port Everglades , Kingston , Castries , St. George's , Point Lisas , Kingston , Port Everglades



Country / Port		Service	Rotation
		King Ocean - Caribbean Butterfly	Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth , Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina , Port Everglades
Vieux Fort		Geest - North Europe Windward Islands Loop 4	Portsmouth , Le Havre , Fort de France , Bridgetown , Port of Spain, St. George's , Kingstown , Castries , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
		Tropical - Windward/Leeward Islands	Palm Beach , St Croix , St Barthelemy , The Valley, Anguilla , Bridgetown , Castries , Vieux Fort , Point Lisas , Kingstown , St. George's , Georgetown , Palm Beach
		Geest/CMA CGM - North Europe Windward Islands Loop 1	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , St. George's , Kingstown , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
		Geest - North Europe Windward Islands Loop 2	Portsmouth , Le Havre , Fort de France , Pointe a Pitre (Port de Jarry) , Bridgetown , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Fort de France , Manzanillo-Rep Dom , Portsmouth
		Geest/CMA CGM - North Europe Windward Islands Loop 3	Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , Kingstown , Vieux Fort , St John's , Manzanillo-Rep Dom , Portsmouth
 <b>St. Vincent &amp; the Grenadines</b>			
Kingstown		Geest - North Europe Windward Islands Loop 4	Portsmouth , Le Havre , Fort de France , Bridgetown , Port of Spain, St. George's , Kingstown , Castries , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
		Tropical - Windward/Leeward Islands	Palm Beach , St Croix , St Barthelemy , The Valley, Anguilla , Bridgetown , Castries , Vieux Fort , Point Lisas , Kingstown , St. George's , Georgetown , Palm Beach



Country / Port		Service	Rotation
	Geest - North Europe Windward Islands Loop 2		Portsmouth , Le Havre , Fort de France , Pointe a Pitre (Port de Jarry) , Bridgetown , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Fort de France , Manzanillo-Rep Dom , Portsmouth
	Crowley/SeaFreight - Virgin Islands. Eastern Caribbean Service		Jacksonville , Port Everglades , St Thomas , St Croix , Point Lisas , Bridgetown , Kingstown , St Thomas , Jacksonville
	Caribbean Feeder/Hapag Lloyd/Zim - Centram/Island Service		Kingston , Puerto Cortes , Santo Tomas de Castilla , Port of Belize , Kingston , Rio Haina , Kingstown , Bridgetown , Port of Spain , Kingston
	CMA CGM - Hispaniola Shuttle Loop 1		Kingston , Rio Haina , San Juan , St Maarten-Philipsburg , Roseau , Pointe a Pitre (Port de Jarry) , Bridgetown , Castries , Kingstown , St. George's , Point Lisas , Kingston
	Geest/CMA CGM - North Europe Windward Islands Loop 1		Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , St. George's , Kingstown , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
	Geest/CMA CGM - North Europe Windward Islands Loop 3		Portsmouth , Le Havre , Fort de France , Bridgetown , Castries , Kingstown , Vieux Fort , St John's , Manzanillo-Rep Dom , Portsmouth
	King Ocean - Caribbean Butterfly		Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth , Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina , Port Everglades
 <b>Surinam</b>			
Paramaribo	Seaboard - Eastern Caribbean Service		Miami , St Maarten-Philipsburg , St John's , Bridgetown , Point Lisas , Paramaribo , Georgetown , Point Lisas , Kingston , Port au Prince , Miami



Country / Port	Service	Rotation
	Europe Caribbean - South Caribbean Service	Antwerp , Ipswich , Georgetown , Paramaribo , Point Lisas , Matanzas-Venezuela , Georgetown , Paramaribo , Rotterdam , Antwerp
	King Ocean - Feeder Caribbean	Port of Spain , Bridgetown , Paramaribo , Georgetown , Port of Spain
	CMA CGM - Guyanas Caribbean	Pointe a Pitre (Port de Jarry) , Fort de France , Port of Spain , Paramaribo , Georgetown , Degrad des Cannes , Paramaribo , Pointe a Pitre (Port de Jarry)
	Zim/CMA CGM - Guyana Suriname GSE/ELDORADO	Kingston , Georgetown , Paramaribo , Kingston
	Seatrade/Europe Caribbean - Vertraco Reefer/Netherlands Surinam Service	Dover , Flushing , Paramaribo , Georgetown , Dover
	Maersk Line/Hapag-Lloyd/SeaLand - Calypso Feeder Service	Manzanillo-Panama , Oranjestad , Point Lisas , Paramaribo , Georgetown , Point Lisas , Manzanillo-Panama
<b>Trinidad &amp; Tobago</b>		
Point Lisas	Tropical - Windward/Leeward Islands	Palm Beach , St Croix , St Barthelemy , The Valley, Anguilla , Bridgetown , Castries , Vieux Fort , Point Lisas , Kingstown , St. George's , Georgetown , Palm Beach
	Seaboard - Eastern Caribbean Service	Miami , St Maarten-Philipsburg , St John's , Bridgetown , Point Lisas , Paramaribo , Georgetown , Point Lisas , Kingston , Port au Prince , Miami
	Europe Caribbean - South Caribbean Service	Antwerp , Ipswich , Georgetown , Paramaribo , Point Lisas , Matanzas-Venezuela , Georgetown , Paramaribo , Rotterdam , Antwerp
	Intermarine - Venezuela mpc one-way	Houston , Point Lisas , Guanta , Puerto Cabello , Houston
	Crowley/SeaFreight - Virgin Islands. Eastern Caribbean Service	Jacksonville , Port Everglades , St Thomas , St Croix , Point Lisas , Bridgetown , Kingstown , St Thomas , Jacksonville





Country / Port	Service	Rotation
	CMA CGM/ANL/US Lines - CAGEMA Mainliner Service	Wilmington , Philadelphia , New York , Savannah , Miami , Kingston , Point Lisas , Port of Spain , Oranjestad , Willemstad , Cartagena , Barranquilla , Santa Marta , Turbo , Kingston , Wilmington
	CMA CGM - Hispaniola Shuttle Loop 1	Kingston , Rio Haina , San Juan , St Maarten-Philipsburg , Roseau , Pointe a Pitre (Port de Jarry) , Bridgetown , Castries , Kingstown , St. George's , Point Lisas , Kingston
<b>Trinidad &amp; Tobago</b>		
	SeaFreight/Zim - Lesser Antilles Guyana-LAG	Port Everglades , Kingston , Castries , St. George's , Point Lisas , Kingston , Port Everglades
	Maersk Line/Hapag-Lloyd/SeaLand - Calypso Feeder Service	Manzanillo-Panama , Oranjestad , Point Lisas , Paramaribo , Georgetown , Point Lisas , Manzanillo-Panama
Port of Spain	Geest - North Europe Windward Islands Loop 4	Portsmouth , Le Havre , Fort de France , Bridgetown , Port of Spain , St. George's , Kingstown , Castries , Vieux Fort , Roseau , Manzanillo-Rep Dom , Portsmouth
	CMA CGM/ANL/Marfret - French Guyana Service	Algeciras , Rotterdam , Tilbury , Le Havre , St Maarten-Philipsburg , Port of Spain , Degrad des Cannes , Vila do Conde , Fortaleza , Natal, Algeciras
	King Ocean - Feeder Caribbean	Port of Spain , Bridgetown , Paramaribo , Georgetown , Port of Spain
	CMA CGM/CSCL/Hapag Lloyd/Alanca/ANL/Hamburg Sud - PEX2/JCS	Busan , Qingdao , Shanghai , Ningbo , Kaohsiung , Chiwan , Hong Kong , Ensenada , Manzanillo-Mexico , Manzanillo-Panama , Cartagena , Kingston , Caucedo , Puerto Cabello , Port of Spain , Busan
	Caribbean Feeder/Hapag Lloyd/Zim - Centram/Island Service	Kingston , Puerto Cortes , Santo Tomas de Castilla , Port of Belize , Kingston , Rio Haina , Kingstown , Bridgetown , Port of Spain , Kingston



Country / Port	Service	Rotation
	CMA CGM/ANL/US Lines - CAGEMA Mainliner Service	Wilmington , Philadelphia , New York , Savannah , Miami , Kingston , Point Lisas , Port of Spain , Oranjestad , Willemstad , Cartagena , Barranquilla , Santa Marta , Turbo , Kingston , Wilmington
	CMA CGM - Guyanas Caribbean	Pointe a Pitre (Port de Jarry) , Fort de France , Port of Spain , Paramaribo , Georgetown , Degrad des Cannes , Paramaribo , Pointe a Pitre (Port de Jarry)
	King Ocean - Caribbean Butterfly	Port Everglades , Rio Haina , Barranquilla , Cartagena , Barranquilla , Maracaibo , Port Everglades , St Maarten-Philipsburg , Basseterre , The Valley, Anguilla , St Barthelemy , Charlestown , Plymouth , Roseau , Castries , Bridgetown , Port of Spain , St. George's , Kingstown , Rio Haina, Port Everglades

Source: SAVINO DEL BENE